



# 2021 ANNUAL REPORT

**PRESENTED BY**

*The Fax Partnership*

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The year 2021 began with great promise and hope for a future without COVID-19. Yet, despite our collective aspirations, the year continued to test our resolve as a community and a country. While COVID-19 vaccines became widely available, troubles with access coupled with vaccine hesitancy undermined our hope of a return to normalcy. In many ways, other components of modern American life also proved to be as challenging - a politically divided country along with troubled economic growth whereby wealth increased primarily in higher income brackets while lower-income communities suffered sustained economic stagnation. Yet despite these broad challenges, communities proved resilient, culture found ways to bloom and massive public investments provided opportunities for innovation and transformation.

In 2021, The Fax Partnership continued to respond to the global pandemic with locally-based initiatives and events. Food and vaccine drives as well as a third round of Fax Aid provided immediate relief to residents vulnerable to displacement. Technical assistance to businesses expanded, enabling businesses to access governmental aid in dramatic numbers. Our multi-year effort to acquire property on the corridor finally proved successful when The Fax partner Urban Land Conservancy acquired the former Citywide Bank building at 10660 E. Colfax in Aurora for future affordable housing development.

If anything, 2021 proved that small, grassroots organizations can make meaningful impact and do so in partnership with community, other service organizations and dedicated staff. The Fax team grew to one part-time and seven full-time team members with fluency in an astonishing eight languages. This team provided extensive, responsive, culturally competent outreach, support and technical assistance that increased community strength and resilience. The Fax board also grew, adding two new members and increasing its diversity and local representation. And as any nonprofit executive would proudly note, The Fax also increased its funding levels across all areas from foundations, corporations and small donors.

Since the start of the COVID-19 pandemic, The Fax has helped to bring close to \$900,000 in financial support, food aid and vaccine support (PPE & vaccines) to the East Colfax community. I venture to say, though, we're just getting started!

~ Monica Martinez

Executive Director, The Fax Partnership



# 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.

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## 2021 MAJOR ACCOMPLISHMENTS

01

The Fax Partnership welcomed two new staff to the team: Mariana Ledezma-Amorosi and Amlaku B. Eshetie.

- Increased to eight languages represented in-house: Amharic, Spanish, Wolof, French, Swahili, Oromo, Burmese, and English

02

Helped to administer 288 COVID-19 vaccines through on-site clinics.

03

The Fax distributed over 8,400 pounds of food to 231 residents under our new focus area of food insecurity. And through a partnership with Aurora Interfaith Alliance, we distributed an additional 4,700 pounds of food.

04

A total of 126 loan and grant applications were submitted, resulting in \$440,651 of grants to support East Colfax business owners.

05

Awarded \$9,300 to 22 East Colfax residents through the third round of our mini grant program, Fax Aid.

06

Launched Impact East Colfax along with The Fax organizational partner Urban Land Conservancy (ULC): two community-led steering committees of residents in Aurora and Denver to guide the redevelopment of properties acquired.

07

As part of the Impact East Colfax initiative, ULC acquired 10660 E. Colfax Avenue, which will be developed into affordable housing.

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*Growing Team***INTRODUCING NEW  
FAX STAFF**

The Fax welcomed two new staff to the Fax team in 2021. Meet Mariana Ledezma-Amorosi and Amlaku B. Eshetie!

**MARIANA LEDEZMA-AMOROSI**  
Director of Community

**Mariana Ledezma-Amorosi** joined The Fax in late August as the Director of Community Engagement. In her role, Mariana builds upon The Fax's community engagement work and supports the four-person outreach team. Mariana is a native of Mexico who moved to Colorado in 1999 and has an extensive career in community engagement, with a particular focus on the East Colfax community.

**AMLAKU B. ESHETIE**  
Community Outreach Assistant

**Amlaku B. Eshetie** joined The Fax's team as a Community Outreach Assistant in June 2021. Amlaku is originally from Ethiopia and supports the many Amharic-speaking East Colfax business owners and residents. Amlaku formerly worked at Montclair Elementary School and continues to serve as a liaison between The Fax and the school.

