

November 31, 2023
Joint Budget Committee
200 East 14th Avenue, Floor 3
Denver, CO 80203

Dear Members of the Joint Budget Committee:

On behalf of the CLIMBER Oversight Board, I am pleased to provide the Board's annual report for the CLIMBER Small Business Loan Program (Program).

The CLIMBER Program was created in Fiscal Year (FY) 2019-20 under § 24-36-201, C.R.S. following the passage of House Bill (HB)20-1413, and statutory modifications in FY 2021-22 with HB22-1328, and statutory modifications in FY 2022-23 with Senate Bill (SB)23-209 of the CLIMBER Act.

The CLIMBER Act conveys the urgency felt by the General Assembly, the Governor, and myself around providing much needed operating capital to small businesses across the state. Accordingly, the Board, the Colorado Housing and Finance Authority (CHFA), the Minority Business Office of Colorado (MBO), and the Colorado Office of Economic Development and International Trade (OEDIT) have worked diligently since the launch of the Program in June 2021.

Since the last annual report at the end of November 2022, the Board has met eight times as a full Board along with numerous meetings with a single board member and program staff. This report chronicles the effort since the last report and the progress of the Program.

Please feel free to contact me if you have any questions about the report or the CLIMBER Program.

Sincerely,

insert signature

Executive Summary

In June 2020, the Colorado General Assembly passed and the Governor signed [House Bill 20-1413](#), the CLIMBER Act. The legislation charged the Colorado State Treasurer and the Program's Oversight Board, in partnership with OEDIT, with establishing a small business loan program to provide below-market interest rate capital to Colorado small businesses to preserve jobs, aid the state's economic recovery, and help small businesses continue operations.

Because of the existing relationship with the State of Colorado and their extensive lending experience, Treasury and the CLIMBER Oversight Board selected CHFA to be the Program Manager, and renewed their contract for another year in 2023. The Program currently has ten different lenders to make CLIMBER eligible loans, and the Program continuously looks to add more lenders to increase our reach throughout the state.

Since the last report, the Program has continued the operational phase of deploying funds to small businesses. Information on these loans is described in detail later in this report. The modifications to the CLIMBER Program that passed in HB22-1328 and SB23-209 now provide businesses greater opportunity to access the Program. These changes, such as dropping the minimum number of employees from five to one, and reducing the minimum loan size to \$10,000, allows more small businesses to meet the qualifications for the Program, allowing more businesses to access capital with an interest rate that is lower than market rates. The CLIMBER Board believes that the Program is in a better position than ever before to support small businesses needing loans for operational capital. These changes are detailed in the body of the report.

Prior to 2023, lenders have been tentative to add the CLIMBER loan fund as a loan product they offer businesses because of other internal, state, and/or federal programs competing in the same space. Additionally, some lenders had not exhausted the federal dollars from the American Rescue Plan Act (ARPA) and the Coronavirus Aid, Relief, and Economic Security Act (CARES), which they prioritize deploying.

Currently, the lending ecosystem has yet to return to pre-pandemic levels. Inflationary pressures and Fed rate hikes of more than 500 basis points over the past two years have lenders significantly increasing base interest rates, causing businesses to be unable to afford or even qualify for traditional loans. Even when they do qualify, small businesses continue to be financially cautious and risk averse while lenders are tightening rules and increasing cash reserves. These challenges make the CLIMBER Program one of the few loan programs still supporting existing Colorado small businesses.

Because of these challenges in the economy, we have seen a tremendous jump in interest in the Program from small business lenders, primarily nonprofit lenders whose state and federal grant funds have started to run out. With the addition of two new nonprofit lenders this year, the Program has registered nearly as many loans in the first quarter of FY 2023-24 as were made in the prior two years combined. The Oversight Board, staff, and our Program partners are continuing to find ways to improve the Program, as you will read in the report.

The narrative below addresses the reporting requirements for the CLIMBER Program as defined by statute in addition to expanding upon the specific points listed above.

Tax Credit Sales & State Share Fundraising

The CLIMBER legislation authorized the Treasurer to sell deferred tax credits against State insurance premium tax liability. The State Treasurer teamed up with two companies, Petros Credit Strategies and Stonehenge Capital partnered to form State Credit Strategies (SCS LLC), to perform the sale of the tax credits. These tax credit sales took place starting December 29, 2020 and were completed June 30, 2022.

The State's \$50 million contribution, as first-loss capital, is designed to leverage an additional \$200 million in private contributions. The first date for eligibility for tax credits was July 1, 2023, with other tax credits redeemable each year on July 1st through 2026. Redemptions of tax credits will be reported in each annual report for each fiscal year. Details of tax credit sales can be found in Table A.

Loan Fund

The first tranche of funds for the CLIMBER program was \$25 million, which closed at the end of March 2023. The second tranche of \$15 million was launched in July 2023. Due to the rapidly changing interest rate environment, this forced the second tranche to be smaller than the first with only three contributing lenders willing to participate instead of the five in tranche one. Two of the contributing banks in tranche one felt that the rates we could offer them was not enough for them to participate. The remaining three lenders supported the program with a rate of 2.5%, one-half a percent higher than tranche one but still substantially below the prime rate of 8.25% at the time and below market rate as the statute requires.

CLIMBER continues to work with fundraising committee members to find additional contributory institutions to the program beyond the original five contributors from tranche one and the three in tranche two.

Additionally, the CLIMBER loan fund will be receiving up to an additional \$10 million from the State Small Business Credit Initiative (SSBCI) funds that OEDIT has allocated to the Program through CHFA. At first it was determined that these funds can only be used with the participation loan product for CLIMBER, however for tranche two we are exploring with OEDIT and Federal partners to be able to use \$1.5 million in the direct lending program.

If agreed upon by the Fed, this would increase our ability to draw down additional federal dollars into the program providing more capital for Colorado businesses. For reporting, CLIMBER is already using the same SEDI demographic categories, as SSBCI requires.

Programmatic Interests & Issues

Current inflationary pressure is slowly coming down from a near 40 year high, and the Fed has not ruled out raising interest rates in an attempt to bring inflation back down to their 2% target. This is creating uncertainty, including rising interest rates and market volatility, causing a shift in consumer confidence. This is presenting a lot of demand on businesses shifting from using cash savings or high interest rate revolving credit terms to borrowing a secure, fixed-rate financing.

Unprecedented government intervention and financial stimulus during the pandemic slowed initial borrower and lender interest in CLIMBER. For more than a year, businesses focused on these stimulus packages either by participating in forgivable loan programs or federal grants to help with capital needs. A lot of funds went to the same Community Development Financial Institutions (CDFIs) that the CLIMBER program must use as its lender base.

Additionally, all the other state programs are competing in this same space to deploy funds. This caused a lack of interest in taking on new loan products like CLIMBER for these lenders. The lenders prioritized disbursement of federal dollars first because of the time sensitivity and financial benefit the federal program offered.

