AC-REP

Adams County Regional Economic Partnership

Invested in Greater Adams County

AC-REP

Board Orientation

July 2025

Welcome and Introductions

- Roundtable introductions
  - Name, Business, Role
  - Why do you serve on AC-REP Board?
  - Business Origin Story

How did we get here?

1959 – Formation of Adams County Metropolitan Chamber

1978 – Change to Adams County Chamber of Commerce

1983 – Change to MetroNorth Chamber of Commerce

1988 – Formation of Adams County Economic Development, Inc. (ACED)

2020 - Merger of ACED and MetroNorth Chamber of Commerce to Adams County Regional Economic Partnership

2022 – Rebrand to AC-REP

Why restructure?

With the merger of ACED and Metro North Chamber, AC-REP defaulted to the ACED structure based on investor levels for engagement. However, as AC-REP has developed into its own organization, it's time to examine and design a true regional chamber and EDC structure. Establishing a Board of Directors and a sponsorship program will allow for future growth and stability.

- Develop a Stand-Alone Board with an Executive Committee
- Develop Board Champions to align with programs
- Develop Public-Private engagement focus areas
- Update Investor Benefits and Categories

Goals

By clarifying the by-laws, policies, structure and investment levels, there will be a clear story to share about AC-REP and how we engage with the public and private sector. With a strong governance platform, the organization is established for future growth and sustainability.

- Develop a strong brand story and value proposition
- Conduct efficient meetings
- Protect the 501(c)6 status
- Build an active and engaged membership

AC-REP is a Regional Chamber and Economic Development Organization

Today's chambers are seen as **catalysts** for business growth, **conveners** of leaders and influencers, and **champions** for thriving communities. AC-REP is the strongest at these things in Adams County. We have a strong voice for business and collaboration that improves opportunities for more growth. We mainly work with primary employers and infrastructure organizations to help solve their challenges.

- Lean into our Gamechanger values as programmatic drivers
- Continue to build strong marketing for the region
- Engage on public policy issues
- Support workforce development efforts

Mission, Vision and Strategic Goals

- Review statements
- Overview of current strategic pillars
- Discuss future strategic planning process

Mission

To champion the businesses of the Greater Adams County Region — giving them a voice by supporting innovation, forging connections with local government, and leading the community toward prosperity with our expertise as a private, investor-driven organization.

Vision

AC-REP's vision is to foster growth and innovation in the Greater Adams County Region, creating an environment in which its economy and people thrive.

AC-REP

Sustain a Vibrant Region

AC-REP drives projects and initiatives that promote the region's competitiveness as a destination for business and talent by showcasing the region's quality of place.

Elevate Regional Profile

Design a robust outreach program including national and local channels, highlighting regional innovation, community connections, and the success of our region

Uplift Leaders and Investors

AC-REP is the regional business organization representing public and private partners and invested in the growth and development of future leaders.

Engage in Policy Efforts

AC-REP is a resource for investors to stay informed and engaged on policy issues that impact businesses and communities. It provides advocacy that enhances business recruitment and retention in the Greater Adams County region.

AC-REP

Q1

January 2025 – March 2025

Events:
Legislative Reception (Jan. 30)
Two Development Council events
“Made in Adams County” Site Tour
Transportation Sector Partnership

Programming:
BAPP
Development Council
Economic Development Roundtables
Community & Business Alliance
LEAD Metro North

Goals:
- Collect annual investment from 75% of 2025 private investors
- On-board five new investors
- Generated $1,470 profit from the Legislative Reception
- Support BAPP and continue to enhance legislative influence
- Develop stronger internal governance for organizational

Objective: Promote AC-REP as a leader in public policy that supports business growth and opportunity for economic development in the region.