# BUSINESS SUPPORT OFFICE

The Business Support Office (BSO) assists the many small businesses along the East Colfax corridor. The Fax's BSO team consists of Sabe Kemer as Outreach Manager and Amlaku Esheti and Veronica Conchas as Outreach Assistants. In 2021, their main focus was to help businesses apply for and receive grants and loans. They were able to assist with the following grants: City of Denver's NEWSSED Grant, BIO Fund, State of Colorado Disproportionately Impacted Business (DIB) grant, Economic Injury Disaster Loan, Energize Gap, OZO Grant, Paycheck Protection Program (PPP) forgiveness, PNSPF, Sistah Biz grant, Small Business Emergency Relief Fund (SBERF), Colorado Enterprise Fund (CEF) Loan and CEDS Loan.

The most significant business grant in 2021 that The Fax's BSO helped businesses obtain was the federal PPP loan forgiveness grant. The Fax worked with businesses and submitted 22 PPP loan forgiveness applications for a total value of \$207,034.

Colorado's DIB grant was the second largest amount of funds that The Fax received for

local businesses. The DIB grant supported Colorado businesses that had been disproportionately impacted by the pandemic and have had difficulty accessing other government loans and grants. The BSO offered support with DIB applications in both of the two rounds. During the first round, the BSO submitted 20 DIB applications that resulted in \$11,548. In the second round, the number of applications more than doubled – the BSO submitted 52 applications with \$55,774 awarded to business owners.

Denver's NEWSSED grant came in as the third largest grant. The NEWSSED grant was established to support minority and women-owned businesses who have struggled financially during the COVID-19 pandemic to apply for the New Beginnings Capital Access award. A total of 14 applications were submitted on behalf of business owners with the help of the BSO team. In return, \$54,245 was awarded to East Colfax businesses.



In total, The Fax's BSO submitted 126 applications and received \$440,651 total in grants.

LOANS & GRANTS	NUMEBR OF APPLICATIONS	TOTAL GRANTS
PPP round 2	19	\$192,090.71
DIB round 2	52	\$55,774.00
NEWSED Grant	14	\$54,245.00
SBERF	7	\$29,500.00
CEF Loan	3	\$20,000.00
CEDS Loan	1	\$20,000.00
Energize Gap	1	\$15,000.00
PPP forgiveness	3	\$14,944.00
DIB round 1	20	\$11,548.00
EIDL	1	\$9,000.00
PNSPF	1	\$7,500.00
BIO Fund	1	\$4,550.00
OZO Grant	2	\$4,000.00
SISTAH business Greant	1	\$2,500.00
<b>Total Applicants</b>	<b>126</b>	<b>\$440,651</b>

# FAX EVENTS

The Fax BSO held four webinar events in 2021 to educate business owners on relevant topics to support their businesses. Topics ranged from safety, lending products, business 101, and applying for State of Colorado grants. One business networking event was held in partnership with Northeast Transportation Connections on August 19 where 23 bikes were donated to businesses and community members.

The Fax RSO held two educational, virtual town halls for residents to gain knowledge and resources. The first was held in April 2021 and featured a presentation on eviction prevention and the COVID-19 vaccine. The second was focused on homeowners and featured programs to help homeowners remain in their homes. A total of 18 people attended these events.



FAX OUTREACH ASSISTANT AMLAKU TESTING OUT A BIKE AT THE FAX'S BIKE NETWORKING EVENT



# BSO WELLS FARGO PROJECT



In October, Wells Fargo awarded The Fax with a \$75,000 grant as part of their Hope, USA initiative. The concept of Hope, USA was to support retail corridors nationwide after the difficulties experienced by COVID-19. With a quick turnaround required, The Fax distributed the grant dollars to five East Colfax businesses to make safety and beautification improvements. The five businesses were: Restaurante El Tamarindo, Famous Buffalo Wings & Things, East Colfax Liquor, East Fax Tap and El Chalate. This included safety cameras and lighting, new windows, enhanced signage, an outdoor patio, and two new murals that beautify not only the businesses but also the neighborhood as a whole.