Combining the external environment of federal money, the lender workloads, underwriting inflexibility, loan sizes, training of staff, and lender bandwidth issues had contributed to low CLIMBER loan performance in the first year. Moreover, having to use separate and numerous outside lenders creates gaps and several underwriting criteria

differences from one lender to the next. This creates loan constraints and hurdles in the underwriting processes and disparities for business qualifications from lender to lender.

In the beginning, lenders became frustrated and inundated with hundreds of requests for CLIMBER loans without businesses doing the research and understanding the qualifications for the Program. This led to a number of lenders backing out or suspending using the program. As of now there are 12 lenders participating in the CLIMBER loan fund and two that are capable of servicing the entire state. The staff has continued efforts to add lenders to the pool, including trainings, marketing efforts, and lender feedback discussions.

Program improvements have made CLIMBER a more desirable product for the lenders to consider but a lack of interest from community banks and credit unions mean staff still have to find the right balance and incentive package to get them into the program.

At the end of the third quarter for FY 2022-23, CLIMBER signed the Energize Colorado Fund, as well as the Colorado Clean Energy Fund, to the lending base of the Program. During Q3 and Q4 they have collectively taken \$9,000,000 in CLIMBER funds to deploy, with another \$4,000,000 to be deployed later in the calendar year.

Adding Energize and Colorado Clean Energy fund has opened up many more resources and other avenues for small businesses to find the funding they require. As you are able to see in the following charts, since July 2023, Energize has been rapidly deploying funds to dozens of small businesses that have struggled to find capital.

Many of these businesses do not have a normal banking relationship at their disposal or are unfamiliar with lender underwriting practice. Businesses have struggled getting prepared to meet with a lender and have all the documentation that is needed. Some lack organization or missing paperwork, while others deem that process far too difficult, time consuming, and full of obstacles that they choose to avoid. This forced CLIMBER program staff to find alternatives to help businesses traverse the lending jungle and help with their issues and finding technical assistance.

The state's technical assistance resources for small businesses have historically been delivered through the Colorado Small Business Development Center (SBDCs) network. However, there is still a certain level of uncertainty and gaps businesses face using this network.

One gap is the ability for the SBDC to help navigate all the options businesses face for their working capital needs. The Office of Economic Development and International Trade (OEDIT) has more than 60 programs for financial support alone on their webpage. This does not include all the hundreds of other items they have from education/training to programmatic support. The independent setup of the SBDC network provides difficulties for consistent training and information from one section of the state compared to another for small business owners.

The Treasury is working with OEDIT to identify the software and staffing within SBDC needed to not only work with businesses interested in the CLIMBER program, but to help them access all the funding sources and services that OEDIT has to offer. Because the structure of the SBDC network has been insufficient to promote the CLIMBER program to underserved areas, it was necessary to hire a business-consulting firm, Apex Business Consultants LLC, to help businesses get prepared for the application process including finding a lender for their particular working capital needs. Apex has been able to help track a number of programmatic metrics and follow a business from first contact to lender handoff and loan approval or denial.

Some unsettling trends have been identified from this tracking. One trend is the sheer number of contact points the technical assistance team must have to prepare a business or get them ready to see a lender. Slow turnaround time in underwriting is another issue – some cases taking upwards of four months. Lenders have expressed difficulty hiring new underwriters for a short-term program like CLIMBER.

The increased interest rates make it difficult to attract contributory lenders as well as a reduction in loans initiated by many of the mid-range and community banks. In addition, the difference in lending requirements from lending partners can make this an overly cumbersome process. Finally, we frequently discover that a business initially contacting us

wanting a CLIMBER loan moved through our technical assistance and then came away with a completely different loan product from the lender, making it hard to track the true impact of the Program.

The Treasury and OEDIT continue to work together to find solutions to overcome these challenges, and to be able to track these businesses and make sure they get the financing they need.

Regardless of some of the issues facing CLIMBER, there is still an abundance of need for low-cost working capital for small businesses in Colorado. With federal pandemic loan and grant programs being exhausted, the current challenging market conditions has positioned CLIMBER to be a highly sought after loan product.

Legislative Changes

Since launching CLIMBER, Program staff have continuously analyzed program results by looking at loan placements and rejections. It was apparent that legislation was needed to fix some of the major issues in the Program. These modifications were completed in the last session by HB22-1328. The most significant items that were modified were the following:

- Extend the Program through 2024
- Intent to remove all references to February 29, 2020 as qualification criteria
- Reduce minimum employee count to one from five
- Reduce minimum loan amounts to \$10,000 from \$30,000
- Lengthen the maximum loan maturity to ten years
- Require one year of positive cash flow instead of two

However, it was found that the calculation for a business debt ratio still included a February 29, 2020 calculation requirement. Many lenders no longer find that date or information valid to extend loans. Therefore, SB23-209 was introduced to the Statutory Revision Committee bill and was signed by the Governor at the end of the 2023 legislative session to remove the restrictive date.

In accordance with section 24-36-205 4(e) of the CLIMBER legislation, the CLIMBER staff is routinely evaluating the program for the best response to the changing Colorado economy.

In view of the current interest rate environment, continuing increases in labor and raw material prices, the CLIMBER program is evaluating the best way to move forward. Per current legislation, the program will launch its last tranche of funding no later than December 31, 2024, with new loans to small businesses continuing through the end of fiscal year 2024-2025. The CLIMBER team, in consultation with OEDIT, is exploring the best way to support the Colorado economy utilizing CLIMBER and other small businesses initiatives within OEDIT, and will bring forth changes for the legislators to consider.

CLIMBER Program Products & Results

Participation Lending Program

CLIMBER participation loans allows for up to 80% of eligible loans made by lenders to increase business liquidity and enable lenders to extend working capital loans and lines of credit to more eligible borrowers that would otherwise not be possible. Currently this is the only program where we can use federal SSBCI funds.

Direct Lending Capital Program

Lenders borrowing funds using the Direct Lending Capital (DLC) method allows lenders to participate in the CLIMBER Direct Lending Capital Program. DLC is a process by which the CLIMBER Program provides up to 100% of the funds to the lenders needed to originate loans that can be deployed out as loans by the Community Development Financial Institutions (CDFIs). By directly funding loans, this helps address lack of capital or liquidity issues of the lenders to make new loans for the program.

Credit Enhancement Tool (CCR) and (CCS)

Provides lenders up to 20% of the loan to serve as a cash collateral or reserve, therefore providing a 4:1 match of private to public funds. Both of these tools are managed by CHFA, and are modeled on successful programs that they already provide to small businesses.

