

**CITY MANAGER'S OFFICE MEMORANDUM  
#14-2020**

**DATE:** February 24, 2020

**TO:** Honorable Mayor Meredith Leighty and City Council Members

**THROUGH:** Heather Geyer, City Manager *hmg*

**FROM:** Debbie Tuttle, Economic Development Director & NURA Executive Director *DT*

**SUBJECT:** 2019 Q/4 & Year-End Economic Development Report

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**PURPOSE**

The purpose of this report is to provide updates for Q/4 2019 and a year-end overview on economic development projects and activities. A presentation of the information is included as Attachment 1.

**NEW DEVELOPMENTS COMING SOON**

**Co-Working Space Coming to Northglenn**

Office Evolution, the largest co-working franchisor in the U.S. will open a new 11,300-square-foot facility in the Metro North office building at 11990 Grant St., Suite 550. They will offer solutions for entrepreneurs and small businesses with offices and shared and virtual workspaces. This will include 45 private offices, two conference rooms, drop-in options, phone-answering, address and mail services, and other professional amenities. They are currently working on tenant improvements and plan to open this spring.

**112<sup>th</sup> Avenue & Huron Street Redevelopment**

Two commercial land sites are planned for redevelopment at 112<sup>th</sup> Avenue & Huron Street. NNN Huron 112 LLC is developing 1.97 acres of vacant land located north of the BBVA bank for a new 3,060-square-foot 7-11 convenience store with six fuel pumps and an independent car wash. Additionally, the BBVA bank lot to the south is concurrently redeveloping their site and will demo its existing facility and construct a smaller bank building. There will be an additional one-acre site for future development opportunities.

**Karl's Farm**

Centre Communities plans to develop 63.8 acres of vacant land at 120<sup>th</sup> Avenue & York Street. This will be a master-planned mixed-use development. Three residential developers (Southern Land, Richmond, and Meritage) are in the entitlement process for a variety of new housing opportunities.

**Marketplace Redevelopment** owners, Hutensky Capital Partners, invested \$2 million in the tenant finish to relocate the existing Bed Bath & Beyond store to make room for construction of a new Harkins Theatre and future redevelopment opportunities on the site.



*Bed Bath & Beyond relocates to allow space for new Harkins Theatre.*

### Civic Center

Construction is underway for the new 87,887 square-foot recreation center, senior center and performing arts theatre. The Northglenn Urban Renewal Authority (NURA) bonded \$11 million for public infrastructure improvements for the Civic Center project. The trunk infrastructure and detention pond construction will help spur new private sector redevelopment opportunities on the remaining 11.4 acres of land. This investment by NURA takes advantage of utilizing Tax Increment Financing (TIF) for a longer period of time, low bond rates, and strong market conditions for future private sector development. A Request for Qualifications was released in February to seek a master developer for the remaining private sector land.



*Construction underway on infrastructure to support new Civic Center development.*

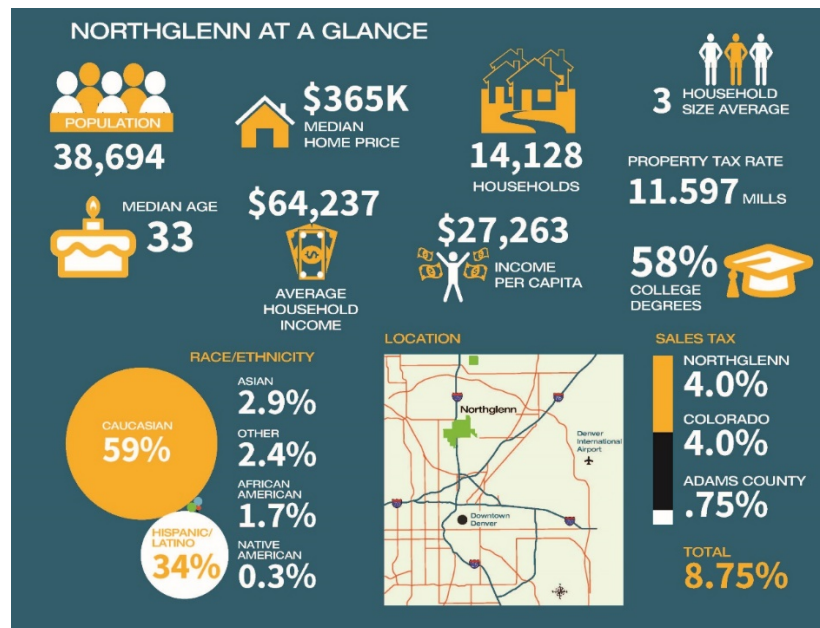
### Delta by Marriott

An \$18 million interior and exterior renovation to the existing Ramada Plaza Hotel is planned. Once complete this will be a Delta by Marriott full-service hotel, with a Starbucks and Tony Roma's restaurant.