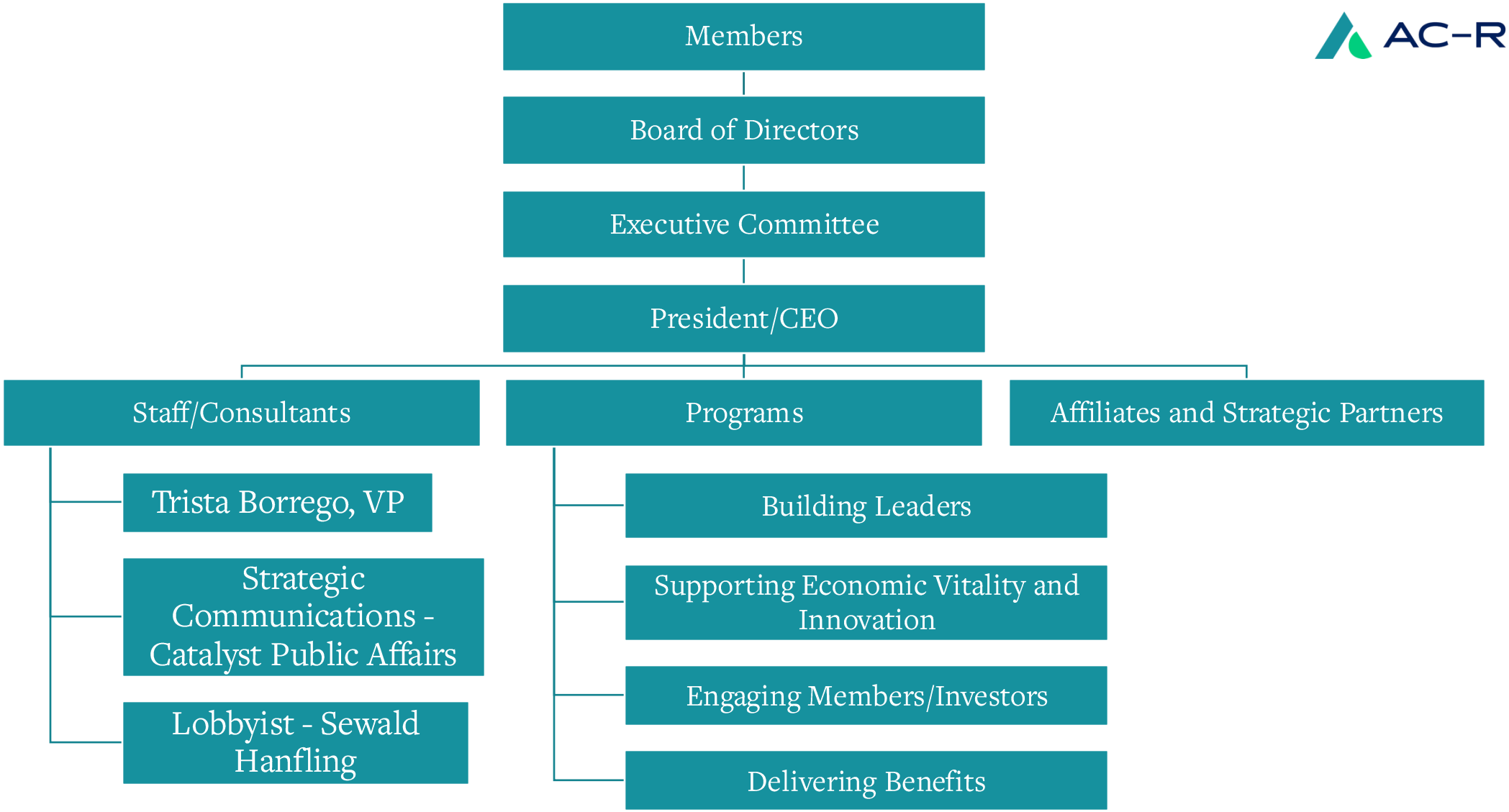
Gamechanger Themes:
- Inclusivity

Discussion

- Need for a 2026 Strategic Planning process to create 3-5 year workplan
- How to best develop KPIs
- What are your top suggestions?

Structure and Governance

- Org Chart and roles
- Board and Committee Structure
- By-Laws and Governance
- Conflict of Interest and Ethics


Members
Board of Directors
Executive Committee
President/CEO
Staff/Consultants
Programs
Affiliates and Strategic Partners
Trista Borrego, VP
Strategic Communications - Catalyst Public Affairs
Lobbyist - Sewald Hanfling
Building Leaders
Supporting Economic Vitality and Innovation
Engaging Members/Investors
Delivering Benefits

Board Member Responsibilities

Board of Directors

Having an independent Board allows for more engagement from volunteers who want to build the organization and its leadership in our Region. It also aligns us with good organizational governance. The Board will ideally be limited to 21 members. In 2025, meetings will be six times a year with the ultimate goal of 4 times a year with subcommittees meeting between the formal meetings.

- Allow one seat for each Leadership Circle Investor ($10k +)
- Develop a nomination committee for Board Development
- Develop Board Champions for each AC-REP program area.

