

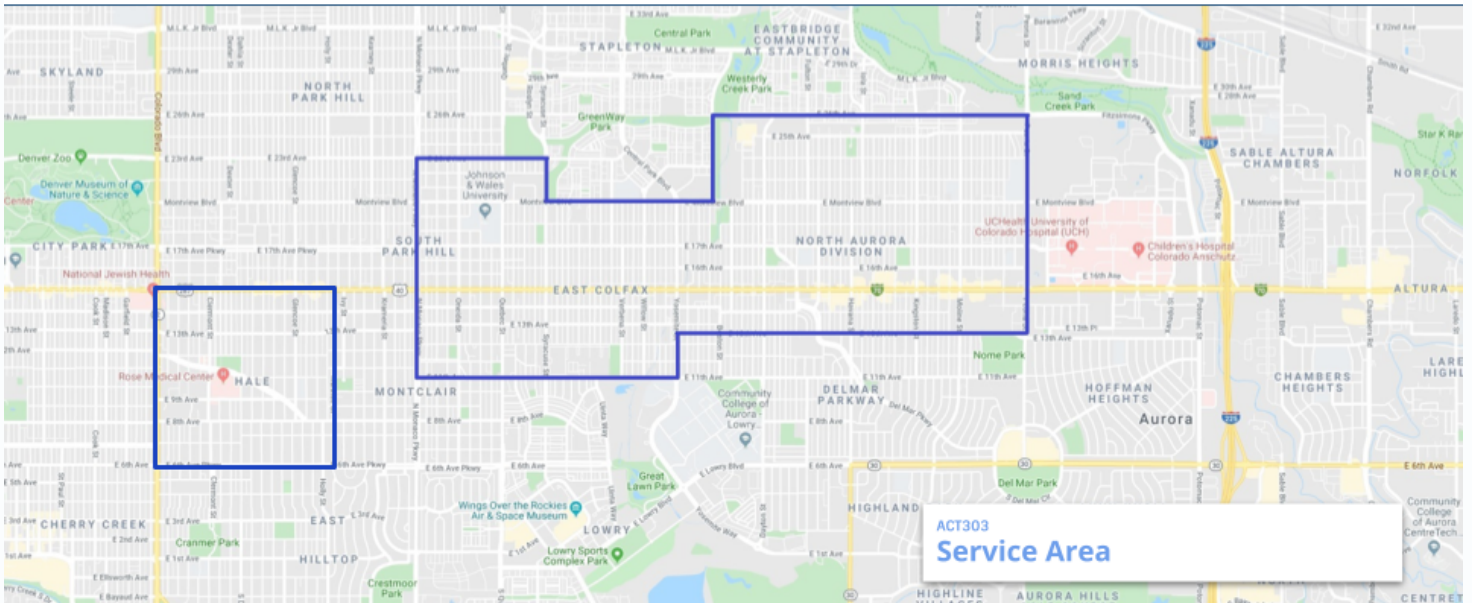
The year 2020 will be one for the history books: the Covid pandemic that affected the entire planet, the racial justice movement sparked by yet another police shooting and a presidential election that resulted in an unprecedented assault on our most hallowed of American institutions. 2020 was also momentous for The Fax Partnership. Since its founding in 2004, Fax staffing has rarely exceeded one employee. Through a series of growth initiatives and by responding to community need, The Fax ended 2020 with a multi-lingual, all-women, six-person team. We became a major player in promoting equitable development and community stabilization in this key part of the metro Denver area. Some highlights:

- The Fax launched a Residential Support Office (RSO) led by Outreach Manager Ndeye Ndao and supported by Veronica Conchas. The RSO provided critical navigation services to help residents apply for rental and utility assistance in response to unprecedented need during the pandemic. The Fax designed a community mini-grant program called Fax Aid and awarded over \$56,000 in \$400 grants to community members.
- The Business Support Office (BSO) continued its excellent work under the leadership of BSO Outreach Manager Sabe Kemer, providing greatly needed assistance to businesses impacted by Covid in accessing governmental support programs. Overall, the BSO helped East Colfax businesses receive \$270,000 in funding through multiple aid programs that likely were instrumental in helping East Colfax businesses survive through the pandemic.
- These outreach efforts were strengthened by the newly-created partnership with Mi Casa Resource Center, Enterprise Community Partners, Colorado Enterprise Fund and Community Enterprise Development Services. This collaborative is called ACT303 and results included a City of Denver award of \$450,000 and \$300,000 from The Colorado Health Foundation to The Fax and partners to deliver coordinated support services to both residents and businesses along the East Colfax corridor as well as the hire of Antoinette West as Project Director.
- These efforts were informed by a comprehensive survey conducted by The Fax that received 369 responses from the East Colfax community. We learned that Covid severely impacted 75% of our community, that 25% of renters lack internet access in the home and that 69% of residents hope to call East Colfax home for the next five years. Despite the immediate challenges they face, the residents and business owners in East Colfax have a long-term commitment to their community.
- On the equitable development side, The Fax partnered with the Urban Land Conservancy to secure \$2 million from the Colorado Health Foundation and \$750,000 from the Gates Family Foundation to acquire parcels along East Colfax and advance The Fax's vision of equitable development that meets the community's affordable housing and commercial space needs.