## 2019 ECONOMIC DEVELOPMENT ANNUAL RECAP

### Annual 2019 Northglenn at a Glance

Below is an infographic that includes updated Denver Regional Council of Governments (DRCOG) Northglenn demographics for 2019.



### Annual 2019 Project Highlights

- **Bed Bath & Beyond** relocated its existing store to the 25,100-square-foot former Borders building on the east side of the Marketplace in late October 2019.
- **Boondocks** located at 11425 Community Center Drive invested more than \$1.5 million in its facility. Interior improvements included a full-service restaurant, bar, kitchen, private event space, bowling alley and, other major interior enhancements.
- **The Courts** completed construction of its \$4.8 million, 31,500-square-foot, multi-purpose sports complex located at 112<sup>th</sup> Ave. & Washington St. and opened in January 2020.
- **Scooters Coffee** broke ground on a 557-square-foot drive-thru coffee shop at 11461 Washington St. and invested \$538,000. They completed construction and opened in February 2020.



*Youth basketball tournament at The Courts new multi-purpose sports complex.*



*Scooters Coffee opens new store at 11461 Washington St.*

### Annual 2019 Economic Indicators

The chart below provides a snapshot of Northglenn economic indicators for 2019.

The city experienced increased capital investment, job creation, and an increased tax base. This included more than \$23 million in building valuation permits for new commercial construction.



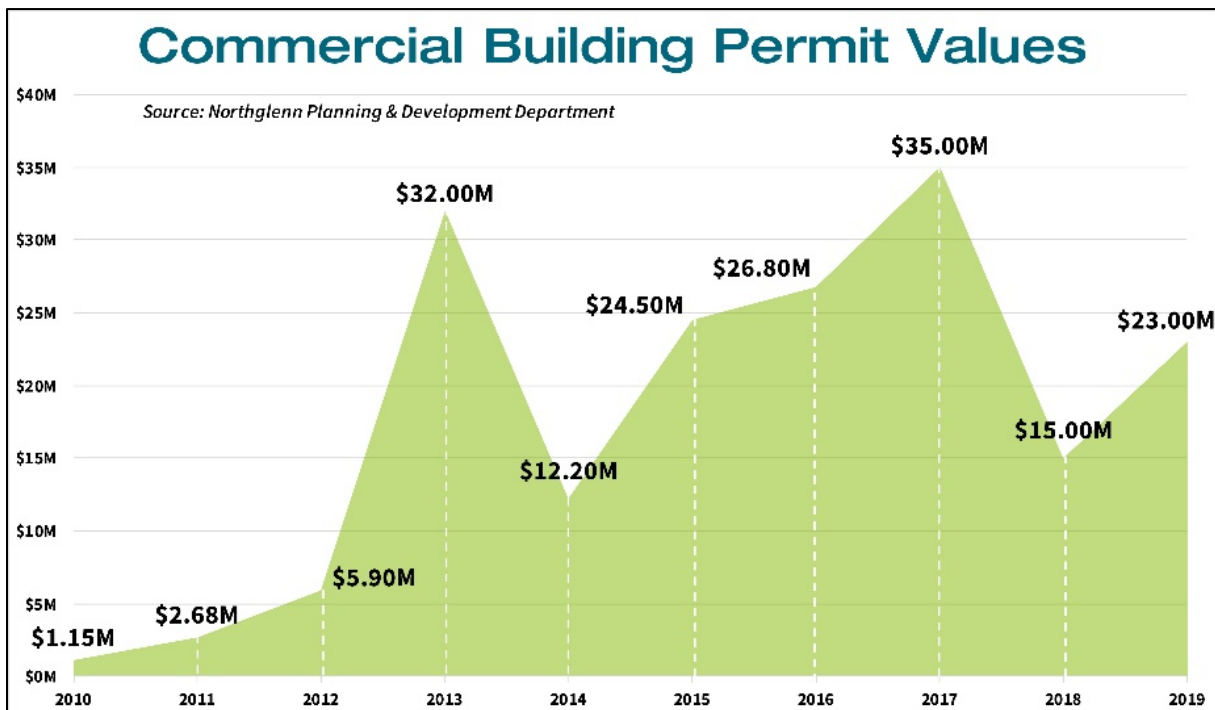
### Annual 2019 Business Expansion & Retention Goals & Programs

Below highlights some major business retention and expansion (BRE) programs and marketing efforts completed in 2019. Attachment 2 provides a complete list of the BRE goals and accomplishments.