Board Duties

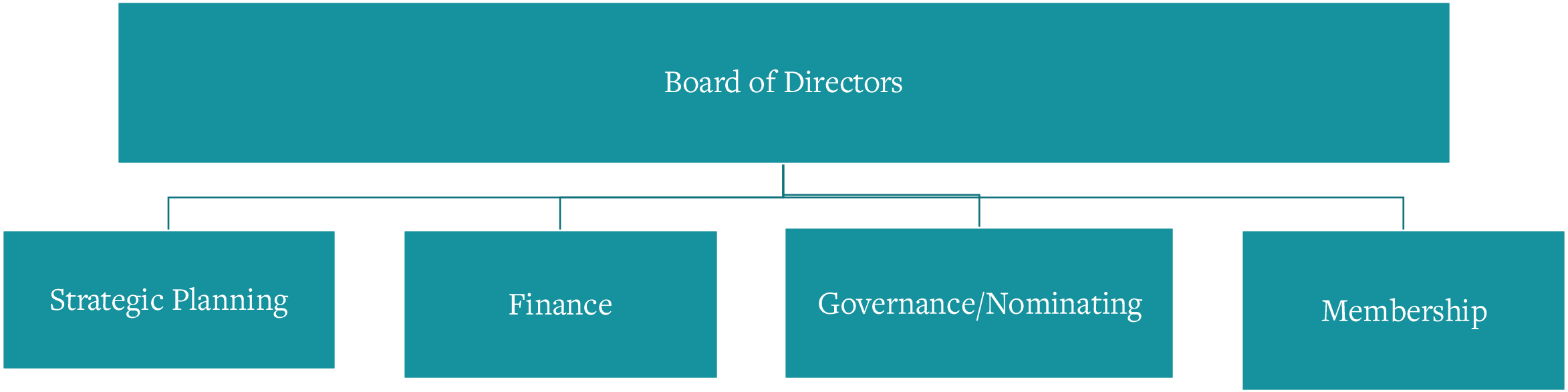
Based on Colorado Statues, there are three duties for Board Members:

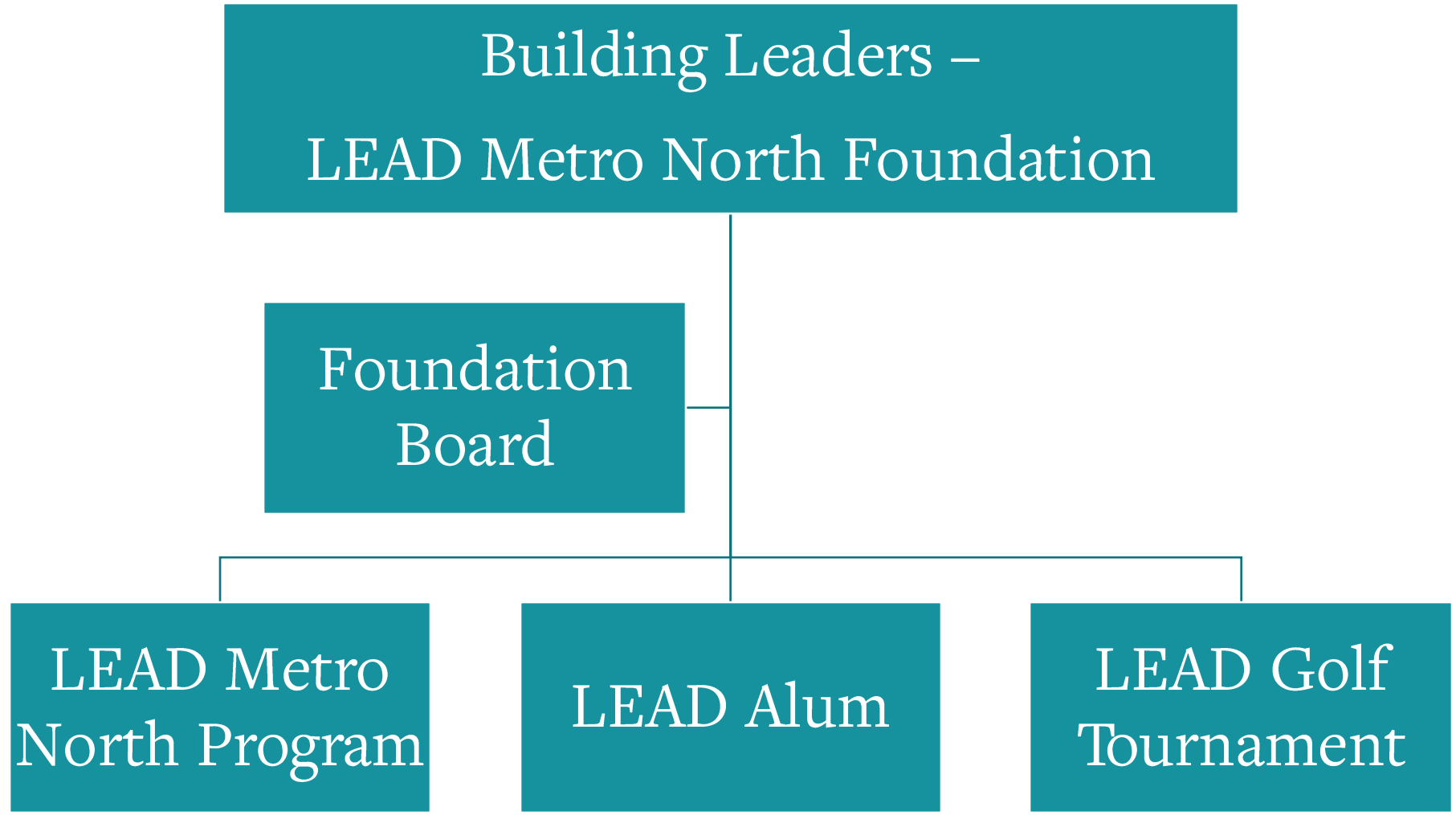
1) Duty of Care – You are stewards of the corporation;
2) Duty of Loyalty – Act in the best interest of the corporation;
3) Duty of Obedience – Must comply with by-laws, state regulations, and follow the mission/vision.