The grant culminated with an event at El Tamarindo on December 14 that included Denver Mayor Michael Hancock, Denver City Councilwoman Amanda Sawyer, Wells Fargo employees, and the five East Colfax business owners who received the improvements. “We were so thankful for the partnership with our friends at Wells Fargo; their Hope, USA initiative fit so well with our mission to support and strengthen the East Colfax community,” said Monica Martinez, The Fax Executive Director.

# RESIDENTIAL SUPPORT OFFICE

The Residential Support Office's (RSO) mission is to link East Colfax residents to resources and initiatives that will assist them in lowering their housing costs, improving their financial well-being and quality of life, and ultimately prevent them from involuntary displacement. In 2021 the need for assistance remained high given the continued impact of the pandemic. To address this continued need, The Fax partnered with various organizations including Denver Health, Mi Casa Resource Center, the Denver Police Department, Councilwoman Sawyer, Museum of Nature Science, Wholly Kicks, Colorado Poverty Law Project, Elevation Community Land Trust and Aurora Interfaith Alliance.

As with many nonprofit organizations throughout the country, The Fax developed a focus on food insecurity. In 2021, a total of four food donation events were held in partnership with Aurora Interfaith Alliance at The Fax's offices. Food boxes with culturally relevant food were distributed in addition to resource materials such as rental and utility assistance, financial literacy information and workforce development training. In total, over 13,000 pounds of food were distributed to 231 community members.

The Fax activated COVID-19 vaccine clinics to provide vaccines to a community of great health inequity. The first clinic was held on February 5 in partnership with Denver Health to serve as a pilot for their new mobile vaccine clinic. The Fax helped to administer 70 vaccines in what was one of the earliest clinics in the City and County of Denver. Following the success of this first event, The Fax held five additional COVID-19 vaccine clinics. These additional clinics were part of a larger strategy called the L.I.V.E Project which included eight East Colfax-based nonprofits working in collaboration to ensure vaccine equity within our historically underserved community. Overall, the collaborative administered 1,558 vaccines with The Fax providing 18% of those vaccines at our office.



**Fax Housing Manager Ndeye Ndao with L.I.V.E Project Director Vonzel Sawyer at Fax vaccine event on September 9**

In addition to our food and vaccine drive events, the RSO assisted with residential assistance programs such as Colorado Low-Income Energy Assistance Program (LEAP), Emergency Rental Assistance Program (ERAP), and Temporary Rental and Utility Assistance (TRUA) Program both in-person and online. In 2021, RSO staff submitted a total of 33 LEAP applications on behalf of residents to assist with their utilities, 15 applications of ERAP and 27 applications of TRUA were submitted for clients who were under the burden of paying rent. The combination of ERAP and TRUA submissions allowed us to receive \$20,816 in total.

Throughout the year, The Fax administered short surveys to participants of our events to ensure our services were needed and to identify emerging issues. From these events we learned the population we served in 2021 was a slight majority of immigrant born, 80-100% were people of color (varying over the multiple events), about 80% noted concerns about rent. Affording food, medicine and utilities were continued concerns.



Fax Housing Manager Ndeye Ndao and Outreach Assistant Veronica Conchas with Denver Police Department staff at Fax bike give away



Fax Business Outreach Manager Sabe Kemer speaking with a community member at the bike give away event on August 19

# FAX AID



Fax Project Director Antoinette West handing out food to community members at Fax Aid event on May 20

The Fax created Fax Aid, a mini-grant program, in May 2020 to address community needs caused by the COVID-19 pandemic. Fax Aid distributes small grants of \$400 to residents living along the East Colfax corridor, with an additional \$100 awarded upon completion of a rental or utility assistance application, or attendance at financial literacy training. With funding from Colorado Housing & Finance Authority, The Fax was able to hold one Fax Aid event in 2021 on May 20. At that event, 22 grants were awarded and a total of \$9,300 was awarded as part of a third round of mini grants. The Fax hopes to continue this program in future years given the overwhelming need for financial assistance.