Table A: Tax Credit Sales as of 6/30/23 (no redemptions at this time)

| Tranche 1 Tax Credit Sales - FY 2020-21 | | | | |
|--|-------------------------------------|-----------------------|---------------------|---------------------|
| December 2020 Closing | | | | |
| | Credits | Purchase Price | Credit Price | Closing Date |
| Total December Closing | \$ 8,500,000 | \$ 6,545,000 | \$ 0.7700 | 12/29/2020 |
| January 2021 Closing | | | | |
| | Credits | Purchase Price | Credit Price | Closing Date |
| Total January Closing | \$ 5,600,000 | \$ 4,312,000 | \$ 0.7700 | 1/27/2021 |
| March 2021 Closing | | | | |
| | Credits | Purchase Price | Credit Price | Closing Date |
| Total March Closing | \$ 11,450,000 | \$ 8,285,000 | \$ 0.7236 | 3/10/2021 |
| May 2021 Closing | | | | |
| Certificate Number | Credits | Purchase Price | Credit Price | Closing Date |
| Total January Closing | \$ 14,450,000 | \$ 10,945,875 | \$ 0.7575 | 5/14/2021 |
| FY 2020-21 Total Credits Sold | \$ 40,000,000 | \$ 30,087,875 | \$ 0.7522 | |
| Tranche 2 Tax Credit Sales - FY 2021-22 | | | | |
| May 2021 Closing | | | | |
| Certificate Number | Credits | Purchase Price | Credit Price | Closing Date |
| Total January Closing | \$ 24,619,914 | \$ 21,665,524 | \$ 0.8800 | 6/30/2022 |
| FY 2021-22 Total Credits Sold | \$ 24,619,914 | \$ 21,665,524 | \$ 0.8800 | |
| | Blended Tax Credit Sale Rate | \$ 0.8009 | | |

**Loan data as of last quarter report from CHFA (09/30/2023) – Loan Program results are as follows*

Table B: DLC Loans Deployed to Lenders

| CLIMBER Capital provided to CDFIs | |
|--|-------------------------|
| Enhancements & CLIMBER Fees | \$ 932,016.00 |
| Direct Loan Capital | \$ 10,500,000.00 |
| Total Capital Provided to CDFIs: | \$ 11,432,016.00 |

Table C: Registered Loans with CHFA

* Reporting requirements outlined by statute

** Borrower interest rates on loans comply with the requirements of section 24-36-205 (4)(b)(V)

| Borrower | Business Description* | CLIMBER Program | City | County* | Term (Months) | Interest Rate** | Loan Amount* |
|--|--|-----------------|------------------|-----------|---------------|-----------------|--------------|
| Fort Collins Habitat for Humanity, Inc | Other Community Housing Services | CLIMBER - DLC | Fort Collins | Larimer | 24 | 3.00% | \$500,000 |
| Rocky Mountain Innovation Initiative, Inc dba Innosphere Ventures | Technology Incubator | CLIMBER - DLC | Fort Collins | Larimer | 24 | 3.45% | \$225,000 |
| Archway Housing & Services, Inc. | Other Community Housing Services | CLIMBER - DLC | Denver | Jefferson | 24 | 3.00% | \$500,000 |
| CASA of the Seventh Judicial District Inc. dba Youth and Family Advocacy | Other Social Advocacy Organizations | CLIMBER - DLC | Montrose | Montrose | 24 | 3.00% | \$500,000 |
| Conley Waste Management/Sauache Trash Service Inc. | Solid Waste Collection | CLIMBER - DLC | Saguache | Saguache | 60 | 3.90% | \$94,481 |
| Second Chance Center Inc. | Programs to formerly incarcerated individuals | CLIMBER - DLC | Aurora | Arapahoe | 24 | 3.45% | \$136,000 |
| Neighbor to Neighbor | Affordable Housing Provider | CLIMBER - DLC | Fort Collins | Larimer | 24 | 3.45% | \$500,000 |
| Superior Hydraulics, Inc. | Mobile concert and vending service | CLIMBER - DLC | Alamosa | Alamosa | 60 | 3.90% | \$75,000 |
| Rowe & Sons Trash Services LLC | Solid Waste Collection | CLIMBER - DLC | Cortez | Montezuma | 60 | 3.90% | \$60,000 |
| Singleton Sheetmetal Works | Working Capital - Sheet Metal | CLIMBER - DLC | Pueblo West | Pueblo | 36 | 3.45% | \$350,000 |
| Scratch Kitchen Inc. | Working Capital - Food Sales | CLIMBER - DLC | Colorado Springs | Garfield | 60 | 3.90% | \$85,000 |
| Casabella's LLC | Working Capital - Restaurant | CLIMBER - DLC | Pueblo | Pueblo | 60 | 3.90% | \$50,000 |
| Fleet Street Barbershop & Salon | Working Capital - Barbershop/Salon | CLIMBER - DLC | Colorado Springs | Pueblo | 60 | 3.90% | \$60,000 |
| Par's Natural Foods, LLC | Working Capital - Food Sales | CLIMBER - DLC | Pueblo West | Pueblo | 60 | 3.90% | \$250,000 |
| Steel City Solar | Working Capital - Solar Installation and Sales | CLIMBER - DLC | Pueblo West | Pueblo | 60 | 3.90% | \$325,000 |
| Orange Skye Spa, LLC | Working Capital - Med Spa | CLIMBER - DLC | Pueblo | Pueblo | 60 | 3.90% | \$99,200 |
| D.A.M.S. Trucking & Transport | Working Capital - Trucking & Transport | CLIMBER - DLC | Pueblo West | Pueblo | 60 | 3.90% | \$150,000 |
| PE Automotive | Working Capital - Auto Detailing | CLIMBER - DLC | Pueblo West | Pueblo | 60 | 3.90% | \$20,000 |
| KMW Beverage Manufacturing, Inc. dba Apple Valley Cider | Working Capital - Brewery | CLIMBER - DLC | Penrose | Fremont | 60 | 3.90% | \$49,500 |
| Young Guns, LLC | Construction | CLIMBER - DLC | Pueblo | Pueblo | 60 | 3.90% | \$50,000 |
| Savvy Business Boss | Book Keeping | CLIMBER - DLC | Florence | Fremont | 60 | 3.90% | \$15,000 |
| Corsentino Welding and Fabrication | Welding and Fabrication | CLIMBER - DLC | Boone | Pueblo | 60 | 3.90% | \$150,000 |
| Heirloom Kitchen | Restaurant | CLIMBER - DLC | Colorado Springs | El Paso | 60 | 3.90% | \$180,000 |
| Generations Primary Care | Working Capital - Health Care | CLIMBER - DLC | Pueblo | Pueblo | 60 | 3.90% | \$60,000 |
| High Vibes and Zen Boutique | Working Capital - Retail Store | CLIMBER - DLC | Pueblo | Pueblo | 44 | 3.90% | \$75,000 |
| Elev8te Enterprises, LLC | Working Capital - Restaurant | CLIMBER - DLC | Pueblo | Pueblo | 36 | 3.90% | \$425,000 |
| Amaez'ing Nails | Working Capital - Nails Salon | CLIMBER - DLC | Pueblo | Pueblo | 42 | 3.90% | \$75,000 |
| Blazin Bagels | Working Capital - Restaurant | CLIMBER - DLC | Pueblo | Pueblo | 36 | 3.90% | \$75,000 |
| M & V Precision Manufacturing Inc. | Working Capital - Machine shop | CLIMBER - DLC | Canon City | Fremont | 42 | 3.90% | \$30,000 |
| Marquis Paint & Body | Working Capital - Auto Body Repair | CLIMBER - DLC | Pueblo | Pueblo | 36 | 3.90% | \$275,000 |
| Bortles Restaurant Consulting LLC | Full Service fine dining restaurant | CLIMBER - DLC | Golden | Jefferson | 36 | 3.60% | \$75,000 |
| CCM Service, Inc. | Working Capital: Laundromat | CLIMBER - DLC | Aurora | Arapahoe | 36 | 3.60% | \$50,000 |
| G & I Accounting and Tax Services, LLC | Working Capital: Tax & Accounting Services | CLIMBER - DLC | Aurora | Adams | 36 | 3.60% | \$75,000 |
| Persona, Inc. | Refinance: Business consulting company | CLIMBER - DLC | Longmont | Boulder | 36 | 3.60% | \$62,337 |