- Important for accountability, transparency, and ethics.
- Actions for the organization happen in the Board meetings, not thru side-bar conversations.
- Need to follow Articles of Incorporation.

Fiduciary Responsibilities

- Act in Good Faith
  - Duty of Loyalty
  - Duty of Obedience
  - Duty of Confidentiality
- Exercise Prudent Care
  - Financial Oversight
  - Duty of Care
  - Duty of Prudence
- Best Interests of the Organization
  - Duty of Loyalty


Board of Directors
Strategic Planning
Finance
Governance/Nominating
Membership

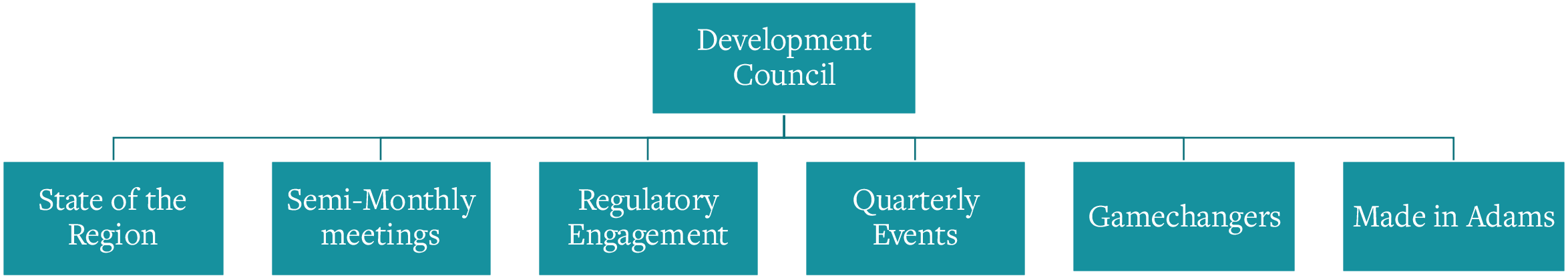

Building Leaders –
LEAD Metro North Foundation
Foundation Board
LEAD Metro North Program
LEAD Alum
LEAD Golf Tournament

