

THE FAX PARTNERSHIP

ANNUAL REPORT



2023



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Darion Mayhorn
2023 Board Chair



Monica Martinez
Executive Director

EXECUTIVE LETTER

The Fax Partnership’s mission is to support and strengthen the East Colfax community while advocating for equitable development.

We do this work through our three distinct offices: Business Support, Resident Support and Equitable Development. Each of these offices works to advance our mission and strengthen the community - and this work has never been more critical as gentrification and displacement pressures challenge East Colfax. Our businesses coming out of Covid continue to struggle due to increased costs and the safety issues along the corridor while our low-income residents fight to remain in the community because of increased housing, transportation and health costs. The Fax is honored to work alongside this community and knows that time is of the essence given the planned Bus Rapid Transit project and ancillary private investment that will follow. These pressures are what makes our accomplishments in 2023 so meaningful, and we are proud to note, the accomplishments were significant.

In October, The Fax’s two motel properties, acquired in 2022, were converted to shelter! The Westerner and the Sand & Sage motels ended the year providing housing to families struggling with homelessness through our partnership with Volunteers of America. This conversion to community-benefiting use followed an extensive rehabilitation that made two units ADA-accessible, all common areas ADA accessible, rehabilitated six units that previously were uninhabitable and installed a modern fire suppression system. The work cost over \$600,000 and was funded by the City and County of Denver and a national grant from Lowes.

In addition to providing shelter, The Fax’s Residential Support Office expanded its diaper and food pantries and experienced a 600% increase over 2022 visitation numbers. Our annual Fax Fairs also enjoyed greater participation with 757 residents attending our two fairs and over 500 kids receiving backpacks filled with school supplies at the August fair. Our Business Support Office partnered with businesses and the Denver Police Department to install safety measures along the corridor. Our business team also hosted four community meetings with institutional partners and community members to address crime concerns and develop community strategies for increasing safety in our community. We were also proud to continue to work with the community to designate East Colfax a Cultural District. In March we unveiled a gorgeous logo for the district and painted a mural of the logo on a local business’s wall alongside neighborhood families in June. In November, a Steering Committee that will guide the next phase of the project was formed, and planning for the future was taken to the next level.

The Fax Partnership organization also grew. Three new staff joined the organization as did four new board members. The Fax also held its first-ever in-person fundraiser at our favorite East Colfax dive-bar: East Fax Tap.

2024 promises to be another critical year as we support our community during what is sure to be a disruptive few years due to BRT construction. Our reason for being has never felt more urgent and, just like those buses that will eventually race down Colfax in a bus-only lane, The Fax Partnership is driven to realize our mission and keep East Colfax affordable, diverse and ever wicked!

SINCERELY, DARION & MONICA



THE FAX PARTNERSHIP

A Community Non-Profit Organization

MISSION

The Fax Partnership (“The Fax”) 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.

WHO

The Fax Partnership is a non-profit organization founded in 2004 supporting the East Colfax community in Denver and Aurora.

WHAT

We support diversity, promote equity and advocate for sustainable development without displacement along the historic East Colfax corridor and adjacent neighborhoods.

HOW

- We do this through:
- Providing residential support services to cost-burdened renters and homeowners.
 - Providing business support services to local businesses.
 - Advancing responsible growth that prioritizes affordable and attainable housing, community-serving redevelopment and supports local employment opportunities.

2023 MILESTONES

**FEBRUARY:
FOOD PANTRY OPENS**

**MAY:
FAX FAIR SUMMER KICKOFF**

**JUNE:
EAST COLFAX CULTURAL
DISTRICT MURAL PAINTING**

**SEPTEMBER:
FIRST ANNUAL FUNDRAISER**

**NOVEMBER:
FOOD AND COAT DRIVE**

**MARCH:
EAST COLFAX CULTURAL
DISTRICT LOGO FINALIZED**

**MAY:
RIBBON CUTTING FOR THE
VALOR ON THE FAX**

**AUGUST:
BACK TO SCHOOL FAIR**

**OCTOBER:
OFFICIAL CONVERSION OF
WESTERNER AND SAND &
SAGE MOTELS TO SHELTERS**



September 21st First Annual Fundraiser:

Hosted at board member Tor Erickson's bar, East Fax Tap, the event was a collaboration between the board and staff. It was a great success with over 60 attendees and \$3600 raised to support The Fax's work. The night included a City Proclamation presented by Councilwoman Amanda Sawyer to founding board member Amy Ford, recognizing her 20 years of work and commitment to The Fax and East Colfax.