# EQUITABLE DEVELOPMENT OFFICE

The Fax's organizational mission is strategically two-fold: support and strengthen the current community while also promoting equitable development to ensure that community-benefiting development occurs along the East Colfax corridor. Given the power of the private sector in land and real estate development, the objective of equitable development is extremely difficult to achieve, hence the necessity for The Fax to form crucial relationships to achieve our mission of equitable development.

In 2020, The Fax developed a partnership with the Urban Land Conservancy (ULC) to acquire and



10660 E. COLFAX AVENUE, FORMER CITYWIDE BANK BUILDING

redevelop property on the East Colfax corridor. This partnership helped to secure \$2 million from The Colorado Health Foundation and \$750,000 from the Gates Family Foundation to advance this vision. These funds were invested into the Metro Denver Impact Facility, a land acquisition tool managed by ULC, with the purpose to acquire land on East Colfax. As part of this initiative, The Fax and ULC launched *Impact East Colfax* in 2021 - two community steering committees, one for Denver and one for Aurora, that will guide the development process of the real estate acquired. A multilingual, comprehensive

outreach campaign was used to ensure a diverse pool of applicants served on the *Impact East Colfax* steering committees. In addition, funding was set aside to compensate community members for their time on the project. Sixteen community members per steering committee were selected. The steering committees are made up of a diverse group of individuals (age, gender, race, ethnicity, perspective, socio-economic status and ability) who reside, work, and/or volunteer in the East Colfax area and who care deeply about the future of the community. In fall 2021, committee members met to learn about the topics of real estate development, architecture, planning and land use as well as share their concerns, hopes and visions for the community. In 2022, these committees will continue to meet to guide the redevelopment of properties acquired.

After nearly a year of searching to purchase land on the East Colfax corridor, in October 2021, ULC acquired the first property of the initiative located at 10660 E. Colfax Avenue, the former Citywide Bank building in Aurora. This acquisition includes a three-story office building that will be converted to nonprofit office space as well as a large parcel that can accommodate a multi-family redevelopment. With input from the two community steering committees, The Fax and ULC will advance a redevelopment vision for this pivotal property in 2022 and seek to engage a real estate developer. Despite many attempts to purchase property on the Denver side of the corridor, none were acquired - a testament to the challenges of fulfilling our vision for equitable development. We hope to identify and acquire a Denver parcel in 2022.

## ACT303

As a small nonprofit working to have a big impact in a community vulnerable to displacement, The Fax deeply values partnerships to achieve our mission. One such partnership is ACT303, a five-nonprofit collaborative that includes The Fax, Mi Casa Resource Center, Enterprise Community Partners, Colorado Enterprise Fund and CEDS Finance. The concept of ACT303 is to support the residents and businesses of East Colfax in a collaborative fashion so services are more responsive, expansive and effective. Antoinette West joined The Fax Partnership in December 2020 as the Project Director for this multi-organizational collaborative. Over the course of 2021, ACT303 partners provided extensive outreach to businesses and residents, deployed capital to 42 businesses, and received additional funding to support the work into 2022.

## VALOR ON THE FAX

The Equitable Development Office of The Fax relies deeply on partnerships to advance our vision for community-benefiting redevelopment given the complexity of community development. The 7900 E. Colfax project is a prime example of The Fax's work to collaborate with local government and nonprofit developers to ensure that affordable housing is built. In 2017, The Fax identified 7900 E. Colfax as a land acquisition opportunity and persuaded the City and County of Denver to purchase the property for a shockingly low \$21 per square foot (recent sales now average \$80 per square foot). Continuing our involvement with the site, The Fax was invited to join the Brothers Redevelopment team to help redevelop the site in 2018. The planned development of 72 units of supportive housing represents what may be the first building in the nation devoted to individuals suffering from traumatic brain injury and will be owned and managed by Brothers while programming will be managed by the Brain Injury Alliance.