- (9,919) ED Website Visits – (4,137) Shop Northglenn Visits
- (116) Formal Business Retention Visits
- 8<sup>th</sup> Annual Business Appreciation Breakfast – (275) Attendees
- 6<sup>th</sup> Annual Business Survey – (60) Respondents
- Small Business Saturday and Count the Lights Events
- (18) Ribbon-Cuttings – (1) Business After Hours – (2) Business Outreach Workshops
- (1) Business Area Training on Crime, Homelessness & Transient Population
- (72) Businesses Advertised on the Digital Advertising Billboard (DABS)
- (2) Advertisements and (4) Press Releases
- (11,000) Utility Billing Inserts for Shop Local Campaign
- Social Media – Increased Twitter Followers by 25% and Facebook Followers by 57%
- (12) Business E-Newsletters – (783) Subscribers – Open Rate (46%)

### Annual 2019 Commercial Building Permits

The below chart shows a 35% increase in 2019 commercial building permits from the previous year.





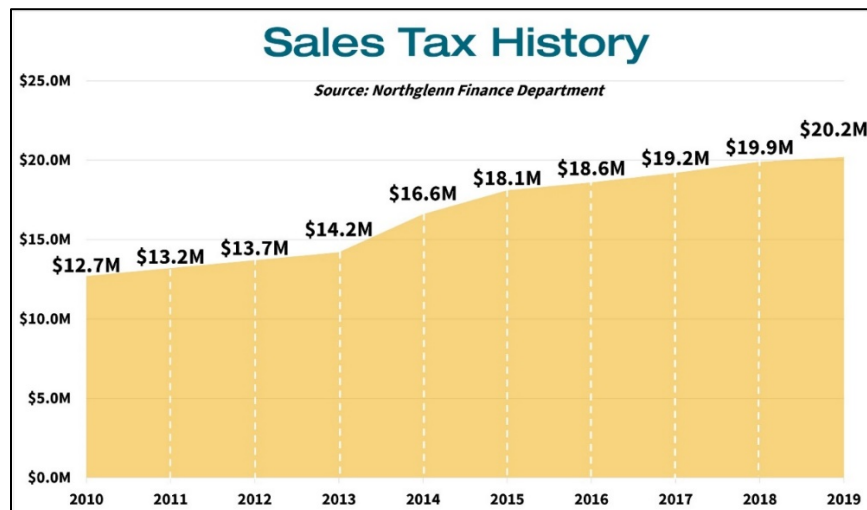
### Annual 2019 Housing Statistics

At the end of December, the average median list price for a single-family Northglenn home was \$365K vs. \$348K last year at this time.



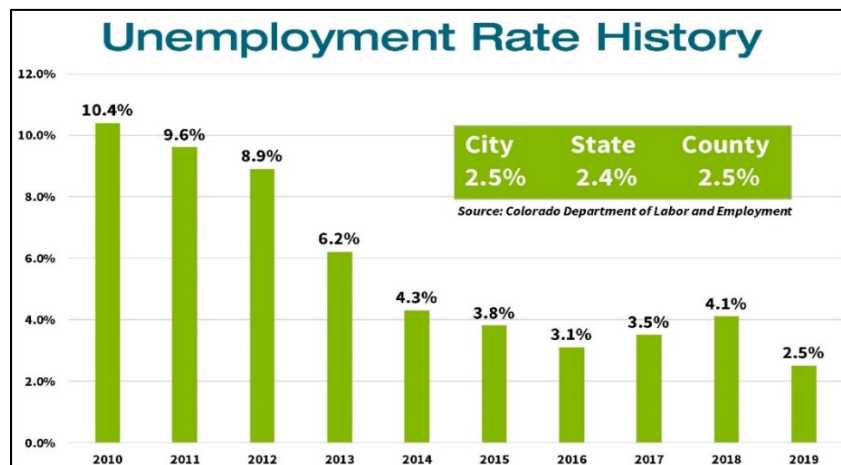
### Annual 2019 Sales Tax

The chart below indicates that sales/use taxes for 2019 remained static from the previous year.



