



THE FAX PARTNERSHIP

ANNUAL REPORT



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Monica Martinez
Executive Director

EXECUTIVE LETTER

The power of a local community has never felt more important than in the spring of 2025.

As political upheaval, economic contraction and societal polarization send shock waves through our country, it is a privilege to work at the grassroots level, directly resolving tangible problems to make a community a stronger place. Here along the East Colfax Corridor, The Fax Partnership is doing just that: fighting involuntary displacement through direct services to residents and business owners, advancing local development through land acquisition strategies and partnering with the community to advocate for policies such as safety investments, land use changes and City and philanthropic investment to support our local community.

In 2024, our three distinct offices – the Residential Support Office (RSO), Business Support Office (BSO) and Equitable Development Office (EDO) – deepened our impact, expanded our services and girded our foundation ahead of the Bus Rapid Transit (BRT) construction project, which started in December of 2024. The Fax has been working towards this moment since 2015, when I started working for the organization. Ever since that time we have believed that the BRT project can be transformational for the East Colfax Corridor with the ability to both strengthen and hurt the local, low income residents and businesses owners. Transportation is the second highest household expense, which means effective public transportation has the ability to lower household costs. Yet, public investments can also cause displacement. And yet! The Fax has always known this work would be hard and tensions exist within community development – which is why our dedicated board, talented staff, engaged community members and thoughtful funders bond together to ensure that public investment, affordable housing development and expanded small business growth benefits those that call East Colfax home – and I’m proud to note we are seeing the successes of our work!

In 2024, our BSO developed a new focus of assisting businesses with the time intensive process of applying for City permitting for everything from signage, patios, and use licenses; this work was founded in providing services that respond to local business needs and aims to make them more resilient and successful. Our safety meetings enjoyed increased engagement of residents, businesses and local government and identified new State of Colorado funding. Our RSO saw eye popping numbers at our summer resource fairs, with over 860 people coming out for our August Back-to-School fair alone and increased our navigation services. Food and diaper pantry numbers continued to increase month-over-month, both a testament to The Fax’s hard work and a troubling indicator of community need. The EDO diligently pursued new real estate acquisitions and helped to serve 450 individuals at our motel properties through our partnership with Volunteers of America of Colorado, demonstrating again the sound logic of The Fax’s 2022 motel acquisition. Lastly, the community-led East Colfax Cultural District Steering Committee organized and held a first ever field day at the Mosaic Campus for games, music and food, expanding the Cultural District programming and reach within the community.

It has been an honor to be Executive Director these past ten years working alongside the community to make positive change in East Colfax. Our board is filled with committed residents, business owners and supporters that believe in the power of local community and I want to thank one particular board member, Irene Aguilar, who served as Fax Chair for 2023-24 and led with a passion that fuels our efforts to this day. 2025 is set to be another consequential and impactful year for our organization: the BRT construction will continue to advance down East Colfax, our organization will be launching a strategic plan and our entire community will be working to preserve and protect what makes East Colfax special.



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.

THE FAX'S 2024 JOURNEY



● Growing the Team

The Fax brought in 4 new hires in 2024!

● Spring Fair



Field Day



● Back to School Fair

Distributed 600 school supply filled backpacks to kids!

● Fundraiser



2025!