2020 was an amazing year for The Fax while also an immensely challenging one for our community and world, yet now in 2021 hope has reason to grow! We, here at The Fax, fundamentally see our organizational growth as an opportunity to continue to support and strengthen this amazing community and create the change we want to see in this world.

Thank you for your continued support,  
Monica Martinez, Executive Director, The Fax Partnership

# FAX PARTNERSHIP SERVICE AREA



Our office is located at 6740 E. Colfax Avenue

Website: [www.thefaxdenver.com](http://www.thefaxdenver.com)

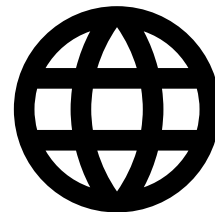
## MISSION STATEMENT

The Fax Partnership (“The Fax”) is a 501(c)3 founded in 2004 that strengthens and supports those who live and work along the East Colfax corridor while advancing a vision of equitable development to sustain a thriving, diverse and affordable community.



# 2020 MAJOR ACCOMPLISHMENTS

Expanded Fax team to six staff members who speak six languages



Launched Fax Aid program and awarded over \$56,000 to community members in need



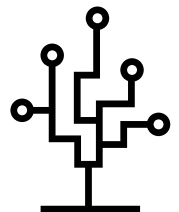
Conducted a residential survey with 369 responses that is instrumental in guiding our work



Formed two major partnerships to strengthen and support the East Colfax community and acquire property on corridor with other nonprofit organizations



Provided 65 businesses with technical support and assisted businesses to receive over \$269,000 in Paycheck Protection Protection (PPP), state and city grants



# Business Support Office

The Fax Business Support Office is led by multilingual Sabe Kemer with support from Spanish-speaking Veronica Conchas. In 2020 The Fax BSO provided critical support to East Colfax businesses affected by the Covid pandemic. Sabe and team assisted businesses with grant applications such as the City of Denver Small Business Relief grant and the federal Paycheck Protection Program. In total, The Fax helped businesses receive over \$232,000 in grants and \$37,000 in PPP forgivable loans in 2020. In addition, The Fax distributed critically needed personal protective equipment to 50 businesses. Lastly, The Fax helped two businesses, Taco Mex and East Fax Tap, obtain high quality patio covers and encouraged community support of our local businesses through Feast At Home Fridays - in total 65 businesses along East Colfax were supported in 2020 during the unprecedented economic downturn Covid caused.



Fax Business Outreach Manager Sabe Kemer



East Colfax Business Owner Helen Yesake of Helen Spa

East Colfax Business Owner Edwin Thomas of Tanks World Class Barbers



Photo credit: Andy Bosselman

# Residential Support Office



Ndeye Ndao, Residential  
Outreach Manager



Veronica Conchas, Fax  
Outreach Assistant

In April 2020 The Fax launched a residential survey of the East Colfax community. 369 responses were received, with 50% of the respondents identifying as renters. We learned:

- 74% of respondents were severely impacted by Covid
- 51% of residents are housing cost burdened, paying more than 30% of income on housing
- 26% have home repairs they cannot afford to make
- 22% struggle to keep their home warm in winter; 39% cool in summer

The survey results demonstrated the need for coordinated service delivery to this community to help to keep people in their homes - owned or rented. And we know residents want to stay in the community because 75% said so in the survey!

The Fax launched its Residential Support Office in late 2020 with the hire of two staff members: Ndeye Ndao and Veronica Conchas. Through their work, 63 applications were submitted on behalf of residents in the following programs: Low Income Energy Assistance Program, Financial Literacy Training, Temporary Mortgage Assistance, Denver Human Services Unemployment Program, Emergency Housing Assistance Program, Temporary Rental and Utility Assistance. We also referred 35 residents to local food assistance programs.

Despite the limitations of Covid, Fax staff were out in the community in person, at events online and over the phone and email to perform our critical work supporting East Colfax.