### Annual 2019 Unemployment Rates

The chart below indicates that Northglenn's unemployment rate declined from 4.1% in 2018 to 2.5% at the end of 2019.



### Annual 2019 New Business Announcements

At the end of December 2019, Northglenn reported a total of 968 businesses. Of that total, 752 were storefronts and 216 were home-based businesses. This resulted in 78 new storefronts and 44 home-based businesses, which added 275 storefront and 53 home-based jobs. Storefront businesses absorbed 141,951 square feet of office, retail and industrial space. There were 55 businesses that closed, which made the 2019 net new businesses 23. A full list of 2019 storefront and closed businesses are included in Attachments 3 and 4. Visit <https://shopnorthglenn.org> for a directory of all licensed Northglenn businesses.

### 2019 New Storefront Business Licenses\*

Month Announced	New Storefront Businesses	New Employees	S/F Absorption
January	8	83	28,068
February	14	25	17,191
March	12	21	14,080
April	5	7	1,417
May	7	65	33,622
June	5	7	5,022
July	4	4	180
August	2	5	3,298
September	8	15	9,924
October	5	23	13,979
November	5	14	8,820
December	3	6	6,350
<b>TOTALS</b>	<b>78</b>	<b>275</b>	<b>141,951</b>
YTD Closed Businesses	55	182	118,830
<b>NET NEW TOTALS</b>	<b>23</b>	<b>93</b>	<b>23,121</b>

Notes: Seasonal, temporary, storage facilities, and home-based businesses are not included in the total new storefront business figures. Businesses that change their name, but not new ownership, or new owners that do not change the name of the business are also not included in this report. Additionally, monthly totals may change based on when they file their business license.

### Q/4 2019 ECONOMIC DEVELOPMENT UPDATES

#### Holiday Business After-Hours

On December 13, Northglenn businesses shared some holiday cheer and light hors d'oeuvres at the annual business holiday after-hours event held at the historic Stonehocker Farmhouse located at 10950 Fox Run Parkway. Approximately 30 people attended the festive evening of networking hosted by the Northglenn Historic Preservation Commission and Economic Development Division.



*Holiday Business After-Hours networking event at Stonehocker Farmhouse.*

### Count the Lights Contest

On December 23, Mayor Meredith Leighty and the Economic Development Division presented prizes to the winners of the Count the Lights contest. The following kids won:

- 1<sup>st</sup> Place, \$1,000: Sherman Kage, Age 18, Haxtun
- 2<sup>nd</sup> Place, \$500: Sean Carpenter, Age 9, Littleton
- 3<sup>rd</sup> Place, \$250: Malaika Bell, Age 12, Thornton
- 4<sup>th</sup> Place, \$150: Donny Nelson, Age 11, Northglenn
- 5<sup>th</sup> Place, \$100: Lyric Manzanares, Age 8, Brighton

A special thanks to the Northglenn Historic Preservation Commission for providing the firetruck, and to the Northglenn Urban Renewal Authority for sponsoring this contest.



*Mayor Meredith Leighty presented awards to the 2019 Count the Lights winners.*

### Q/4 Ribbon Cuttings

**High Ride Cycle** held their ribbon-cutting on December 12. They leased 2,450 square feet at 2145 E. 120<sup>th</sup> Ave., Unit H. This indoor cycling studio offers instructor-led, high-intensity classes. They employ four people. For more information, call 303.477.0793 or go to <https://www.indoorcyclingnorthglenn.com>.



*High Ride Cycle ribbon-cutting celebration.*

**Senior Hub** held their ribbon-cutting and open house on December 10 to celebrate moving its office and facilities back to Northglenn. They leased 3,900 square feet at 10190 Bannock St., #105. The move allowed Senior Hub to better utilize agency funds, combine their food pantry and Meals on Wheels programs into one location, and have an in-suite training and dedicated conference room to host more senior classes. For more information, call 303.426.4408 or go to <https://seniorhub.org>.



*Senior Hub ribbon-cutting and celebration.*

### Q/4 New Storefront Businesses

In Q/4 2019, Northglenn announced 13 new storefront businesses, reporting 43 new jobs, and absorbing 29,149 square feet of office, industrial and retail space. In addition, eight new home-based businesses were reported.