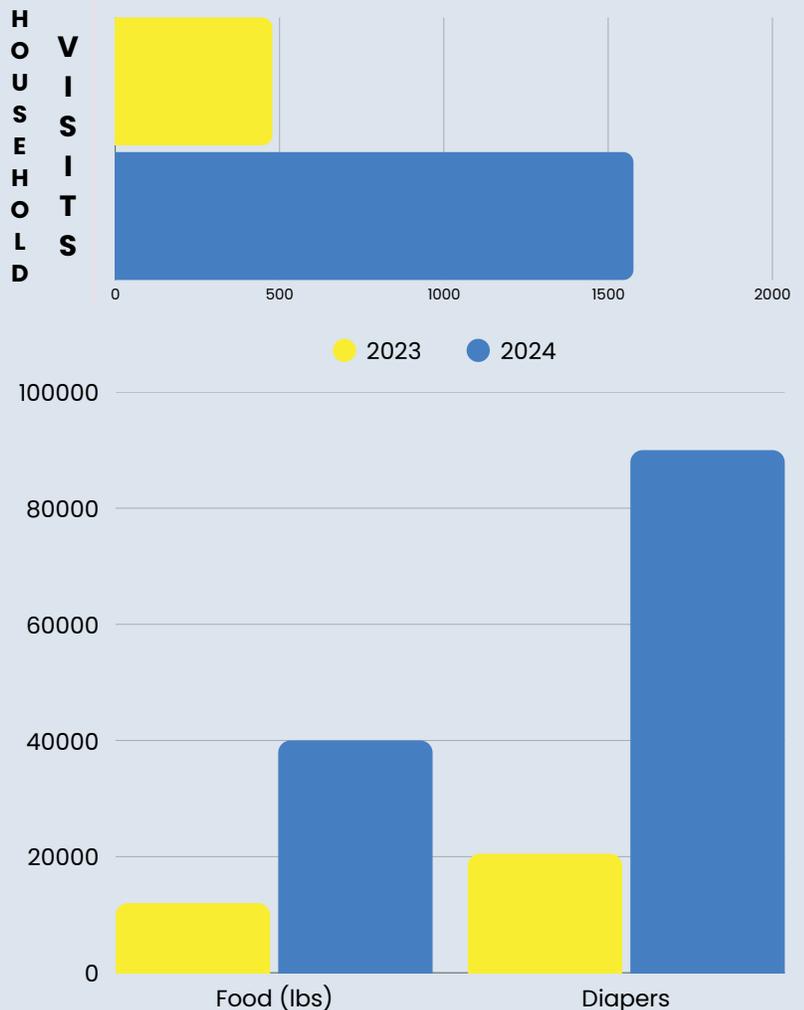
RESIDENTIAL SUPPORT OFFICE

In 2024 The Residential Support Office (RSO) continued growing. This is a sign not only of the impact of the RSO, but of the ever-growing need for greater community support. Between rising costs, gentrification pressures, and political uncertainty, it is easy for individuals to feel overwhelmed and isolated. The RSO provides essentials, including food and diapers, and brings people in, enabling them to learn what other support is available to them.

In 2024 the RSO distributed approximately 90,000 diapers and 40,000 pounds of food. Household visits more than tripled, from 478 in 2023 to 1577 in 2024. In 2024 over 1000 residents attended our two Fax Fairs, compared to 740 in 2023, with 800 residents attending our Back to School Fair alone.

The RSO also assists in applying for assistance programs, which can be especially difficult for those who do not speak English. The average aid received for those households came to \$693, while over 100 residents came to our tax clinics, in partnership with Tax Help Colorado, and received an average of \$826 in returns.

MASSIVE GROWTH IN NEED AND RESOURCE DISTRIBUTION YEAR OVER YEAR





BUSINESS SUPPORT OFFICE

Small, local businesses are essential to a community's culture. This is why it is so important to support and strengthen existing businesses. In 2024, the Business Support Office (BSO) went into overdrive with these efforts, knowing that BRT construction would begin disrupting businesses in East Colfax in 2025.

In 2024, Business Support Manager Alejandra Munoz joined The Fax in January and immediately got to work. She connected with 89 local businesses along East Colfax, forging strong working relationships with over 40 of them. Alejandra helped secure over \$45,000 for 5 businesses to invest in essential equipment and technology, helping them strengthen their businesses and capabilities in advance of an uncertain year.