# FAX AID

In May 2020, The Fax created a mini-grant program called Fax Aid to respond to community need caused by the Covid pandemic. Launched with funding from the Colorado Health Foundation and Mile High Connects, Fax Aid provided qualifying East Colfax residents with a \$400 check and an additional \$100 check upon completion of a rental or utility assistance application.

The first Fax Aid event was held at The Fax's offices on May 20th and 83 individuals were provided support with more than \$35,000 awarded. In this first round, 25% of Fax Aid recipients received an additional \$100 check.

Realizing the demand for Fax Aid, The Fax launched a fundraising campaign to support a second round of Fax Aid in December 2020. Through an online campaign, The Fax raised an \$22,000 and awarded 49 residents with Fax Aid checks at an event on December 23rd. With increased outreach to residents through our newly formed Residential Support Office, The Fax was able to award 41% of those recipients with additional \$100 checks.

The Fax thanks the donors of Fax Aid in 2020 for supporting this program that provided critical support to local East Colfax residents.



# ACT303 – A COLLABORATIVE TO SUPPORT RESIDENTS AND BUSINESSES OF EAST COLFAX

The Fax Partnership is committed to supporting and strengthening the residents and businesses that currently call the East Colfax community home. We believe that successful community development places the community at the center of our work and we let all other actions follow this imperative. This work also means that partnership is critical to achieve our ambitious vision to help the existing community stay in place and thrive despite threats of involuntary displacement; and this work became even more urgent in 2020, given Covid’s disproportionate impact on communities of color with lower incomes, such as East Colfax.

To achieve this vision, The Fax joined a formal partnership in 2020 called ACT303. ACT303 is a coalition of nonprofits – Mi Casa Resource Center, Enterprise Community Partners, Community Enterprise Development Services Finance, Colorado Enterprise Fund, Mile High Connects and The Fax – working collaboratively on a people and place-based strategy in East Colfax. With support from the City and County of Denver and The Colorado Health Foundation, ACT303 is implementing a *collective impact strategy* that provides services to the existing business and resident community along the East Colfax corridor. The concept is that by working collaboratively, greater impact can be achieved than by working from different silos.

## What is Collective Impact (CI)?

CI is an organizational framework to address cross-sectional issues, such as community development. Four common principles of CI are:

- Create a common agenda
- Develop a shared measurement system
- Define and implement mutually reinforcing activities
- Share communications intentionally and often
- Establish and strengthen the “backbone” organization that supports the initiative

In December 2020, ACT303 hired Antoinette West as the Project Director to oversee the collaborative’s strategy and project management. A Colorado native and proud Howard University alumna, Antoinette is housed at The Fax and brings her previous experience at Denver Public Schools and Goodwill Industries to manage this multi-organizational effort that in the short-term will

coordinate services to community and in the long-term achieve the vision of community development that benefits the local community first.

Looking into 2021, ACT303 will expand our community engagement efforts while also being flexible to the needs and realities of our

community given the Covid pandemic. We will also seek to improve our financial outlook to continue ACT303 efforts to decrease involuntary displacement in East Colfax into 2022 and beyond while strengthening our collaborative work and equity focus.



# Equitable Development Office – Land Acquisition & Housing Development

The Fax's mission is intentionally two-fold: in addition to supporting the supporting and strengthening the existing community, the organization also advances equitable development to ensure community-benefiting development occurs in the East Colfax community. The goal of equitable development is highly complex given the strength of the private market in community development and thus The Fax has forged critical partnerships to leverage greater support for East Colfax.



In 2020 The Fax formalized a partnership with Urban Land Conservancy (ULC), the metro-area's largest land trust to acquire land on East Colfax. Together The Fax and ULC successfully raised \$2.75 million in investments from The Colorado Health Foundation and Gates Family Foundation that First Bank of Colorado will match through the Metro Denver Impact Facility investment tool ULC manages. Collaboratively the two organizations are working to acquire land for affordable commercial and residential development. The Fax also was a team member of the Brothers Redevelopment affordable housing project located at 7900 E. Colfax. This housing project will bring 72 units of deeply affordable housing for individuals suffering from traumatic brain injury – groundbreaking is planned for 2021.



7900 E. Colfax Avenue Rendering

The Covid pandemic also directly impacted The Fax's equitable development work: the planned redevelopment of the 1400 Yosemite project. This building had been slated for rehabilitation and transformation to a nonprofit hub in 2021. The Fax was the community engagement lead and planned to move into the space upon completion. Unfortunately, due to the pandemic, the developer of the project sold the building to a local Aurora charter school, Vega. The school is a leader in educating the local community and is expected to open in fall 2021.