**Bare Metal Manufacturing, Inc.** leased 3,900 square feet at 10750 Irma Drive, Unit 5. This metal fabrication business specializes in custom designs and employs three people. For more information, call 303.862.6014 or go to <https://baremetalmfg.com>.

**Callies Cannabis Shoppe** leased 2,600 square feet at 920 W. 104<sup>th</sup> Ave. This recreational marijuana dispensary employs eight people. For more information, call 303.379.9526 or go to <https://shoppecallies.com>.

**High Ride Cycle** leased 2,450 square feet at 2145 E. 120<sup>th</sup> Ave., Unit H and employs four people. For more information, call 303.477.0793 or go to <https://www.indoorcyclingnorthglenn.com>.

**Phenix Salon Suites** welcomed the following businesses to their location at 10620 Melody Drive, Unit F.

**Dolled Unlimited** is a nail salon and employs one person. They provide manicures, gel nails, overlay, polish, and nail art and design. For more information, call 720.233.2455.

**Lavish Shear Studio** is a hair salon that specializes in cuts, style, color hair extensions, and special occasion styles. They employ one person. For more information, call 720.690.5637.

**Pat's Place** offers hair services including cut, style, color, perm, relaxer, corrective color, balayage, ombre, blowouts, and waxing. They employ one person. For more information, call 303.246.9009.

**The Lone Hare LLC** is a hair salon offering cuts, style, balayage, ombre, and waxing. They employ one person. For more information, call 720.591.8596.

**Too Glam to Give a Damn** offers hair services including cut, style, color, perm, relaxer, corrective color, braiding, ethnic hair, balayage, ombre, and blowouts. They employ one person. For more information, call 720.365.2641.

**Quantum Pump and Controls LLC** leased 3,900 square feet at 10750 Irma Drive, Unit 4. This water and sewer contractor employs one person. For more information, call 720.237.4500.

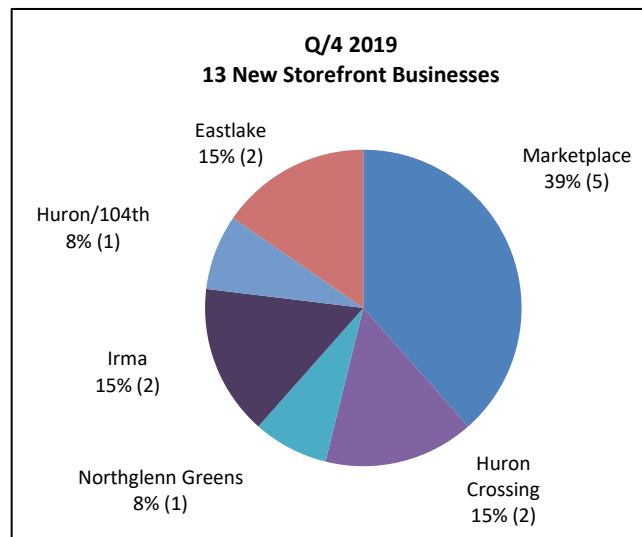
**Senior Hub** leased 3,900 square feet located at 10190 Bannock St., #105 and employs four people. For more information, call 303.426.4408 or go to <https://seniorhub.org>.

**Tailored Glo LLC** leased 1,772 square feet located at 2145 E. 120<sup>th</sup> Ave., Unit C. This tanning salon employs one person. For more information, call 720.872.8398 or go to <https://www.facebook.com/TailoredGlo>.

**Tik Tok Ink LLC** leased 3,148 square feet at 425 W. 115<sup>th</sup> St., Suite #1. This business provides screen printing, promotional gear, and embroidery. They employ seven people. For more information, call 720.310.5543 or go to <https://www.tiktokink.com>.

#### Q/4 Storefront Locations

The chart to the right reflects the locations of the 13 new storefront businesses in Q/4 2019. The largest concentration of new businesses is located in the Marketplace area, specifically five in the Phenix Salon facility.





#### **Q/4 Home-Based Businesses**

**Candace Cullen** is a home-based nutritional consultant and employs one person. For more information, call 720.201.9650.

**Certified RV Mobile Service LLC** is a mobile RV service shop that comes to your location to diagnose, service and make repairs to your RV. They employ one person. For more information, call 970.779.5834.

**Hielda's Daycare** is a home daycare business and employs one person. For more information, call 720.921.5375.

**Just a Bowl of Cheri's** is a short-term rental property business and employs one person. For more information, call 303.502.6642.