May 17th Valor On the Fax Ribbon Cutting:

The Fax Partnership was proud to join Brothers Redevelopment and The Brain Injury Alliance in cutting the ribbon on a new and transformative supportive housing complex for people living with brain injury. The Fax served as community engagement lead throughout the development of the project and helped to ensure the community's vision was incorporated into the building.



RESIDENTIAL SUPPORT OFFICE

Going into its 3rd year, the Residential Support Office has become an essential open door to the community. New Community Services Navigator Edem Fiadonu has taken the helm at a time of program growth and increased community need, and immediately gotten to work - including leading the Fresh Food Pop-Up in October. The Pop-Up provided 60 families with much needed fresh produce. This was followed by the November Food and Coat Drive where 350 coats, 200 boxes of food, and 63 turkeys were distributed in advance of the holiday season.

2023 also saw the start of the Food Pantry program that began as a pilot and grew throughout 2023 to meet community need and provide ethnically diverse food options reflective of East Colfax's population.

The diversity of cultures and languages in East Colfax are what makes it so unique, but many available resources can be hard to access given language barriers. The Fax is committed to increasing community awareness by continuing to translate communication materials into Spanish, Burmese, and Amharic. The RSO also offers appointments to assist in the application process for LEAP and SNAP and for the 2nd year worked with Tax Help Colorado to offer Tax Preparation Clinics at our office.

As we look to 2024 and beyond, The Fax is working to expand the programs that are working so well within the RSO and continue to meet the needs of the community.



20,375 diapers distributed in partnership with WeeCycle.



258 East Colfax households frequented our food pantry.



11,880 pounds of food distributed to households.



568 books donated in partnership with Denver Public Library.



544 pairs of shoes distributed in collaboration with WhollyKicks.



500 school backpacks loaded with school supplies.



250 COVID testing kits distributed to households.



750+ attendees at the Fax's two Summer Resource Fairs.

Impact in Numbers



BUSINESS SUPPORT OFFICE



Preserving small, local businesses is essential to maintaining a community's culture. It is with this in mind that The Fax's Business Support Office (BSO) works to support and strengthen businesses. In 2023 we assisted businesses in:

- Applying for grants and accessing capital.
- Educating businesses on the benefits of commercial property ownership.
- Improving marketing skills to increase customer base.

ElChalate.com

The Fax collaborated with Underdog Family, a nonprofit organization utilizing skills-based volunteering to support small businesses, to develop an amazing new website for El Chalate - a beloved Salvadoran restaurant located in the heart of the East Colfax. The website reflects the passion and authenticity of El Chalate featuring beautiful imagery, mouth-watering menu items, and an easy-to-use interface so patrons can browse the menu, order pick-up, and learn more about the history and tradition of this wonderful restaurant.

This included a February Access to Capital webinar in collaboration with Denver Economic Development & Opportunity and CEDS Finance, an August Commercial Property Acquisition webinar hosted by B: Side Capital and a Marketing webinar in October.

High incidents of crime persist in East Colfax, especially around the intersection of Colfax and Uinta. In an effort to increase partnership and coordination between the community and local institutions, The Fax hosted a series of safety meetings in 2023. The meetings included residents and business owners and representatives from DPD, RTD and The Denver Department of Transportation and Infrastructure as well as local nonprofits. These meetings facilitated communication, highlighted areas of need and worked to increase trust between the community and local government.