Table C: Registered Loans with CHFA

* Reporting requirements outlined by statute

** Borrower interest rates on loans comply with the requirements of section 24-36-205 (4)(b)(V)

| Borrower | Business Description* | CLIMBER Program | City | County* | Term (Months) | Interest Rate** | Loan Amount* |
|--|--|-----------------|------------------|------------|---------------|-----------------|--------------|
| Phoenix Auto Detailing LLC | Working Capital: Auto Detailing Shop | CLIMBER - DLC | Aurora | Adams | 36 | 3.60% | \$75,000 |
| Wicked Wrench Diesel and Auto | Working Capital: Auto Mechanics Shop | CLIMBER - DLC | Fruita | Mesa | 36 | 3.60% | \$75,000 |
| Women's Integrative Massage Inc | Working Capital: Massage Therapy | CLIMBER - DLC | Denver | Denver | 36 | 3.60% | \$18,000 |
| Property Craft, LLC | Working Capital: Property Damage Mitigation | CLIMBER - DLC | Pueblo | Pueblo | 38 | 3.60% | \$300,000 |
| Steel City Hardwood | Working Capital: Flooring sales and installation | CLIMBER - DLC | Pueblo West | Pueblo | 40 | 3.60% | \$125,000 |
| Latcon Corp. | Working Capital: Construction | CLIMBER - DLC | Pueblo | Pueblo | 60 | 3.90% | \$500,000 |
| 3D Vision Eye Center | Working Capital: Eye Doctor | CLIMBER - DLC | Broomfield | Broomfield | 41 | 3.90% | \$100,000 |
| JMGVET, LLC | working Capital: Car Rental | CLIMBER - DLC | Colorado Springs | El Paso | 42 | 3.60% | \$100,000 |
| Adventures in Bethel | Working Capital: In-Home Daycare | CLIMBER - DLC | Parker | Douglas | 36 | 3.60% | \$25,130 |
| Amber Counseling | Working Capital: Mental Health Therapy | CLIMBER - DLC | Denver | Denver | 36 | 3.60% | \$40,000 |
| Ajax Hair Salon, LLC | Working Capital: Beauty Salon | CLIMBER - DLC | Aspen | Pitkin | 36 | 3.60% | \$50,000 |
| Black Rock Masonry LLC | Working Capital: Masonry Contractor | CLIMBER - DLC | Denver | Denver | 36 | 3.60% | \$75,000 |
| Boylen Cleaning Services LLC | Working Capital: Cleaning Company | CLIMBER - DLC | Lakewood | Jefferson | 36 | 3.60% | \$21,000 |
| Built Environment Evolution | Working Capital: Historic Preservation Company | CLIMBER - DLC | Longmont | Boulder | 36 | 3.60% | \$75,000 |
| Catrina Lee dba Anam Cara Cat | Working Capital: Furniture Refurbishing | CLIMBER - DLC | Longmont | Boulder | 36 | 3.60% | \$15,000 |
| Lisa Berg dba Couch Potato Crafts | Working Capital: Craft Retail | CLIMBER - DLC | Loveland | Larimer | 36 | 3.60% | \$20,000 |
| Diaz Agency Inc. | Working Capital: Insurance Broker | CLIMBER - DLC | Westminster | Adams | 36 | 3.60% | \$75,000 |
| Euphoric Massages | Working Capital: Massage Therapist | CLIMBER - DLC | Colorado Springs | El Paso | 36 | 3.60% | \$20,000 |
| Express Wireless | Technology sales repair, phone, computers | CLIMBER - DLC | Aurora | Arapahoe | 36 | 3.60% | \$50,000 |
| Golden Ramen | Working Capital: Full Service Restaurant | CLIMBER - DLC | Golden | Jefferson | 36 | 3.60% | \$20,000 |
| Individual Discoveries Preschool & Child Care Home | Working Capital: In-Home Child Care | CLIMBER - DLC | Wheat Ridge | Jefferson | 36 | 3.60% | \$40,000 |
| Inner Peace Yoga Therapy | Working Capital: Physical Fitness | CLIMBER - DLC | Durango | La Plata | 36 | 3.60% | \$50,000 |
| Innova Autoglass Inc. | Working Capital: Auto Glass Repair | CLIMBER - DLC | Lakewood | Jefferson | 36 | 3.60% | \$55,000 |
| Kim Robards Dance Inc. | Working Capital: Dance Studio | CLIMBER - DLC | Denver | Denver | 36 | 3.60% | \$30,000 |
| The Law Firm of Glassman & Faye, PC | Working Capital: Legal Attorney | CLIMBER - DLC | Denver | Denver | 36 | 3.60% | \$35,000 |
| Le'Aira's Hair Salon | Working Capital: Full Service Hair Salon | CLIMBER - DLC | Aurora | Arapahoe | 36 | 3.60% | \$75,000 |
| M & V Precision Manufacturing Inc. | Manufacturer of children's wood furniture | CLIMBER - DLC | Canon City | Fremont | 36 | 3.60% | \$40,000 |
| Pediatric Associates of Durango | Pediatric Primary Healthcare | CLIMBER - DLC | Durango | La Plata | 36 | 3.60% | \$50,000 |
| Premier Home Remodels, Ltd | Working Capital: Home Construction | CLIMBER - DLC | Aurora | Arapahoe | 36 | 3.60% | \$75,000 |
| Kim Robards Dance | Working Capital: Dance Company | CLIMBER - DLC | Denver | Denver | 36 | 3.60% | \$15,000 |
| The Meadows Early Learning Center | Working Capital: Childcare | CLIMBER - DLC | Parker | Douglas | 36 | 3.60% | \$55,000 |
| Silverton Family Learning Center | Working Capital: Childcare | CLIMBER - DLC | Silverton | San Juan | 36 | 3.60% | \$75,000 |
| SK&S 2008 Inc | Working Capital: Asian Restaurant | CLIMBER - DLC | Centennial | Arapahoe | 36 | 3.60% | \$50,000 |
| Smedley Events LLC | Working Capital: Events venue | CLIMBER - DLC | Centennial | Arapahoe | 36 | 3.60% | \$50,000 |