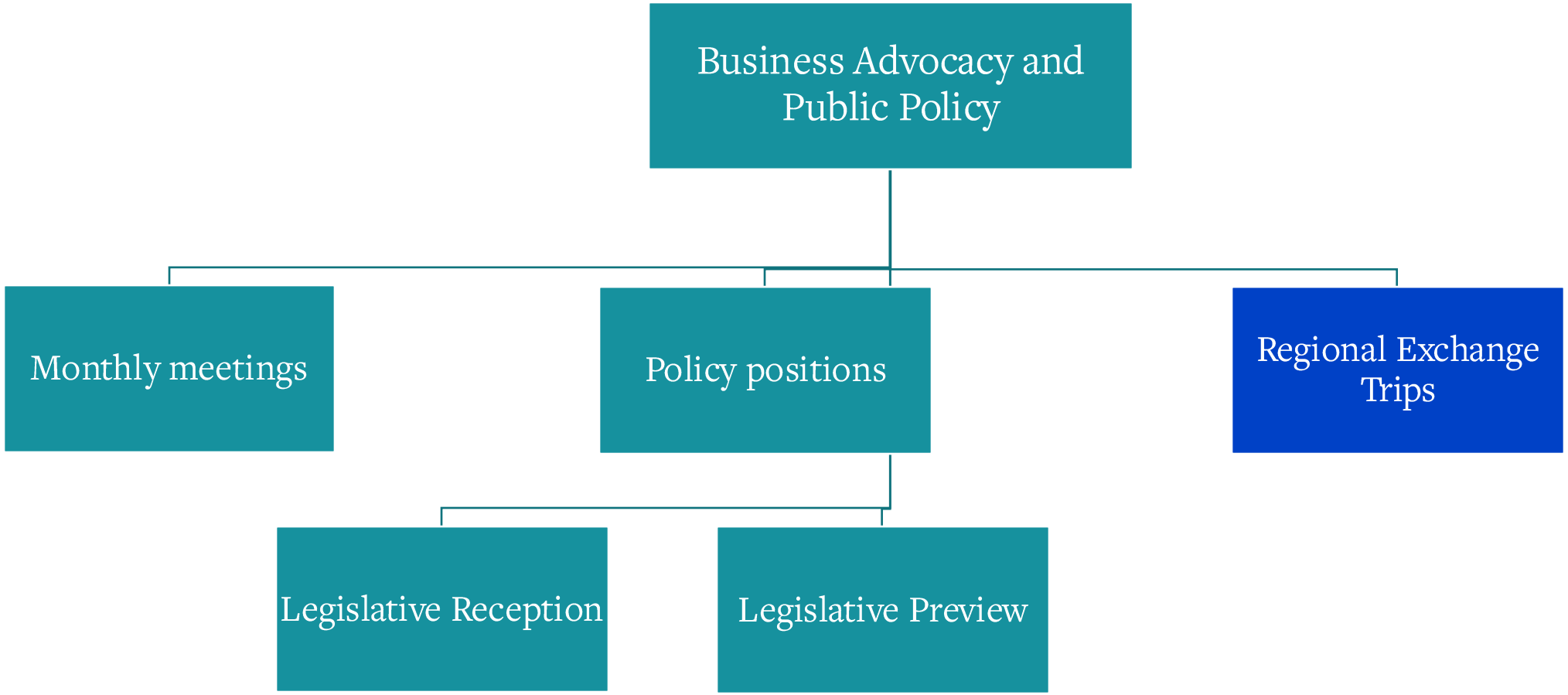
Formation of 501(c)3

Developing a non-profit Foundation as part of AC-REP will allow the organization to access additional grants, special pricing, and savings on certain items. Most similar regional chambers have foundations as part of their structure.

- Allow LEAD Metro North to improve programing with additional resources.
- Expand opportunities for additional grants and funding.
- Allow us to participate in Colorado Gives Day.

Supporting Economic Vitality and Innovation
Development Council
Business Advocacy and Public Policy
Economic Development Roundtable
Civic and Business Alliance


Development Council
State of the Region
Semi-Monthly meetings
Regulatory Engagement
Quarterly Events
Gamechangers
Made in Adams


Business Advocacy and Public Policy
Monthly meetings
Policy positions
Regional Exchange Trips
Legislative Reception
Legislative Preview

Policy Priorities

Infrastructure Development

We advocate for essential improvements that fuel economic vitality:

- Improved transportation and transit options
- Reliable, affordable energy solutions
- Access to quality healthcare
- Expanded water and digital infrastructure
- Increased attainable housing
- A balanced transition to a low-carbon economy

Policy Priorities

Workforce and Education

We champion workforce & education policies that equip our future workforce:

- Investment in lifelong learning and K-12 systems
- Expansion of post-secondary and trade training
- Modern, well-equipped learning facilities
- Creative talent pipeline programs
- Employer-informed workforce strategies

Policy Priorities

Economic Vitality

We push for policies that keep Adams County competitive:

- Incentives for business retention and growth
- Smarter, sensible, and streamlined reduction of regulations for businesses
- Environmental protection that respects business needs
- Support for core industries and emerging sectors
- Programs for entrepreneurs and startups

Supporting Economic Vitality and Innovation

- Economic Development Roundtable
- Regional BRE

Economic Development

- We do not respond to OEDIT or Metro Denver official prospect proposals.
- We are available if government partners want to bring us to meet prospects or sign NDAs.
- We do assist companies or site selectors if asked and can make introductions or provide information.
- We promote region via marketing like Livability magazine or attendance at related conferences.
- We build connections and support workforce efforts.