**Ony's Beauty Lounge** is a home-based beauty salon and employs one person. For more information, call 720.609.8200.

**Toni's Place** is a short-term rental property business and employs one person. For more information, call 720.347.9197.

**Tree Guys Services LLC** is a home-based tree removal service and employs six people. For more information, call 720.422.7659.

**Your Home Away From Home** is a short-term rental property business and employs one person. For more information, call 720.496.9728.

#### **Q/4 Businesses in the News**

Adams County No. 1 in U.S. for Job Growth in 2019:

[https://www.bls.gov/news.release/archives/cewqtr\\_11202019.htm](https://www.bls.gov/news.release/archives/cewqtr_11202019.htm)

Colorado Regulators Find Dozens of Violations at Local Petco Stores:

<https://www.denverpost.com/2019/12/10/petco-animal-welfare-violations-colorado-stores-peta/>

Core Progression (first location in Northglenn) Fitness Company Taking Off

<https://arvadapress.com/stories/fitness-company-taking-off-for-arvada-native,291874>

The Green Solution (first store in Northglenn) Sells for \$140 Million:

<https://www.9news.com/article/news/local/colorado-marijuana-company-sells-for-140-million/73-d47f0e64-66f4-4bef-8d06-60784498563d>

### Q/4 Business Anniversaries

The city would like to recognize and thank the following companies which celebrated major milestones of doing business in Northglenn. Congratulations!



#### 40 Years

Alexander Hamilton  
*Hernandez & Sons*

#### 30 Years

Farmer's Insurance – Nate Bingel

#### 20 Years

Cinzzetti's Italian Market Restaurant  
 Creative Awards  
 Door Installations  
 Famous Footwear  
*La Familia*  
 Shamrock Properties  
*Tyke Publishing of Colorado*

#### 15 Years

*Briggsaero Bicycles*  
*Dun-Rite Cleaning Services*  
*Monica R Streif Massage Therapist*  
 Northglenn Self-Storage Partners  
 Ramada Plaza Convention Center

#### 10 Years

Big D's Liquor  
 Friends Trading Company  
 Gerald Hendricks & Co.  
 Splash Window Tinting  
*The Word*  
 Westview Automotive

#### 5 Years

*Affordable Electrical Service*  
 Colorado Bar and Grill  
 Denver Escape Room  
*Dreamweave by Nickico*  
 Honeyman Services  
 Maranello Motorworks  
 Metro PCS  
 Laundry Spot  
 Northpoint Surgery  
 Old School Garage  
 Senior Helpers  
*Skinny's Sound and Staging Productions*  
 Smoker's World  
 SpeedWise IT Services  
 Verizon Wireless

*Note: Italics denotes a home-based business*

### Q/4 Commercial Real Estate

The table below summarizes the available Northglenn office, industrial and retail space at the end of Q/4 2019 compared to Q/3 2019. In Q/4 2019, retail and office and industrial vacancy rates increased.

Property Type	Q/4 2019 # of Properties	Q/4 2019 Total S/F	Q/4 2019 Vacant S/F	Q/4 2019 Avg. S/F Lease Rate	Q/4 2019 % Vacancy	Q/4 2019 % Vacancy	Q/3 2019 % Vacancy
Office	38	761,432	29,834	\$24.76/fs	3.9%	↑	3.8%
Industrial	47	1,157,750	20,914	\$9.00/nnn	1.8%	↑	1.1%
Retail	131	1,902,187	165,819	\$15.39/nnn	8.7%	↑	8.6%

*Source: Historical data can vary based on revised Costar reporting methods and reclassification of properties.*

### Q/4 Housing

Below is a comparison of the median list prices of homes for the following six cities according to Valuecheck at the end of December 2019. For Northglenn, the median list price is \$365,000.

Category	Brighton	Broomfield	Commerce City	Northglenn	Thornton	Westminster
Median List Price	\$475,385	\$583,325	\$429,888	<b>\$365,000</b>	\$448,000	\$540,000
List Price Range	\$179,000 - \$2.1M	\$319,000 - \$3.5M	\$175,000 - \$644,000	<b>\$319,900 - \$574,997</b>	\$350,000 - \$599,000	\$310,000 - \$1.9M
Avg. Days on Market	109	99	61	<b>66</b>	41	75
Inventory	207	80	79	<b>11</b>	19	49

Source: Valuecheck – 12/2019

### Q/4 Social Media & Website Statistics

Below provides an update on the Economic Development social media and website activity.