EAST COLFAX CULTURAL DISTRICT



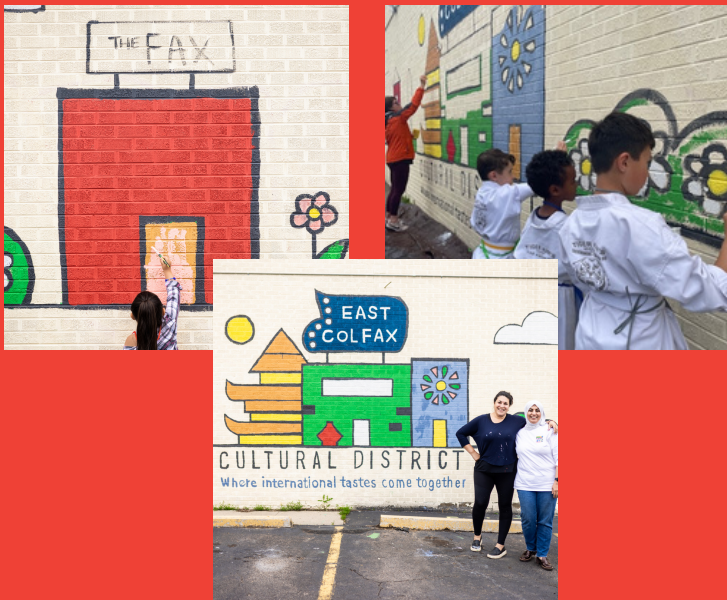
INITIAL SKETCH

THE EAST COLFAX CULTURAL DISTRICT IS THE RESULT OF MULTIPLE YEARS LISTENING TO AND WORKING WITH THE LOCAL COMMUNITY.



FINALIZED LOGO

In 2023, work to establish the East Colfax Cultural District continued. The Cultural District celebrates and claims East Colfax for the community members that live and work in the community. Building upon the work of 2022, when a name, mission statement and treasure map were created, The Fax hired local artist Sam Hutchinson-Ouranos to develop a unique logo for the District. Sam incorporated extensive community feedback and input into the design of the logo through surveys, community events, and direct discussion with residents and businesses. The logo was unveiled at a March event, and in June The Fax brought the community together to collectively paint the logo as a mural on the wall of local business Tiger Kim's Academy.



The creation of the logo was not the first step, nor the last, in drawing deserved attention to East Colfax. Media kits for businesses were developed to create visual unity in store windows and within their locations, a steering committee was formed to help guide next steps including further promotion, and a website was developed

eastcolfaxculturaldistrict.com

Already a resource for local business profiles and the history of the community, the website's scope and functionality will be expanded in the coming years to become a greater resource to those within the community as well as serve to welcome in people interested in East Colfax and particularly its wide range of businesses that reflect the community.



EQUITABLE DEVELOPMENT OFFICE

THE GOAL OF THE EQUITABLE DEVELOPMENT OFFICE (EDO) IS TO DEVELOP REAL ESTATE PROJECTS THAT PRESERVE THE EXISTING COMMUNITY AND FIGHT INVOLUNTARY DISPLACEMENT, THROUGH THE CREATION OF AFFORDABLE HOUSING AND COMMUNITY SPACE.

In 2022 The Fax took a sizable step in this effort with the purchase of two adjacent motels, The Sand & Sage and The Westerner. Pulling in a mix of lenders and leveraging connections and knowledge throughout the organization, this purchase was a testament to the power of collective effort but also a clear example of the hurdles facing communities to stay affordable. The long-term goal is to develop these two properties into an expansive affordable housing development to try and diminish the high percentage of cost-burdened residents in East Colfax. However, prior to redevelopment, the properties will serve as shelter for vulnerable residents and on October 1, 2023, the motels were officially converted to shelter. This conversion was realized in partnership with Volunteers of America and illustrates The Fax's effectiveness in developing partnerships to serve the East Colfax community.



The property conversion was a sizable achievement and required extensive rehabilitation of the real estate. The renovations included:

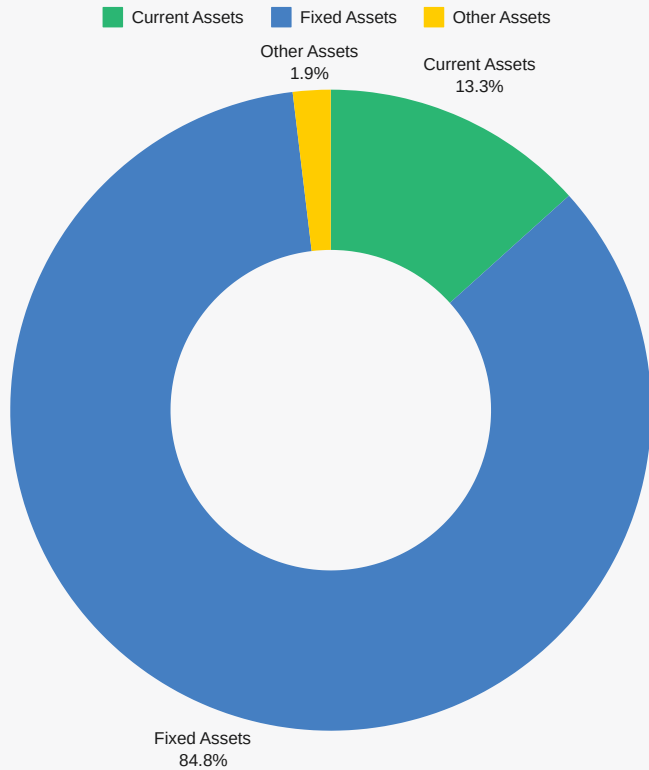
- Updating two of the units to meet ADA accessibility standards.
- Making all common areas ADA accessible.
- Upgrading six previously uninhabitable units.
- Installing a fire suppression system in every unit and common area.
- Replacing old appliances.
- Upgrading the security, plumbing, and electrical systems.