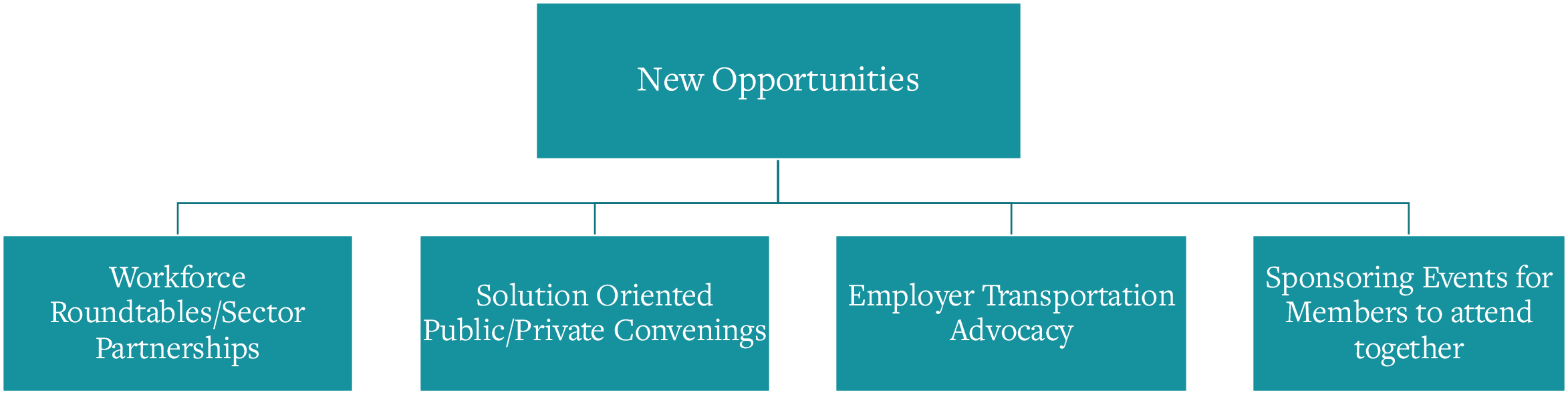
Engaging Members

Membership Development

- Ambassadors
- Online Directory
- New Executive Welcomes

Marketing and Public Relations Committee

- Thought Leadership Opportunities
- Newsletters/Blogs
- AC-REP Website
- Member videos
- Social Media Promotions


New Opportunities
Workforce Roundtables/Sector Partnerships
Solution Oriented Public/Private Convenings
Employer Transportation Advocacy
Sponsoring Events for Members to attend together

Delivering Member Benefits

Special Events

- Community Service Awards
- Directory Non-Profits
- Chamber Travel Program
- Board and Commission Fair

Business Development

- Women of Adams
- NextGEN Professionals
- US Chamber Federation

Business Services

- Community Calendar
- Office Space
- Conference Room Usage
- Member Discounts
- Job/Interns Board
- APEX consulting

Review By-Laws

Review Conflict of Interest and Code of Conduct

Financial Overview

- Budget Snapshot
- Revenue Streams

AC-REP 2025 Budget YTD Comparison (as of July 9, 2025)

	Budget	Revenues	YTD+/-
Private Sector Investment	$350,000	$278,750	
Public Sector Investment	$142,000	$132,000	
Other Income	$260,000	$177,364	
Total	**$752,000**	**$588,114**	**$163,886**

Expenditures

	Budget	Expenses	
Placemaking & Economic Development	$ 45,000	$ 22,515	
Business Advocacy & Public Policy	$ 70,000	$ 33,465	
Center for Leadership & Talent	$ 20,000	$ 14,979	
Membership Development & Engagement	$ 25,000	$ 8,669	
Marketing & Branding	$ 86,000	$ 45,526	
Administration	$ 504,544	$ 260,108	
Total	**$ 750,544**	**$ 385,262**	**YTD +/- $365,282**

Snapshot of Financial Review

Income Category	2020	2021	2022	2023	2024	Budget 2025
Private Sector	$179,726	$372,459	$245,541	$273,040	$291,210	$350,000
Public Sector	$385,966	$585,965	$142000	$142,000	$242,000*	$142,000
Events	$43,000	$82,370	$108,356	$116,392	$58,100	$106,000
EZ	$16,950	$8,142	$16,950	$26,893	$5	$0
LEAD Metro North	$0	$27,097	$126,167	$65,300	$8,000	$71,000
Other	$102,498	$3,765	$78,197	$10,331	$38,872	$106,000
Total	$728,141	$1,079,799	$700,261	$633,956	$638,187	$752,000

Snapshot of Financial Review

Expenses	2020	2021	2022	2023	2024	Budget 2025
Admin	671,023	661,052	565,750	494,470	488,991	504,544
Total	716,948	865,239	1,015,584	739,189	755,739	750,544
Total Revenue	$728,141	$1,079,799	$700,261	$633,956	$638,187	$752,000
Net Revenue	$2,522	$209,360	$315,323	$105,232	$117,551	$1,456