Table C: Registered Loans with CHFA

* Reporting requirements outlined by statute

** Borrower interest rates on loans comply with the requirements of section 24-36-205 (4)(b)(V)

| Borrower | Business Description* | CLIMBER Program | City | County* | Term (Months) | Interest Rate** | Loan Amount* |
|--|--|-------------------------|------------------|-----------|---------------|-----------------|--------------|
| Sopris Construction & Investments, LLC | Working Capital: Construction company | CLIMBER - DLC | Lakewood | Jefferson | 36 | 3.60% | \$75,000 |
| Spark Consulting | Business Consulting Company | CLIMBER - DLC | Ridgway | Ouray | 36 | 3.60% | \$75,000 |
| Sturges Agency | Working Capital: Insurance Broker | CLIMBER - DLC | Centennial | Arapahoe | 36 | 3.60% | \$75,000 |
| TBD Foods, LLC | Restaurant and catering company | CLIMBER - DLC | Denver | Denver | 36 | 3.60% | \$50,000 |
| Threefj Construction | Working Capital: Home Construction | CLIMBER - DLC | Pueblo | Pueblo | 36 | 3.60% | \$20,000 |
| A World of Excellent Home Care | Working Capital: Home Health Care | CLIMBER - DLC | Aurora | Arapahoe | 36 | 3.60% | \$75,000 |
| You Name It Household Services | Working Capital: House Cleaning | CLIMBER - DLC | Evans | Weld | 36 | 3.60% | \$40,000 |
| Integral Physical Therapy PLLC | Physical Therapy Provider | CLIMBER - Participation | Longmont | Weld | 60 | 2.90% | \$100,000 |
| Bolz CPA LLC | Accountant | CLIMBER - Participation | Fort Collins | Larimer | 60 | 2.90% | \$108,000 |
| San Juan Water Works | Water supply and irrigation systems | CLIMBER - CCR | Durango | La Plata | 12 | 2.45% | \$40,000 |
| Wilson Rea Beckel & Associates | CPA | CLIMBER - CCR | Pagosa Springs | Archuleta | 36 | 2.60% | \$75,000 |
| Southwest Appliance Inc. | Appliance store | CLIMBER - CCR | Durango | La Plata | 12 | 2.45% | \$199,000 |
| 4835 W. 38th Ave. LLC | Car Wash | CLIMBER - CCS | Denver | Denver | 60 | 2.95% | \$280,000 |
| Play to Learn Therapies LLC | working capital for a child development company | CLIMBER - CCS | Denver | Denver | 60 | 2.95% | \$170,000 |
| Integral Physical Therapy PLLC | working capital for physical therapy office | CLIMBER - CCS | Longmont | Weld | 60 | 2.95% | \$250,000 |
| Golden Music Center Corp. | Musical Instrument and Supplies Stores | CLIMBER - CCS | Lakewood | Jefferson | 60 | 2.95% | \$220,000 |
| 6e Technologies LLC | Professional Services | CLIMBER - CCS | Denver | Denver | 60 | 2.95% | \$500,000 |
| Emmanuel Stem International | Child Day Care Services | CLIMBER - CCS | Aurora | Arapahoe | 60 | 2.95% | \$100,000 |
| All Year Gutters & Painting LLC | Siding Contractors | CLIMBER - CCS | Colorado Springs | El Paso | 60 | 2.95% | \$150,000 |
| Truce Media LCA | Professional, Scientific, and Technical Services | CLIMBER - CCS | Denver | Denver | 48 | 2.75% | \$350,000 |
| Bended Page, LLC | Book Stores | CLIMBER - CCS | Denver | Denver | 48 | 2.95% | \$255,000 |
| Drives at Mile High, Ltd | Working Capital - Auto Rental | CLIMBER - CCS | Arvada | Adams | 60 | 2.95% | \$175,000 |
| Sandra House Cleaning Service LLC | Working Capital - Cleaning Services | CLIMBER - CCS | Thornton | Adams | 60 | 2.95% | \$50,000 |
| Colorado Safety Supply Company, LLC | Working Capital | CLIMBER - CCS | Aurora | Adams | 60 | 2.95% | \$390,000 |
| Primal Brands LLC | Outdoor & hunting supplies Retail | CLIMBER - CCS | Highlands Ranch | Douglas | 60 | 2.95% | \$500,000 |
| Clever Landscaping LLC | Working Capital - Landscaping | CLIMBER - CCS | Brighton | Adams | 60 | 2.95% | \$500,000 |
| Amy C Enterprises, LLC dba Foster Plumbing | Plumbing, Heating & AC Contractor | CLIMBER - CCS | Denver | Denver | 60 | 2.95% | \$300,000 |
| Argentina Culinaria Group, Inc. dba Maria Empanada | Working Capital: Food Service | CLIMBER - CCS | Denver | Denver | 60 | 2.95% | \$400,000 |
| Artist Proof Collective, LLC | Working Capital: Screen and Digital printing | CLIMBER - CCS | Denver | Denver | 60 | 2.95% | \$500,000 |
| KW Power, Inc. | General Freight trucking, long distance, truckload | CLIMBER - CCS | Parker | Douglas | 60 | 2.95% | \$74,000 |

Average loan size: \$145,626

Table D: Borrower Demographics** Reporting requirements outlined by statute*

| Borrower | Minority Owned* | Woman Owned* | Veteran Owned* | LMI Area* | Rural County* | Distressed Area* | Underserved Area* | NMTC Geography | Opportunity Zone |
|--|-----------------|--------------|----------------|-----------|---------------|------------------|-------------------|----------------|------------------|
| Fort Collins Habitat for Humanity, Inc | No | No | No | No | No | No | No | No | No |
| Rocky Mountain Innovation Initiative, Inc dba Innosphere Ventures | No | No | No | No | No | No | No | Yes | No |
| Archway Housing & Services, Inc. | No | No | No | Yes | No | No | No | Yes | No |
| CASA of the Seventh Judicial District Inc. dba Youth and Family Advocacy | No | No | No | Yes | No | No | No | Yes | No |
| Conley Waste Management/Sauache Trash Service Inc. | Yes | No | No | Yes | Yes | Yes | Yes | No | No |
| Second Chance Center Inc. | No | No | No | Yes | No | No | No | Yes | No |
| Neighbor to Neighbor | No | No | No | Yes | No | No | No | Yes | No |
| Superior Hydronics, Inc. | No | No | No | Yes | Yes | Yes | Yes | Yes | No |
| Rowe & Sons Trash Services LLC | No | No | No | Yes | Yes | Yes | Yes | Yes | No |
| Singleton Sheetmetal Works | No | Yes | No | No | No | No | No | No | No |
| Scratch Kitchen Inc. | No | Yes | No | No | No | No | No | No | No |
| Casabella's LLC | Yes | Yes | No | Yes | Yes | Yes | Yes | Yes | No |
| Fleet Street Barbershop & Salon | Yes | Yes | No | Yes | No | No | No | Yes | No |
| Par's Natural Foods, LLC | Yes | No | No | Yes | No | No | No | No | No |
| Steel City Solar | No | No | Yes | Yes | Yes | No | Yes | Yes | No |
| Orange Skye Spa, LLC | No | Yes | No | Yes | Yes | Yes | Yes | No | No |
| D.A.M.S. Trucking & Transport | No | No | No | Yes | No | No | No | No | No |
| PE Automotive | No | No | No | No | No | No | No | Yes | No |
| KMW Beverage Manufacturing, Inc. dba Apple Valley Cider | No | No | No | Yes | Yes | Yes | Yes | No | No |
| Young Guns, LLC | No | No | No | Yes | No | Yes | Yes | Yes | No |
| Savvy Business Boss | No | No | No | Yes | Yes | Yes | Yes | Yes | No |
| Corsetino Welding and Fabrication | No | No | No | Yes | Yes | Yes | Yes | | No |
| Heirloom Kitchen | No | No | No | No | No | No | No | No | No |
| Generations Primary Care | No | No | No | Yes | No | Yes | Yes | Yes | No |
| High Vibes and Zen Boutique | Yes | Yes | No | Yes | No | Yes | No | Yes | No |
| Elev8te Enterprises, LLC | Yes | Yes | No | Yes | No | Yes | Yes | Yes | No |
| Amaz'ing Nails | No | Yes | Yes | Yes | No | Yes | Yes | Yes | No |
| Blazin Bagels | No | No | Yes | Yes | No | Yes | Yes | Yes | No |
| M & V Precision Manufacturing Inc. | No | No | Yes | Yes | No | Yes | Yes | Yes | No |
| Marquis Paint & Body | No | No | No | Yes | No | Yes | Yes | Yes | No |
| Bortles Restaurant Consulting LLC | No | No | No | No | No | No | No | Yes | No |
| CCM Service, Inc. | Yes | Yes | No | Yes | No | No | No | Yes | No |
| G & I Accounting and Tax Services, LLC | Yes | No | No | No | No | No | No | Yes | No |
| Persona, Inc. | Yes | Yes | No | No | No | No | No | Yes | No |