These renovations were made possible by The City of Denver's Department of Housing Stability and The Fax winning a national competition for a Lowes Hometowns Grant.

This project is just the beginning of The Fax's work to acquire real estate ahead of the Bus Rapid Transit project, which breaks ground in 2024. Whether directly, or in a supporting role, The Fax recognizes

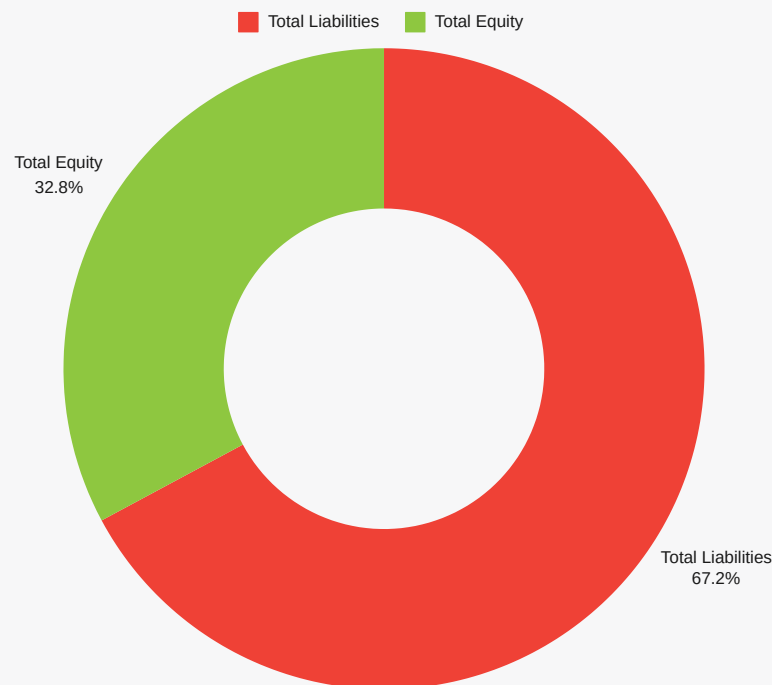
that equitable development of real estate is essential to preventing gentrification and keeping East Colfax affordable and vibrant for the community members that call it home.

FINANCIALS: 2023 BALANCE SHEET



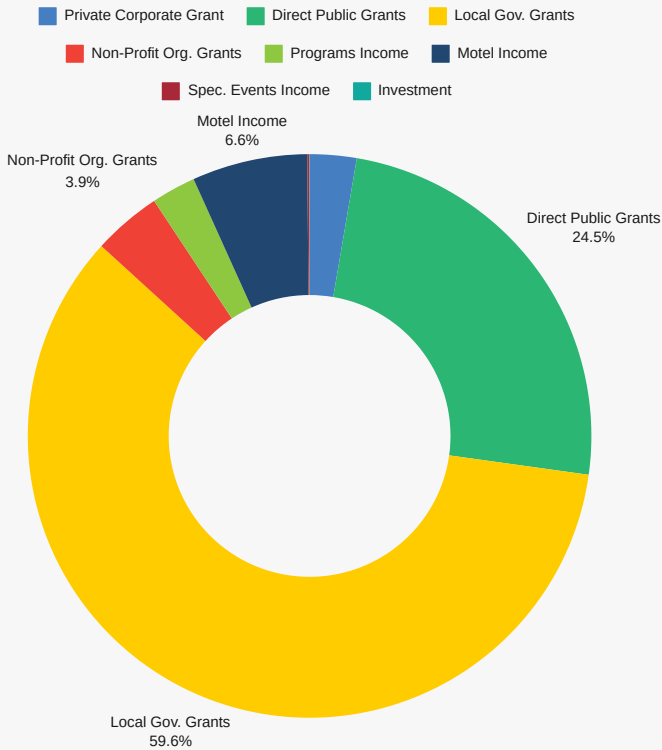
CURRENT ASSETS	\$726,765
FIXED ASSETS	\$4,620,803
OTHER ASSETS	\$103,653
TOTAL ASSETS	\$5,451,221