**Fax Executive Director Monica Martinez lifts a shovel at the 7900 E. Colfax groundbreaking on October 6.**

On October 6, following pre-development and design work paired with an extensive community engagement process led by The Fax, the development team held an official groundbreaking for Valor on the Fax. The ceremony was attended by Mayor Michael Hancock; Jeff Martinez, Brothers Redevelopment, Inc. president; Gavin Attwood, Brain Injury Alliance president; Amanda Sawyer, Denver City Councilwoman; and Fax Partnership staff. Construction is expected to last 14 to 16 months and in 2023, residents will be able to call Valor On The Fax home.

# THE FAX FUNDING OVERVIEW

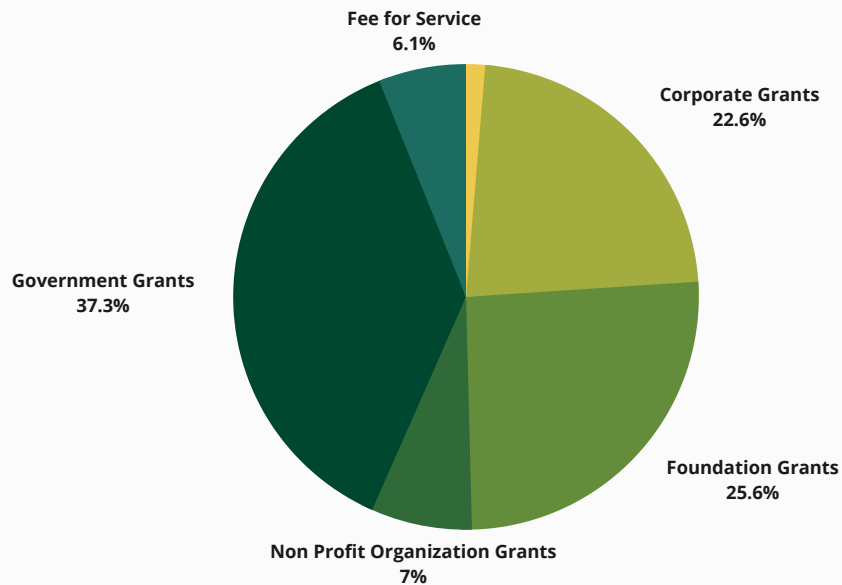
## 2021 Balance Sheet

Assets	
Current Assets	\$221,465
Fixed Assets	\$2,741
Other Assets	\$4,002
<b>Total Assets</b>	<b>\$228,208</b>
Liabilities	
Total Liabilities	\$7,594
Total Equity	\$220,614
<b>Total Liabilities &amp; Equity</b>	<b>\$228,208</b>