Adams County investments

2020	$230,000 *
2021	$500,000
2022	$210,000
2023	$100,000
2024	$150,000
2025	$180,000

* Also received $97,500 for administering the mini-grant distributions

Investors

AC-REP

2025 Leadership Circle Investors

ADAMS COUNTY COLORADO

Adolfson & Peterson Construction

amazon

THE AURORA HIGHLANDS

Brownstein

the human energy company Chevron

CommonSpirit

CORE ELECTRIC COOPERATIVE

DEN

fitzsimons Innovation Community

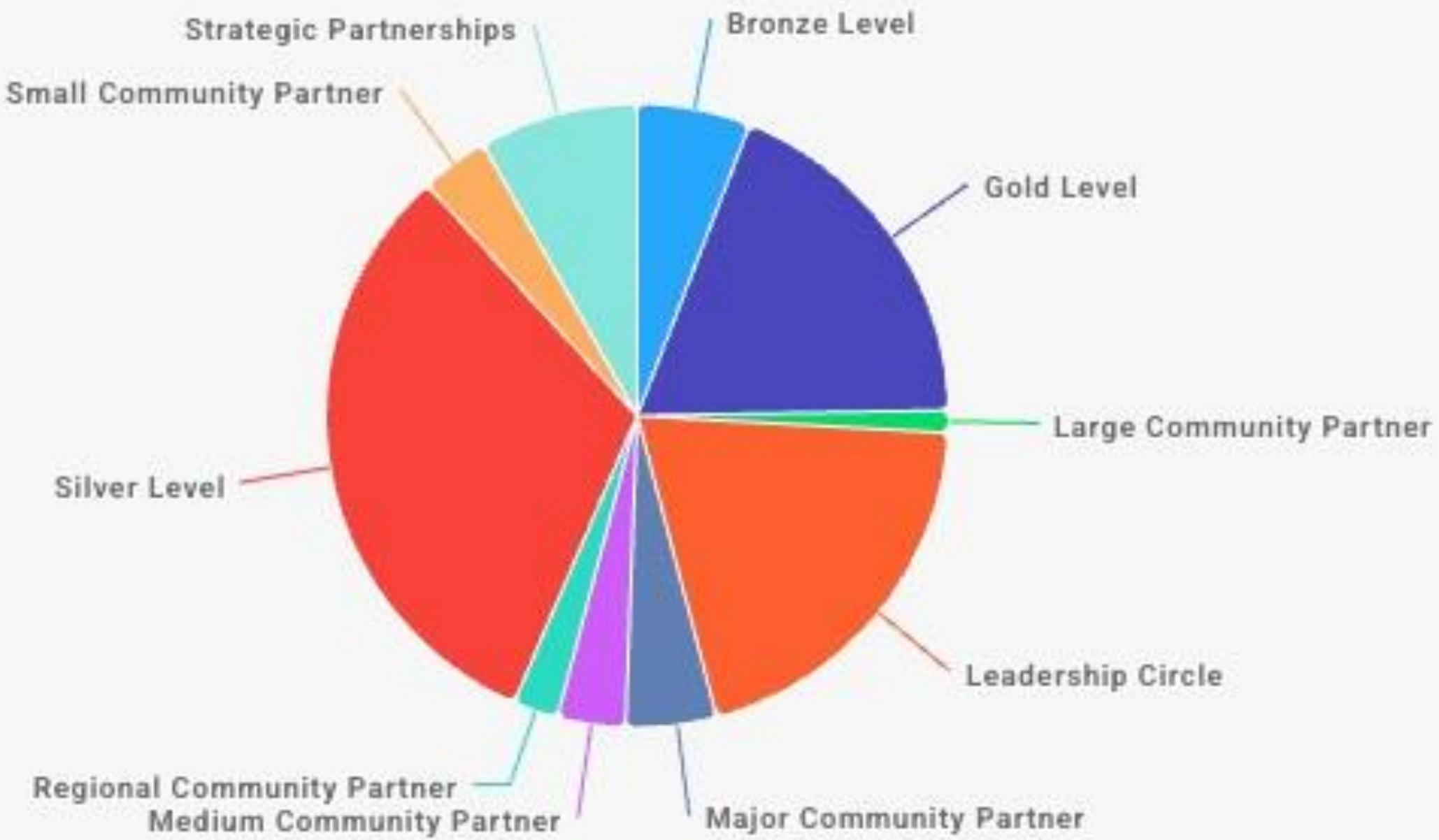
HCA HealthONE

U.S. ENGINEERING

UNITED POWER Your Touchstone Energy® Cooperative

Xcel Energy

Investor Type Distribution



Programs, Priorities & Policy

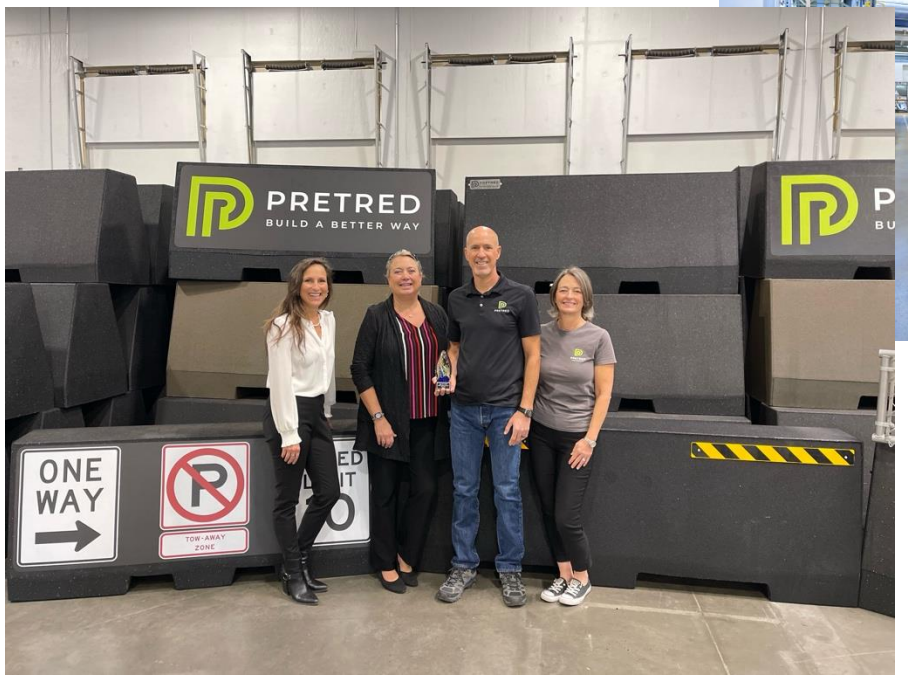
2025 Signature Events

- Legislative Reception – January 30
- State of the Region Summit/Gamechanger Awards – June 12
- AC-REP Golf Tournament – Sept. 8 at The Ranch
- Legislative Preview - December
- LEAD Metro North – year-round

AC-REP GAMECHANGERS

Annual Awards celebrating People, Organizations, or Programs that demonstrate excellence in the following values:

- Inclusivity
- Innovation
- Sustainability
- Economic Vitality



AC-REP

LEAD METRO NORTH

AN AC-REP PROGRAM

- Over 40 years of training local leaders
- Foundation is a 501(c)3 Non-Profit
- 9-month professional development program
- Attendees learn about government, businesses, and non-profits in the Adams County region
- Cohorts start in late August

2025 Programs

- Development Council Events – 4x a year
- Made in Adams – 4X a year
- Civic and Business Alliance – 4X a year
- Business Advocacy and Public Policy Committee
- Transportation Sector Partnership

NEW IN 2025

AC-REP Civic and Business Alliance