TOTAL LIABILITIES	\$3,660,802
TOTAL EQUITY	\$1,790,419
TOTAL LIABILITIES AND EQUITY	\$5,451,221



FINANCIALS:

2023 STATEMENT OF ACTIVITIES



INCOME

TOTAL INCOME: \$2,637,952*

PRIVATE CORPORATE GRANT	\$70,750
DIRECT PUBLIC GRANT	\$646,671
LOCAL GOV. GRANTS	\$1,571,038
NON-PROFIT ORG. GRANTS	\$103,686
PROGRAM INCOME	\$67,228
MOTEL INCOME	\$174,600
SPECIAL EVENTS INCOME	\$2,863
INVESTMENT	\$608

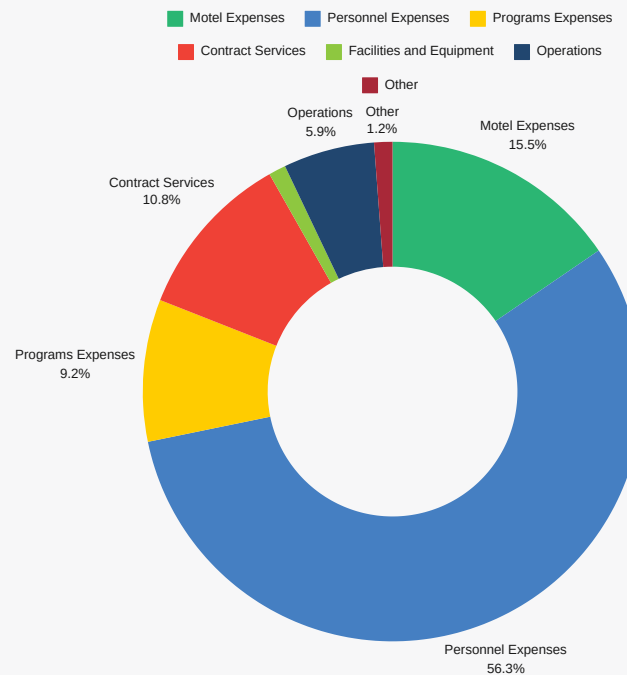
*Difference between income and expenses is due to loan pay down and rehabilitation costs of The Fax's motels.

EXPENSES

TOTAL EXPENSES: \$1,072,650

NET EXPENSES: \$1,289,305 (*INCLUDES OTHER EXP)

MOTEL EXPENSES	\$165,743
PERSONNEL EXPENSES	\$604,142
PROGRAM EXPENSES	\$98,654
CONTRACT SERVICES	\$116,169
FACILITIES AND EQUIPMENT	\$11,937
OPERATIONS	\$63,297
OTHER	\$12,707
OTHER EXP* (NOT IN CHART)	\$216,656



The Fax Board

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Dr. Irene Aguilar, Vice Chair, Former State Senator
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Becca Bolden, Colorado Department of Human Services
Tyler Boschert, Sheridan Ross Law Firm
George Meier, Flywheel Capital
Tor Ericksen, East Fax Tap owner
Jim Johnson, Retired real estate attorney
Amy Ford, Transit consultant
Doug Wiley, Quannah Partners

The Fax Staff

Monica Martinez, Executive Director
Aseel Shehadeh, Director of Operations
Amy Beres, Director of Programs
Edem Fiadonu, Community Services Navigator
Veronica Conchas, Community Outreach Coordinator
Lizeth Ordonez, Administration and Outreach Assistant
Alejandra Munoz, Business Support Office Manager
John Feld, Communications and Special Projects Manager
Zach Zinicola, Equitable Development Manager

Thank You

Previous Staff: Honey Zin, Denise Burd, Tunde Shodipo
Previous Board: Maggie Ryan

Support Our Work



Visit our website to learn about volunteer opportunities or consider making a donation!

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SPECIAL THANKS TO...

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