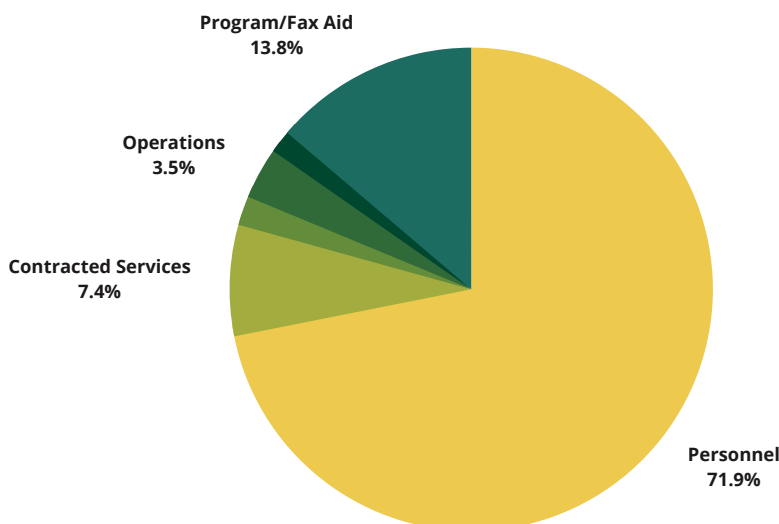
## 2021 Statement of Activities

Revenue	
Individual Contributions	\$ 9,053
Corporate Grants	\$ 155,000
Foundation Grants	\$ 175,571
Non Profit Organization Grants	\$ 48,037
Government Grants	\$ 255,502
Fee for Service	\$ 41,667
<b>Total Income</b>	<b>\$ 685,755</b>

## Revenue



## Expenses



Expenses	
Personnel	\$ 432,315
Contracted Services	\$ 44,671
Facilities & Equipment	\$ 11,723
Operations	\$ 20,773
Other Expenses	\$ 9,087
Program/Fax Aid	\$ 82,896
<b>Total Expenses</b>	<b>\$ 601,466</b>

# THANK YOU TO OUR FUNDERS

## Corporate Grants



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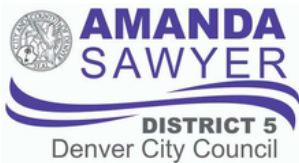
## Foundation Grants



## Nonprofit Organization Grants



## Government Grants



## Fee for Service





# BOARD OF DIRECTORS

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**John Fernandez**, East Colfax resident  
*Chair*

**Darion Mayhorn**, East Colfax resident  
*Vice-Chair*

**Stacie Loucks**, At-large  
*Treasurer*

**Heidi Aggeler**, At-large  
*Secretary*

**Board members:**

- Leah Busan, East Colfax business owner
- Amy Ford, At-large
- Tor Erickson, East Colfax business owner

**New Board members added:**

- Mohammad Mouddaine, East Colfax business owner
- Dr. Irene Aguilar, At-large, former director of City and County of Denver Neighborhood Equity and Stabilization Team and former Colorado State Senator



# THE FAX PARTNERSHIP STAFF

**Monica Martinez**  
*Executive Director*

**Mariana Ledezma Amarosi**  
*Community Engagement  
Director*

**Antoinette West**  
*ACT303 Project Director*

**Sabe Kemer**  
*Business Outreach Manager*

**Ndeye Ndao**  
*Housing Outreach Manager*

**Veronica Conchas**  
*Community Outreach Assistant*

**Amlaku Bikss Eshetie**  
*Community Outreach Assistant*

**Honey Zin**  
*Communications Intern &  
Burmese Navigator*



FAX STAFF AT FAX AID EVENT ON MAY 20

# IN MEMORIAM

John Fernandez

04/28/1949 - 03/27/2022

Fax board member, John Fernandez, passed away suddenly on March 27, 2022, while mountain biking. An avid outdoorsman, John hiked, rode mountain bikes, rock climbed and explored his beloved Rocky Mountains throughout his life. A retired city planner of Aurora and Boulder, John guided The Fax's land use policy



and elevated our community's voice in land use matters of lasting significance including during the City of Denver's East Area Plan, fighting the application of inconsistent zoning (see the Starbucks on Montview - a valiant fight!) and leading The Fax's Land Use Subcommittee.

John also was the Fax's former newspaperman and provided immeasurable support in editing and reviewing organizational grants and documents. As board chair from 2020 to 2021, John supported the organization during our dramatic growth and provided me with valuable counsel and measured insight. John Fernandez had a critical eye when evaluating land use and public policy, and always seemed

to recognize what was of substance and what was not. "They don't make 'em like that anymore" can be wholeheartedly said about John Fernandez. I, and the rest of the staff and board, will sorely miss him.

~ Monica Martinez