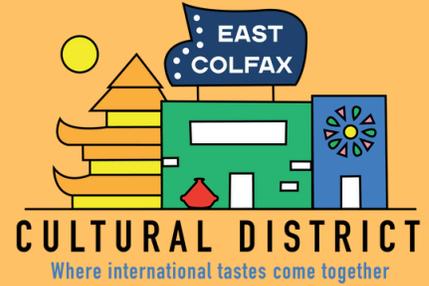
The BSO also launched a new project in 2024 called the "BRT Survival Guide" to proactively support small businesses, ahead of BRT construction. A major component of the survival guide was the creation of a City Permitting support team, led by Alejandra. This work supports businesses in their pursuit of city permits, which are necessary for running a successful business that is attractive to customers. The permits the BSO supported in 2024 ranged from signage, patios and licences. Given that permitting is a long and complex process that is challenging to manage for busy business owners, The Fax believes this new program will provide businesses benefits for years to come and is an example of how The Fax creates programs that are responsive to community need. Other components of the Survival Guide include helping businesses expand their online presence through enhanced websites, development of Google profiles and increased Yelp reviews - all these efforts align to support our businesses and ensure our community survives and then thrives before, during and after BRT construction.

IN HER OWN WORDS:

"Permitting is often a long and complex process and it really depends on the type of permit. For example, when I'm helping a business get a permit for signage, it can take several weeks to up to 3 months. If it's a permit for a patio, that process can take several months and if the patio includes alcohol service, the timeline can stretch out even further due to additional licensing and approvals.

To even get an application under review, we typically need a complete site plan, floor plan, project specifications, a narrative letter, a detailed budget, and other supporting forms. In most cases, business owners don't have these documents ready, so we step in to help build the application from the ground up, assisting with getting necessary materials, creating layouts, and even developing site and floor plans. And there are usually multiple rounds of revisions and ongoing communication with Denver Community Planning and Development. Every case is different, which makes it hard to predict exact timelines. But that's also why it's so important that businesses have someone to guide them through it." - Alejandra Munoz
Business Support Manager

EAST COLFAX CULTURAL DISTRICT



2024 was a year of growth for the East Colfax Cultural District. Its Steering Committee began meeting on a monthly basis. This increase in meetings and collaboration led to ideas and events throughout the year.

The Cultural District launched a “Pin Program” creating pins showcasing the Cultural District logo, and getting businesses to sign up to offer discounts for those sporting the pin. This promoted greater awareness of the cultural district and encouraging supporting local businesses.

In June, the First Annual East Colfax Cultural District Community Field Day was held at the Mosaic Campus. 200 community members attended, enjoying free food, live musical performances, family friendly games, and the chance to win amazing prizes from local businesses and partners.