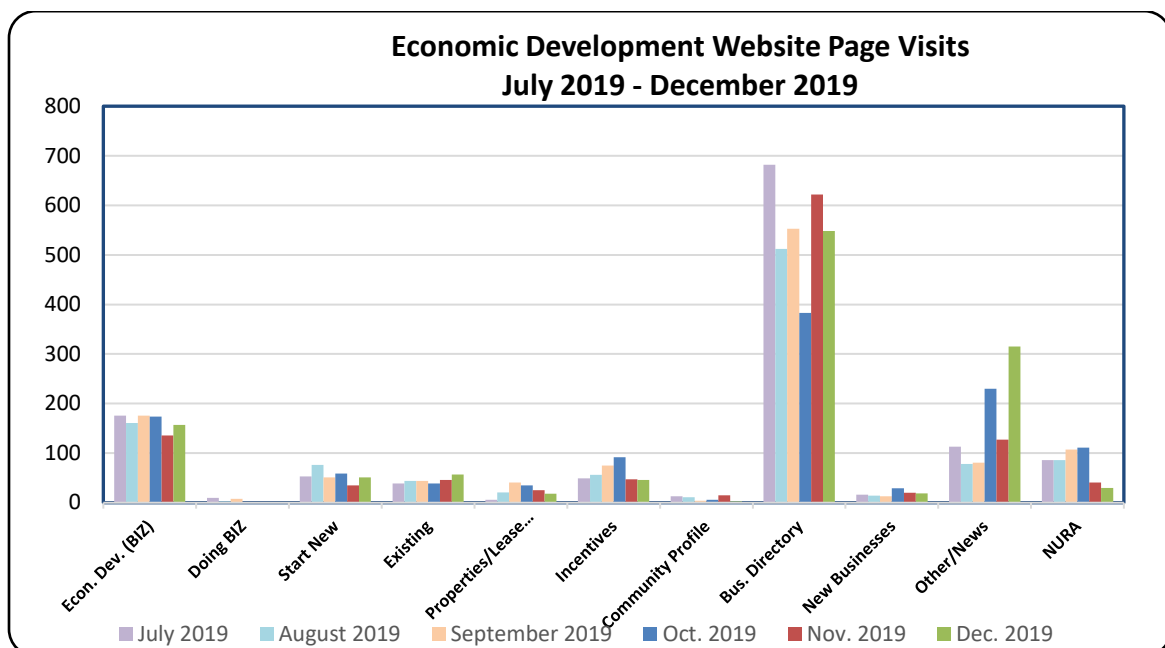
#### Q/4 Twitter Analytics

Total Followers	New Followers	Total # of Tweets	Impressions	Engagements	Engagement Rate
207↑	5↑	33↓	18,891↑	247↓	1.95%↑

#### Q/4 Facebook Insights

Total Followers	New Followers	Total # of Posts	Reach	Engagements
306↑	19↑	40↑	7,162↓	1,700↑

#### Website Page Visits



## **NURA UPDATES**



### **Annual 2019 NURA Investments**

Last year, the North Glenn Urban Renewal Authority (NURA) awarded 19 business improvement grants to 17 different businesses totaling \$158,042. These grants leveraged \$7.2 million in private commercial property improvements.

### **Q/4 2019 NURA Resolutions**

The following resolutions were approved by NURA in Q/4:

#### **October 2019**

- a. Resolution N/19-31 – Scooter's Coffee Business Improvement Grant (BIG) \$12,500
- b. Resolution N/19-32 – Scooter's Coffee Business Utility Assistance Grant (BUAG) \$12,500
- c. Resolution N/19-33 – Ramos Law LLC Business Utility Assistance Grant (BUAG) \$12,500
- d. Resolution N/19-34 – Ninyo & Moore Sixth Amendment to PSA
- e. Resolution N/19-35 – Advanced Environmental Technologies, LLC PSA