Table D: Borrower Demographics** Reporting requirements outlined by statute*

| Borrower | Minority Owned* | Woman Owned* | Veteran Owned* | LMI Area* | Rural County* | Distressed Area* | Underserved Area* | NMTC Geography | Opportunity Zone |
|--|-----------------|--------------|----------------|-----------|---------------|------------------|-------------------|----------------|------------------|
| Phoenix Auto Detailing LLC | Yes | No | No | Yes | No | No | No | Yes | No |
| Wicked Wrench Diesel and Auto | No | No | No | Yes | Yes | No | No | No | No |
| Women's Integrative Massage Inc | Yes | Yes | No | No | No | No | No | Yes | No |
| Property Craft, LLC | No | No | No | Yes | No | No | No | Yes | No |
| Steel City Hardwood | No | No | Yes | No | No | No | No | No | No |
| Latcon Corp. | No | No | No | Yes | No | Yes | Yes | Yes | No |
| 3D Vision Eye Center | No | Yes | No | Yes | No | Yes | Yes | No | No |
| JMGVET, LLC | No | No | Yes | No | No | No | No | No | No |
| Adventures in Bethel | Yes | Yes | No | No | No | No | No | No | No |
| Amber Counseling | Yes | Yes | No | Yes | No | No | No | Yes | No |
| Ajax Hair Salon, LLC | No | Yes | No | No | Yes | No | No | No | No |
| Black Rock Masonry LLC | Yes | No | No | Yes | No | No | No | Yes | No |
| Boylan Cleaning Services LLC | Yes | Yes | No | Yes | No | No | No | Yes | No |
| Built Environment Evolution | No | Yes | No | No | No | No | No | No | No |
| Catrina Lee dba Anam Cara Cat | No | Yes | No | Yes | No | No | No | Yes | No |
| Lisa Berg dba Couch Potato Crafts | No | Yes | No | No | Yes | No | No | Yes | No |
| Diaz Agency Inc. | Yes | No | No | No | No | No | No | Yes | No |
| Euphoric Massages | No | Yes | No | Yes | No | No | No | Yes | No |
| Express Wireless | Yes | No | No | Yes | No | No | No | Yes | No |
| Golden Ramen | No | No | No | No | No | No | No | Yes | No |
| Individual Discoveries Preschool & Child Care Home | Yes | Yes | No | No | No | No | No | No | No |
| Inner Peace Yoga Therapy | No | Yes | No | No | Yes | No | No | Yes | No |
| Innova Autoglass Inc. | No | No | No | Yes | No | No | No | Yes | No |
| Kim Robards Dance Inc. | No | Yes | No | Yes | No | No | No | Yes | No |
| The Law Firm of Glassman & Faye, PC | No | No | No | No | No | No | No | No | No |
| Le'Aira's Hair Salon | Yes | Yes | No | No | No | No | No | No | No |
| M & V Precision Manufacturing Inc. | No | No | Yes | Yes | Yes | Yes | Yes | Yes | No |
| Pediatric Associates of Durango | No | Yes | No | No | Yes | No | No | Yes | No |
| Premier Home Remodels, Ltd | No | No | Yes | No | No | No | No | No | No |
| Kim Robards Dance | No | Yes | No | Yes | No | No | No | Yes | No |
| The Meadows Early Learning Center | No | Yes | No | No | No | No | No | No | No |
| Silverton Family Learning Center | No | Yes | No | No | Yes | Yes | Yes | Yes | No |
| SK&S 2008 Inc | Yes | Yes | No | No | No | No | No | No | No |
| Smedley Events LLC | No | Yes | No | No | No | No | No | No | No |

Table D: Borrower Demographics** Reporting requirements outlined by statute*

| Borrower | Minority Owned* | Woman Owned* | Veteran Owned* | LMI Area* | Rural County* | Distressed Area* | Underserved Area* | NMTC Geography | Opportunity Zone |
|--|-----------------|--------------|----------------|-----------|---------------|------------------|-------------------|----------------|------------------|
| Sopris Construction & Investments, LLC | No | Yes | No | No | No | No | No | No | No |
| Spark Consulting | No | Yes | Yes | No | Yes | Yes | Yes | No | No |
| Sturges Agency | Yes | No | No | No | No | No | No | No | No |
| TBD Foods, LLC | No | Yes | No | No | No | No | No | Yes | No |
| Threefj Construction | No | No | Yes | No | No | No | No | No | No |
| A World of Excellent Home Care | Yes | Yes | No | Yes | No | No | No | Yes | No |
| You Name It Household Services | No | Yes | No | Yes | No | No | No | Yes | No |
| Integral Physical Therapy PLLC | No | No | No | No | No | No | No | No | No |
| Bolz CPA LLC | No | Yes | No | No | No | No | No | No | No |
| San Juan Water Works | No | No | No | No | No | No | No | No | No |
| Wilson Rea Beckel & Associates | No | No | Yes | No | No | No | No | No | No |
| Southwest Appliance Inc. | No | No | No | No | No | No | No | No | No |
| 4835 W. 38th Ave. LLC | No | Yes | No | Yes | No | No | No | No | No |
| Play to Learn Therapies LLC | No | Yes | No | No | No | No | No | No | No |
| Integral Physical Therapy PLLC | No | No | No | No | No | No | No | No | No |
| Golden Music Center Corp. | No | Yes | No | Yes | No | No | No | No | No |
| 6e Technologies LLC | Yes | Yes | No | Yes | No | No | No | No | No |
| Emmanuel Stem International | Yes | Yes | No | Yes | No | No | No | No | No |
| All Year Gutters & Painting LLC | No | No | Yes | Yes | No | No | No | No | No |
| Truce Media LCA | Yes | No | No | Yes | No | No | No | No | No |
| Bended Page, LLC | No | No | No | Yes | No | No | No | No | No |
| Drives at Mile High, Ltd | Yes | No | No | No | No | No | No | No | No |
| Sandra House Cleaning Service LLC | Yes | Yes | No | No | No | No | No | No | No |
| Colorado Safety Supply Company, LLC | No | Yes | No | No | No | No | No | No | No |
| Primal Brands LLC | Yes | Yes | No | Yes | No | No | No | No | No |
| Clever Landscaping LLC | Yes | No | No | No | No | No | No | No | No |
| Amy C Enterprises, LLC dba Foster Plumbing | No | Yes | No | No | No | No | No | No | No |
| Argentina Culinaria Group, Inc. dba Maria Empanada | Yes | Yes | No | Yes | No | No | No | No | No |
| Artist Proof Collective, LLC | No | No | No | No | No | No | No | No | No |
| KW Power, Inc. | Yes | No | No | No | No | No | No | No | No |