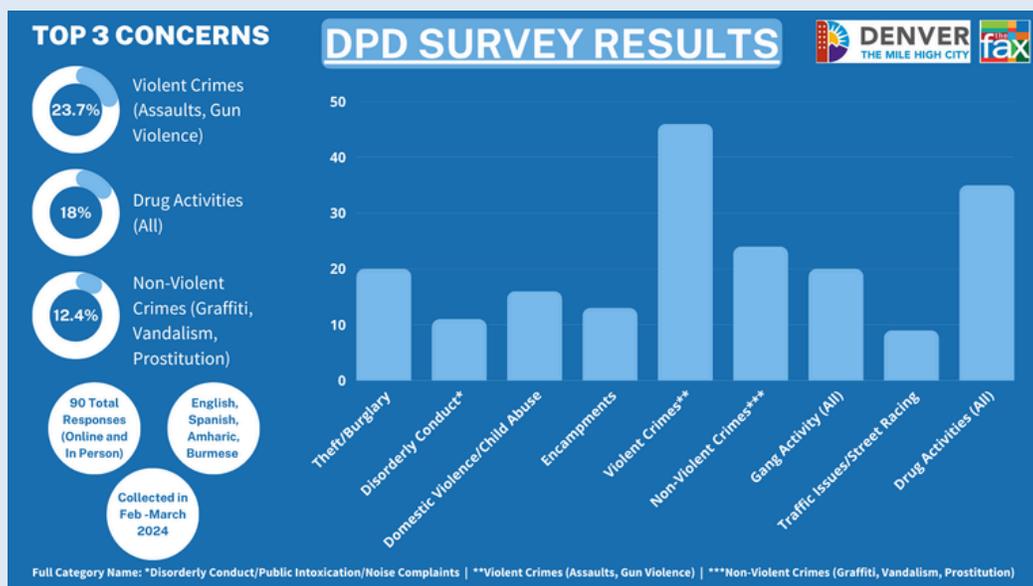


The Cultural District also leveraged the array of businesses along the corridor, turning East Colfax into a blocks long scavenger hunt. The Cultural District Halloween Crawl was a month-long scavenger hunt involving multiple businesses offering prizes and special events throughout October. This included one-of-a-kind spooky stickers custom designed by artist-in-residence Sam Hutch-Ouranos for each of the main events. The stickers melded the Halloween spirit with the uniqueness of each business and their place in East Colfax.



COMMUNITY ENGAGEMENT

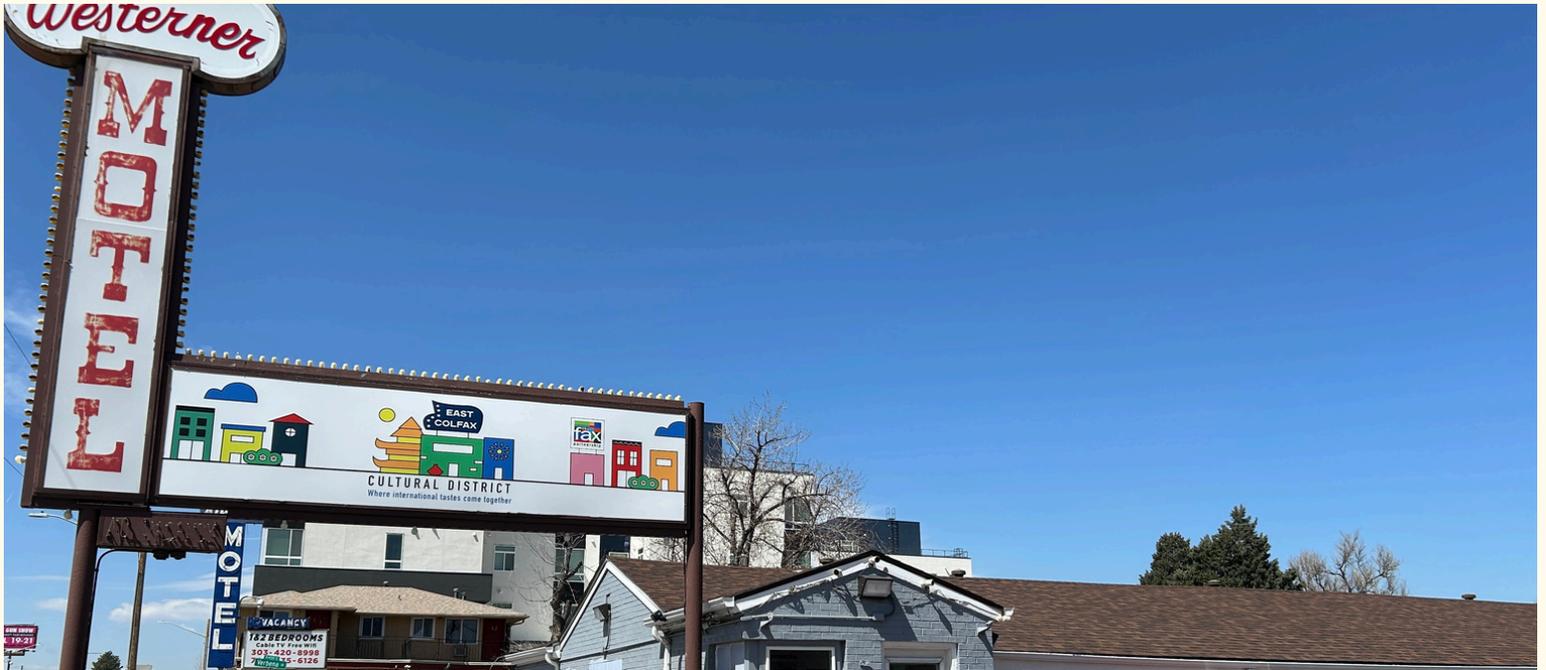
As a community-based organization, The Fax devotes a significant portion of its time to working in partnership with the local community to address and improve community challenges; one major area of this work is related to safety along East Colfax. In 2024, The Fax continued our quarterly safety meetings, held in partnership with multiple nonprofit organizations and the Denver Police Department (DPD). To complement this work, The Fax administered a survey on behalf of the DPD to identify the top safety concerns in the community. The goal of the survey was to help create a dialog and a level of accountability to the community, including businesses, from DPD. With nearly 100 responses the survey provides a strong baseline to build on. The East Colfax safety work also received a jolt in the arm in 2024 with a State of Colorado grant of \$893,000 for the City of Denver to make safety investments along the corridor. This work will continue into 2025 and be a major focus area for The Fax and the greater community.