1400 Yosemite Building



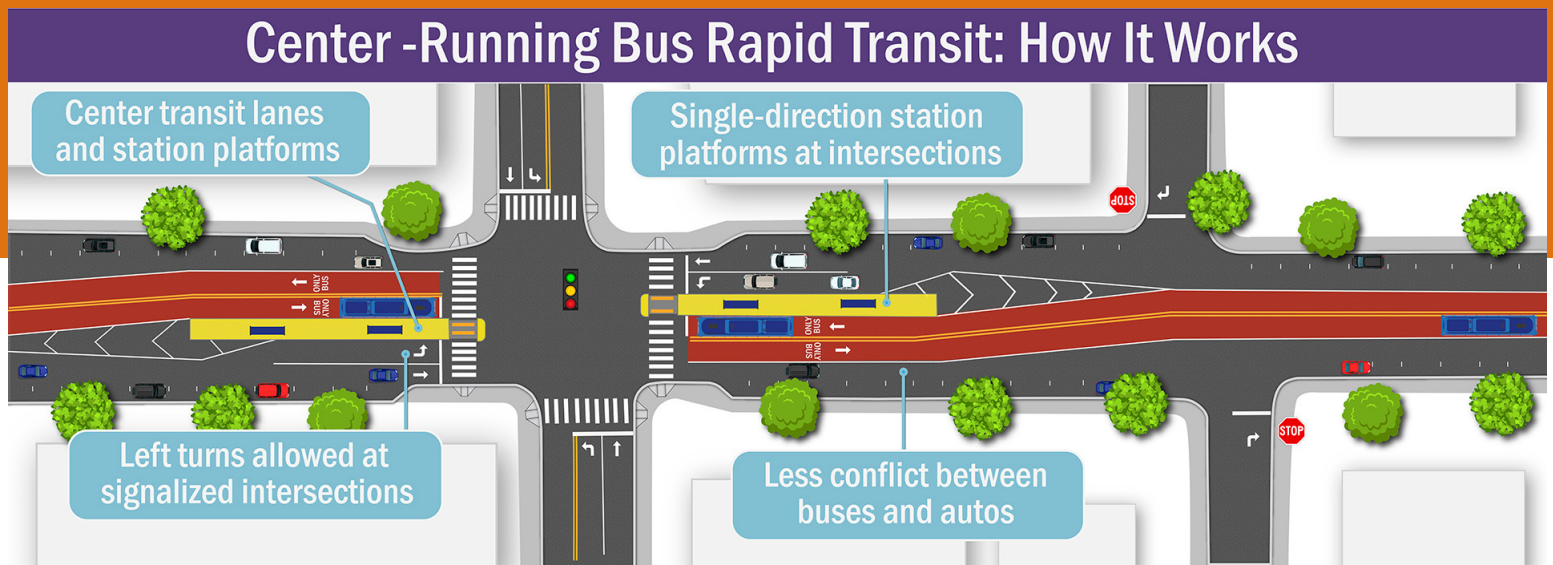
# Equitablex Development Office – Land Use Advocacy

The Fax actively advanced its equitable development mission through land use advocacy in 2020. As a member of the East Area Plan Steering Committee, our organization was a leader in developing the City of Denver’s East Area Plan (EAP), which City Council adopted in October 2020 after a three-year community planning process. The EAP will guide planning and development for East Colfax over the next twenty years and is a first-ever city plan that prioritizes the mitigation of involuntary displacement. Over the next few years, The Fax will seek to advance many of the EAP’s strategies, including the creation of an International Business District, the provision of accessory dwelling units and, most importantly, the development of more affordable housing to

ensure East Colfax remains a diverse and affordable community.

The Fax was also a vocal supporter of Denver’s update to the group living ordinance – allowing for greater flexibility in housing arrangements – and an active member of Denver’s Bus Rapid Transit (BRT) committee focused on bringing the BRT project to East Colfax.

The Fax mission of equitable development is an important means of keeping East Colfax a diverse and affordable community. Our leadership and advocacy in land use remains an important complement to our active work within community development through development partners such as Urban Land Conservancy and Brothers Redevelopment.