Average Number of Employees: 8

Table E: General Business Information** Reporting requirements outlined by statute*

| Borrower | Type of Business | Employs LMI Individuals | Under \$1M in Annual Revenue | Annual Revenue | Average Salary | Current FTEs | Created FTEs |
|--|---------------------|-------------------------|------------------------------|----------------|----------------|--------------|--------------|
| Fort Collins Habitat for Humanity, Inc | Non-Profit Corp | No | No | 4,046,720 | 100,000 | 22 | 0 |
| Rocky Mountain Innovation Initiative, Inc dba Innosphere Ventures | LLC | Yes | Yes | 706,859 | 75,000 | 12 | 0 |
| Archway Housing & Services, Inc. | Non-Profit Corp | No | No | 4,292,327 | 36,213 | 23 | 0 |
| CASA of the Seventh Judicial District Inc. dba Youth and Family Advocacy | Non-Profit Corp | No | No | 1,179,065 | 35,600 | 9 | 2 |
| Conley Waste Management/Sauache Trash Service Inc. | S-Corp | Yes | Yes | 568,591 | 10,000 | 3 | 0 |
| Second Chance Center Inc. | Non-Profit Corp | No | No | 3,712,070 | 41,442 | 41 | 0 |
| Neighbor to Neighbor | Non-Profit Corp | No | No | 2,440,963 | 49,634 | 48 | 0 |
| Superior Hydraulics, Inc. | C-Corp | Yes | Yes | 143,916 | 41,600 | 5 | 0 |
| Rowe & Sons Trash Services LLC | LLC | Yes | Yes | 339,959 | 31,600 | 4 | 0 |
| Singleton Sheetmetal Works | LLC | Yes | Yes | 850,000 | 48,000 | 0 | 0 |
| Scratch Kitchen Inc. | S-Corp | Yes | Yes | 94,162 | 22,880 | 2 | 0 |
| Casabella's LLC | LLC | Yes | Yes | 75,000 | 26,400 | 2 | 0 |
| Fleet Street Barbershop & Salon | Sole Proprietorship | Yes | Yes | 85,000 | 26,000 | 1 | 0 |
| Par's Natural Foods, LLC | LLC | Yes | Yes | 117,000 | | 1 | 0 |
| Steel City Solar | LLC | Yes | Yes | 850,000 | 48,000 | 40 | 0 |
| Orange Skye Spa, LLC | LLC | Yes | Yes | 250,000 | 50,000 | 1 | 0 |
| D.A.M.S. Trucking & Transport | Sole Proprietorship | Yes | Yes | 50,000 | 60,000 | 1 | 0 |
| PE Automotive | Sole Proprietorship | Yes | Yes | 46,872 | 40,000 | 1 | 0 |
| KMW Beverage Manufacturing, Inc. dba Apple Valley Cider | LLC | Yes | Yes | 107,000 | 50,000 | 1 | 0 |
| Young Guns, LLC | LLC | Yes | Yes | 65,000 | 25,000 | 2 | 0 |
| Savvy Business Boss | Sole Proprietorship | No | Yes | 42,761 | 50,000 | 0 | 0 |
| Corsentino Welding and Fabrication | LLC | Yes | Yes | 35,450 | 50,000 | 0 | 0 |
| Heirloom Kitchen | LLC | No | Yes | 68,725 | 25,000 | 0 | 0 |
| Generations Primary Care | LLC | Yes | Yes | 303,262 | | 4 | 0 |
| High Vibes and Zen Boutique | LLC | Yes | Yes | 98,551 | | 2 | 0 |
| Elev8te Enterprises, LLC | LLC | Yes | Yes | 168,111 | 50,000 | 3 | 0 |
| Amaez'ing Nails | LLC | Yes | Yes | 106,679 | 50,000 | 2 | 0 |
| Blazin Bagels | LLC | Yes | Yes | 247,223 | 25,000 | 3 | 0 |
| M & V Precision Manufacturing Inc. | S-Corp | Yes | Yes | 106,679 | 27,000 | 4 | 0 |
| Marquis Paint & Body | LLC | Yes | Yes | 839,603 | 41,300 | 10 | 0 |
| Bortles Restaurant Consulting LLC | LLC | Yes | No | 1,459,308 | 49,000 | 17 | 0 |
| CCM Service, Inc. | S-Corp | Yes | Yes | 305,580 | 25,000 | 2 | 0 |
| G & I Accounting and Tax Services, LLC | LLC | Yes | Yes | 321,514 | 66,500 | 2 | 0 |
| Persona, Inc. | S-Corp | Yes | Yes | 67,066 | 75,000 | 0 | 0 |

Table E: General Business Information** Reporting requirements outlined by statute*