In 2024 The Fax Partnership was also a part of the East Colfax Financial Health Community of Practice cohort. This effort featured financial health classes from the Financial Health Institute and covered topics such as The Basics of Credit, Managing Debt, and Saving & Budgeting and were provided in English and Spanish. Overall 49 Fax clients attended at least one session, 77% of those attending three or more sessions. The high return rate was especially heartening as many of those that came more than once started to open up and bring in their own financial questions, ensuring the classes were focused and beneficial to those in attendance. The Fax also worked with the City of Denver's Office of Climate Action, Sustainability and Resiliency to host a demo of "cooking with electric appliances", which minimizes one's environmental impact while improving air quality within residences. These two programs were a nice complement to The Fax's tax clinics and represent the type of holistic, capacity building the organization seeks to offer with more frequency in the future.



EQUITABLE DEVELOPMENT OFFICE

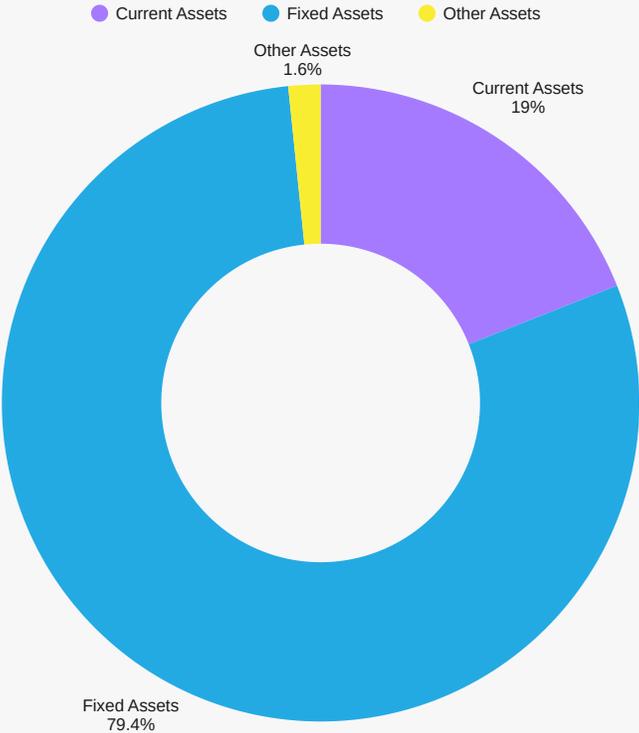


THE GOAL OF THE EQUITABLE DEVELOPMENT OFFICE (EDO) IS TO DEVELOP REAL ESTATE PROJECTS THAT PRESERVE THE EXISTING COMMUNITY AND FIGHT INVOLUNTARY DISPLACEMENT, THROUGH THE CREATION OF AFFORDABLE HOUSING AND COMMUNITY SPACE.