- Alliance for elected officials and senior leaders from AC-REP's top investors.
- This program facilitates dialogue between groups, creates a forum for shared solutions, drives knowledge and understanding, and creates a best-in-class collaborative business environment in Adams County.
- Meets quarterly to discuss top issues facing our region and economy

Quarterly event featuring expert panels on Adams county's most pressing issues

Issue briefings and modules available only to eligible

AC-REP members

Networking with business community leaders and influencers in Adams County and across Colorado

Educational exchanges with other counties and/or organizations to cross-pollinate solutions, best practices, and ideas

Continuing education and training targeting the needs of civic members

Tours of

AC-REP investors to foster collaborative understanding of the needs of the local economy and employers

AC-REP Memberships

- US Chamber of Commerce
- Colorado Chamber
- C3 - DMCC
- Economic Development Council of CO
- Colorado Business Committee for the Arts
- Smart Commute
- CO Society of Association Executives

Regional Partnerships

- Manufacturer's Edge
- Rocky Mountain Partnership
- North Area Transit Alliance
- Adams County Workforce Center
- Northeast Chamber Alliance

Communications and Tools

Tools

- Board exclusive page on website via private link.
- Newsletters – General and Advocate
- Website Calendar
- GrowthZone Info Portal
- LinkedIn – Business-focused
- Facebook - Community-focused
- LEAD Alum on both platforms

AC-REP

Questions?

AC-REP

Invested in Greater Adams County

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