| Borrower | Type of Business | Employs LMI Individuals | Under \$1M in Annual Revenue | Annual Revenue | Average Salary | Current FTEs | Created FTEs |
|--|---------------------|-------------------------|------------------------------|----------------|----------------|--------------|--------------|
| Phoenix Auto Detailing LLC | LLC | Yes | Yes | 176,030 | 37,500 | 6 | 0 |
| Wicked Wrench Diesel and Auto | S-Corp | Yes | Yes | 168,956 | 39,250 | 4 | 0 |
| Women's Integrative Massage Inc | S-Corp | Yes | Yes | 111,024 | 82,000 | 1 | 1 |
| Property Craft, LLC | LLC | Yes | Yes | 458,256 | 37,500 | 24 | 0 |
| Steel City Hardwood | S-Corp | Yes | Yes | 155,618 | 34,500 | 3 | 0 |
| Latcon Corp. | S-Corp | Yes | Yes | 353,858 | 47,500 | 6 | 0 |
| 3D Vision Eye Center | S-Corp | Yes | Yes | 207,685 | 18,750 | 8 | 0 |
| JMGVET, LLC | LLC | No | Yes | 63,566 | 50,000 | 1 | 0 |
| Adventures in Bethel | S-Corp | Yes | Yes | 125,424 | 20,000 | 1 | 0 |
| Amber Counseling | S-Corp | Yes | Yes | 327,792 | 60,000 | 6 | 0 |
| Ajax Hair Salon, LLC | LLC | Yes | Yes | 211,452 | 26,000 | 1 | 0 |
| Black Rock Masonry LLC | LLC | Yes | Yes | 374,926 | 70,000 | 2 | 0 |
| Boylen Cleaning Services LLC | LLC | No | Yes | 204,456 | 33,000 | 1 | 0 |
| Built Environment Evolution | LLC | Yes | Yes | 117,128 | | 1 | 0 |
| Catrina Lee dba Anam Cara Cat | Sole Proprietorship | Yes | Yes | 36,000 | 30,000 | 1 | 0 |
| Lisa Berg dba Couch Potato Crafts | | Yes | Yes | | 30,000 | 1 | 0 |
| Diaz Agency Inc. | S-Corp | Yes | Yes | 547,122 | 40,000 | 3 | 0 |
| Euphoric Massages | LLC | Yes | Yes | 50,844 | 46,000 | 1 | 0 |
| Express Wireless | LLC | Yes | Yes | 120,000 | 7,000 | 1 | 0 |
| Golden Ramen | LLC | Yes | Yes | 890,763 | 41,600 | 15 | 0 |
| Individual Discoveries Preschool & Child Care Home | Sole Proprietorship | Yes | Yes | 112,029 | 1,000 | 1 | 0 |
| Inner Peace Yoga Therapy | LLC | Yes | Yes | 567,352 | 80,000 | 1 | 0 |
| Innova Autoglass Inc. | S-Corp | Yes | Yes | 165,654 | 63,000 | 1 | 0 |
| Kim Robards Dance Inc. | Non-Profit Corp | No | Yes | 308,708 | 35,000 | 6 | 0 |
| The Law Firm of Glassman & Faye, PC | S-Corp | Yes | Yes | 156,688 | 70,000 | 2 | 0 |
| Le'Aira's Hair Salon | LLC | Yes | Yes | 93,600 | 15,000 | 2 | 1 |
| M & V Precision Manufacturing Inc. | S-Corp | Yes | Yes | 106,679 | 40,000 | 3 | 0 |
| Pediatric Associates of Durango | S-Corp | Yes | Yes | 595,388 | 21,000 | 8 | 0 |
| Premier Home Remodels, Ltd | S-Corp | Yes | No | 1,214,532 | 35,000 | 14 | 0 |
| Kim Robards Dance | Non-Profit Corp | Yes | Yes | 308,708 | 60,000 | 1 | 0 |
| The Meadows Early Learning Center | LLC | Yes | No | 1,706,758 | 32,000 | 26 | 0 |
| Silverton Family Learning Center | Non-Profit Corp | Yes | Yes | 310,058 | 50,000 | 5 | 0 |
| SK&S 2008 Inc | S-Corp | Yes | Yes | 463,758 | 28,000 | 5 | 0 |
| Smedley Events LLC | LLC | Yes | Yes | 326,756 | 40,000 | 1 | 0 |

Table E: General Business Information** Reporting requirements outlined by statute*

| Borrower | Type of Business | Employs LMI Individuals | Under \$1M in Annual Revenue | Annual Revenue | Average Salary | Current FTEs | Created FTEs |
|--|---------------------|-------------------------|------------------------------|----------------|----------------|--------------|--------------|
| Sopris Construction & Investments, LLC | S-Corp | Yes | Yes | 38,706 | 24,000 | 2 | 0 |
| Spark Consulting | LLC | Yes | Yes | 89,020 | 24,000 | 3 | 0 |
| Sturges Agency | LLC | Yes | Yes | 332,310 | 24,000 | 2 | 0 |
| TBD Foods, LLC | LLC | Yes | Yes | 137,052 | 43,000 | 11 | 0 |
| Threefj Construction | Sole Proprietorship | Yes | Yes | 60,000 | 72,000 | 1 | 0 |
| A World of Excellent Home Care | S-Corp | Yes | Yes | 274,104 | 27,000 | 10 | 0 |
| You Name It Household Services | LLC | Yes | Yes | 111,888 | | 0 | 0 |
| Integral Physical Therapy PLLC | Other | | No | 1,146,700 | 56,000 | 21 | 3 |
| Bolz CPA LLC | LLC | No | Yes | 353,410 | 54,877 | 4 | 1 |
| San Juan Water Works | C-Corp | No | Yes | 918,902 | 27,000 | 13 | 0 |
| Wilson Rea Beckel & Associates | LLC | No | Yes | 906,319 | 32,472 | 7 | 0 |
| Southwest Appliance Inc. | S-Corp | No | No | 5,812,001 | 62,333 | 15 | 0 |
| 4835 W. 38th Ave. LLC | LLC | No | No | 3,215,972 | 40,000 | 21 | 0 |
| Play to Learn Therapies LLC | LLC | Yes | No | 1,476,444 | 39,500 | 34 | 4 |
| Integral Physical Therapy PLLC | Other | Yes | No | 1,146,700 | 60,000 | 24 | 7 |
| Golden Music Center Corp. | S-Corp | No | No | 1,247,074 | 40,000 | 13 | 2 |
| 6e Technologies LLC | LLC | No | No | 3,915,896 | 144,257 | 13 | 2 |
| Emmanuel Stem International | Non-Profit Corp | Yes | Yes | 205,456 | 40,000 | 2 | 0 |
| All Year Gutters & Painting LLC | LLC | No | Yes | 866,994 | 49,600 | 6 | 0 |
| Truce Media LCA | C-Corp | Yes | Yes | 618,515 | 60,000 | 0 | 0 |
| Bended Page, LLC | LLC | No | No | 7,104,871 | 40,000 | 73 | 0 |
| Drives at Mile High, Ltd | Professional Corp | No | Yes | 557,688 | | 0 | 0 |
| Sandra House Cleaning Service LLC | LLC | No | Yes | 123,749 | 30,000 | 2 | 0 |
| Colorado Safety Supply Company, LLC | LLC | Yes | No | 1,657,935 | 45,000 | 6 | 0 |
| Primal Brands LLC | LLC | Yes | No | 4,453,995 | 134,000 | 1 | 0 |
| Clever Landscaping LLC | LLC | Yes | No | 2,262,082 | 41,600 | 18 | 0 |
| Amy C Enterprises, LLC dba Foster Plumbing | LLC | No | No | 6,470,264 | 75,000 | 27 | 0 |
| Argentina Culinaria Group, Inc. dba Maria Empanada | Professional Corp | Yes | No | 5,756,134 | 47,835 | 39 | 12 |
| Artist Proof Collective, LLC | LLC | No | No | 3,270,000 | 55,000 | 20 | 0 |
| KW Power, Inc. | S-Corp | No | Yes | 339,000 | 50,000 | 2 | 2 |

Table F: CLIMBER Loan Defaults

There are no loans reporting to be in default