# Fax Partnership 2020 Board of Directors

## *Board Members*

- John Fernandez,  
Chair
- Darion  
Mayhorn, Vice  
Chair
- Stacie Loucks,  
Treasurer
- Heidi Aggeler,  
Secretary
- Leah Busam
- Amy Ford
- Tor Ericksen
- Amy Hansen



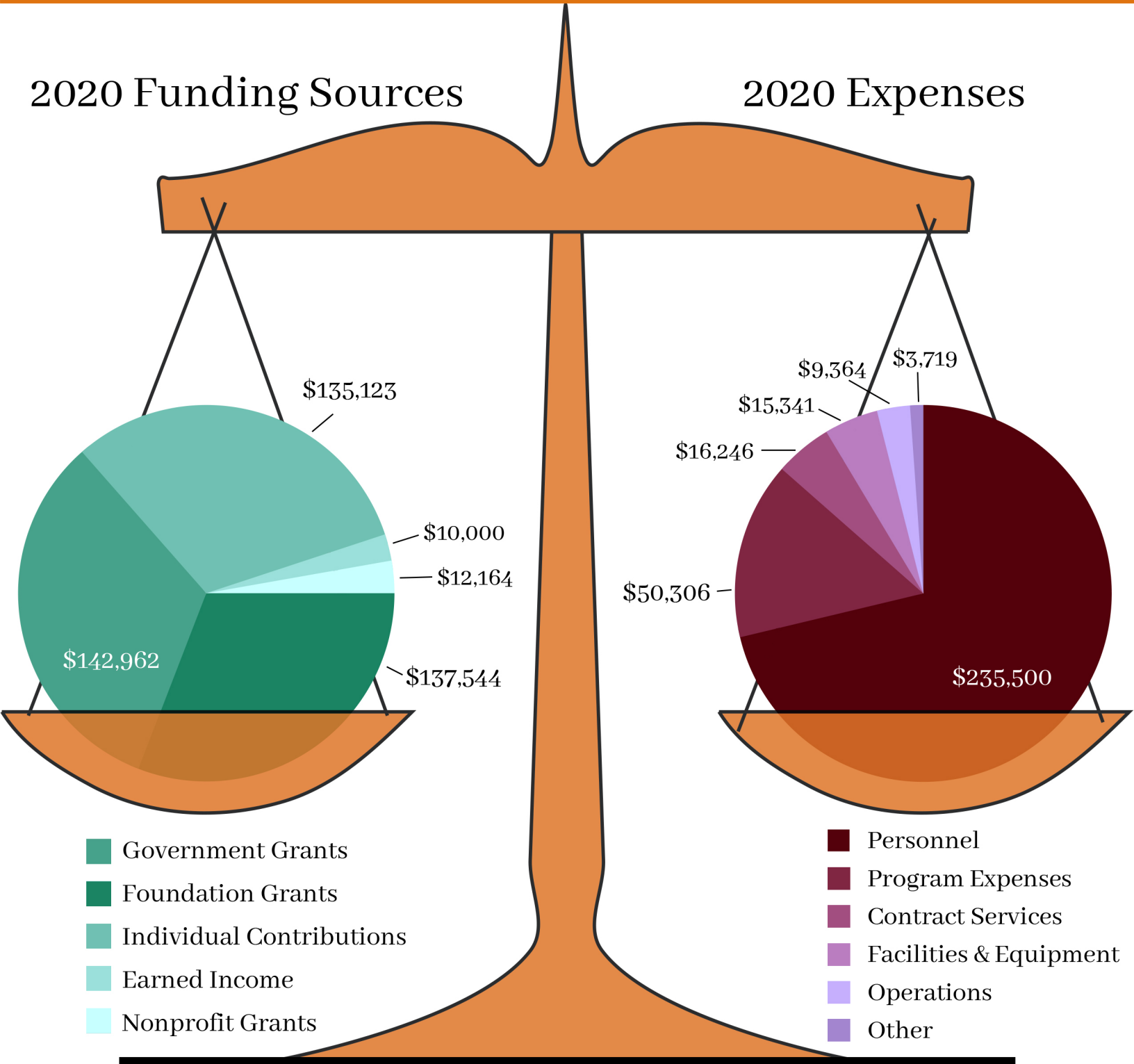
- The Fax Partnership Board has a combination of community representation and subject matter expertise.
- The Fax has three board members who represent the East Colfax neighborhood, and a business owner from Mayfair.
- Subject matter expertise is in affordable housing, real estate law, city planning and communications.
- The Board contributed over \$4,000 to the organization and to Fax Aid in 2012!

# Fax Partnership 2020

## Funding Picture

2020 Funding Sources

2020 Expenses



- Government Grants
- Foundation Grants
- Individual Contributions
- Earned Income
- Nonprofit Grants

- Personnel
- Program Expenses
- Contract Services
- Facilities & Equipment
- Operations
- Other