The Fax EDO benefited from a new hire in January when Zach Zinicola joined the team. During the course of Zach's first year with The Fax, the organization pursued additional land acquisitions to build upon the existing real estate portfolio. This work was supported by local funders and seeks to add new affordable housing development to the East Colfax corridor, ahead of BRT construction. Given that housing and transportation represent the two highest household costs, adding affordable housing to transit corridors has the ability to dramatically reduce a household's expenses. The outcome of this work in 2024 was the identification of land acquisition opportunities and the development of partnerships with local affordable housing developers that will prove fruitful in 2025.

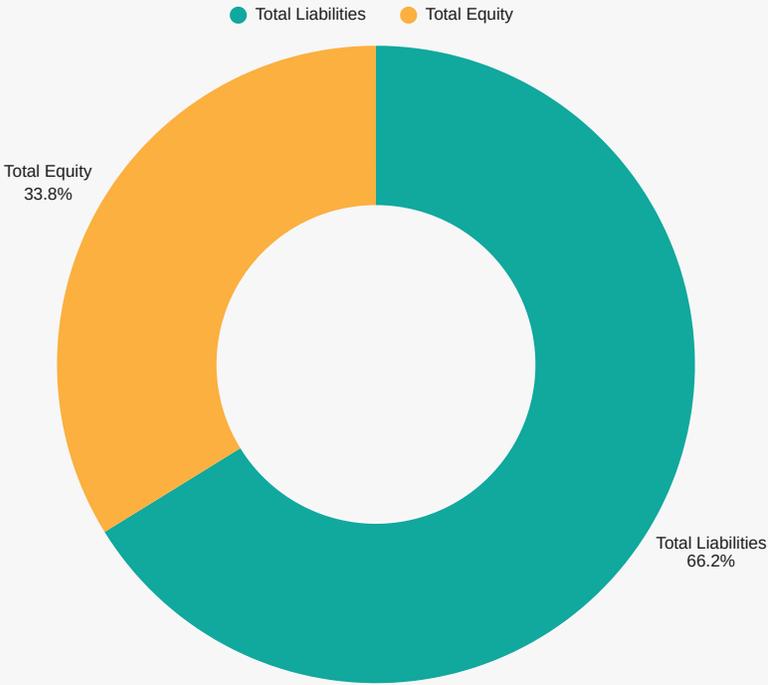
2024 also represented a full year in partnership with Volunteers of America Colorado to utilize The Fax's two motel properties - The Westerner and Sand & Sage Motels - as shelter for VOAC families. Over the course of the year 450 individuals were provided housing at The Fax motels through VOAC's family shelter program, while the VOAC's Theodora Family Motel was under construction. This unique partnership meant that VOAC could continue to operate their highly successful housing program at The Fax properties, while The Fax was able to meet their financial obligations for the properties.

FINANCIALS: 2024 BALANCE SHEET



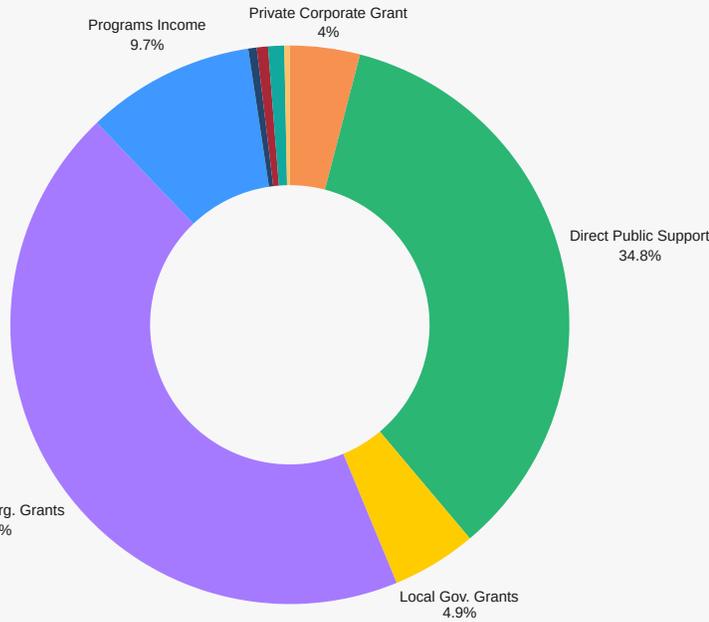
CURRENT ASSETS	\$1,058,319
FIXED ASSETS	\$4,423,928
OTHER ASSETS	\$90,609
TOTAL ASSETS	\$5,572,856

TOTAL LIABILITIES	\$3,688,743
TOTAL EQUITY	\$1,884,113
TOTAL LIABILITIES AND EQUITY	\$5,572,856



FINANCIALS: 2024 STATEMENT OF ACTIVITIES

- Private Corporate Grant
- Direct Public Support
- Local Gov. Grants
- Non-Profit Org. Grants
- Programs Income
- Motel Income
- Spec. Events Income
- Investment Income
- Miscellaneous Revenue



INCOME

TOTAL INCOME: \$1,359,624*

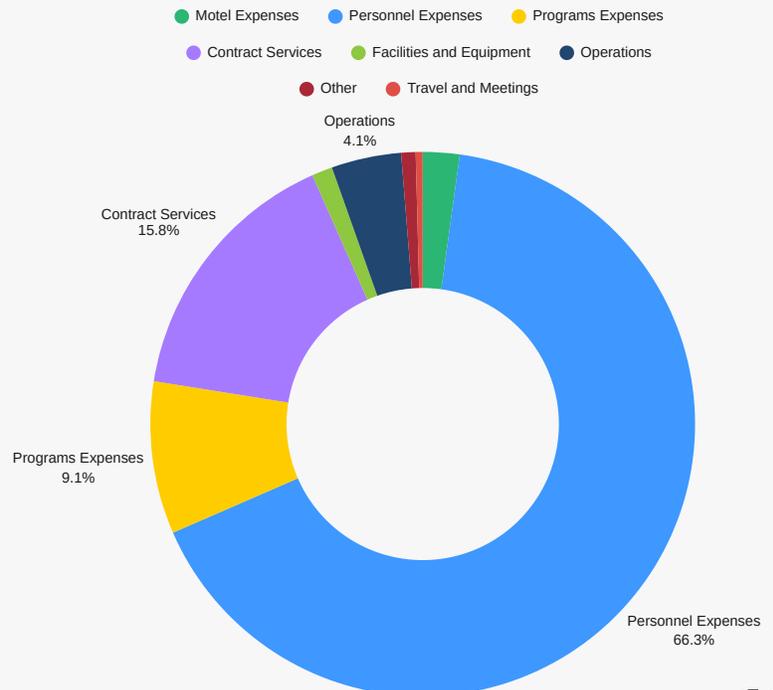
PRIVATE CORPORATE GRANT	\$55,000
DIRECT PUBLIC SUPPORT	\$473,372
LOCAL GOV. GRANTS	\$66,557
NON-PROFIT ORG. GRANTS	\$599,796
PROGRAM INCOME	\$132,538
MOTEL INCOME	\$6,600
SPECIAL EVENTS INCOME	\$8,826
INVESTMENT	\$12,642
MISC. REVENUE	\$4,293

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

EXPENSES

TOTAL EXPENSES: \$1,113,176

MOTEL EXPENSES	\$24,246
PERSONNEL EXPENSES	\$737,902
PROGRAM EXPENSES	\$100,834
CONTRACT SERVICES	\$176,284
FACILITIES AND EQUIPMENT	\$13,685
OPERATIONS	\$46,122
TRAVEL AND MEETINGS	\$4,608
OTHER	\$9,495



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George Meier, Real Estate Consultant
Tor Ericksen, East Fax Tap owner
Tiger Kim, Owner of Tiger Kim's Academy of Taekwondo
Megan Tortorelli, Contract Grant Writer

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
Daniela Chavez, Administration and Outreach Assistant
Alejandra Munoz, Business Support Office Manager
John Feld, Communications and Special Projects Manager
Zach Zinicola, Equitable Development Manager

Thank You,
Former Board Chair Dr. Irene Aguilar



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

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