#### **November 2019**

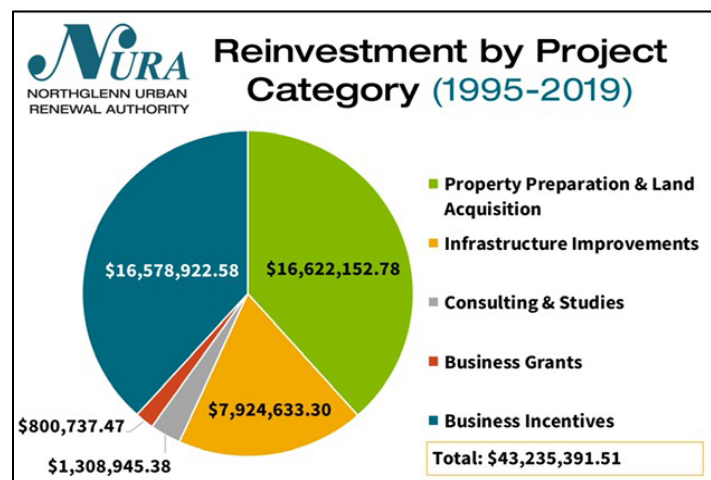
- a. Resolution N/19-36 – Sponsorship for the Count the Lights Program
- b. Resolution N/19-37 – Office Plaza South Business Utility Assistance Grant (BUAG)
- c. Resolution N/19-38 – Mountain Man Nut & Fruit Co. Business Improvement Grant (BIG)
- d. Resolution N/19-39 – 2020 Urban Renewal Area Plan #1 Budget Approval
- e. Resolution N/19-40 – 2020 Urban Renewal Area Plan #2 Budget Approval
- f. Resolution N/19-41 – Ray's Tank Business Improvement Grant (BIG)

#### **December 2019**

- a. Resolution N/19-42 – Second Amendment Spot Wash on Pearl Business Improvement Grant (BIG)
- b. Resolution N/19-43 – Second Amendment Spot Wash on Pearl Business Utility Assistance Grant (BUAG)
- c. Resolution N/19-44 – First Amendment Gunther Toody's Business Improvement Grant (BIG)

### **Historical NURA Reinvestments**

Below represents \$43.2 million that NURA has reinvested in urban renewal areas since 1995.





**STAFF REFERENCE**

If Council has any comments or questions, they may contact Debbie Tuttle, Economic Development Director and NURA Executive Director, at [dtuttle@northglenn.org](mailto:dtuttle@northglenn.org) or 303.450.8743.

**ATTACHMENTS**

1. Presentation
2. 2019 Business Retention and Expansion Goals
3. 2019 New Storefront Businesses
4. 2019 Closed Storefront Businesses



# 2019 Economic Development

## Q/4 & Year-End at a Glance

Feb. 24, 2020

**DISCOVER***Northglenn*



# NORTHGLENN STRATEGIC PLAN 2019 • 2023

## VISION, MISSION & VALUES



### Vision

Northglenn is a diverse and welcoming community that celebrates its small-town character, urban energy, and thriving businesses.



### Our Commitment

To provide a high quality of life to our residents and businesses through the provision of excellent municipal services.



### Values

- Sustainability
- Inclusivity
- Innovation
- Engagement

## STRATEGIC GOALS



### High-Performance Government

Respect the city's human and fiscal resources by delivering a high-performance government with a strong organizational culture.



### Community Engagement

Invest in a sense of place and resident satisfaction with community engagement efforts.



### Public Safety

Northglenn is a safe community to live, work, learn and play.



### Business Retention and Growth

Cultivate and grow the quality and diversity of businesses to sustain the local economy and workforce.



### Housing Opportunities

Curate the diversity of housing stock for all ages, socioeconomic demographics and family types, and increase investment in housing repairs and renovations.



### Diverse Community

Maintain and celebrate our diverse community.



### Sustainability

Increase environmental sustainability.



### Infrastructure

Invest in Northglenn's infrastructure to provide quality roads, trails, parks, city buildings, water and wastewater systems.

Go to [www.northglenn.org/council](http://www.northglenn.org/council) to view the entire document.





# PROJECTS COMING SOON





# **2019** **NORTHGLENN** **AT A GLANCE**

# NORTHGLENN AT A GLANCE



POPULATION  
**38,694**



**\$365K**  
MEDIAN  
HOME PRICE



**13,699**  
HOUSEHOLDS



**3** HOUSEHOLD  
SIZE AVERAGE



MEDIAN AGE  
**33**

**\$64,237**



AVERAGE  
HOUSEHOLD  
INCOME

**\$27,263**  
INCOME  
PER CAPITA

PROPERTY TAX RATE  
**11.597** MILLS

**58%**  
COLLEGE  
DEGREES



## RACE/ETHNICITY



CAUCASIAN  
**59%**

HISPANIC/  
LATINO

**34%**

ASIAN  
**2.9%**

OTHER  
**2.4%**

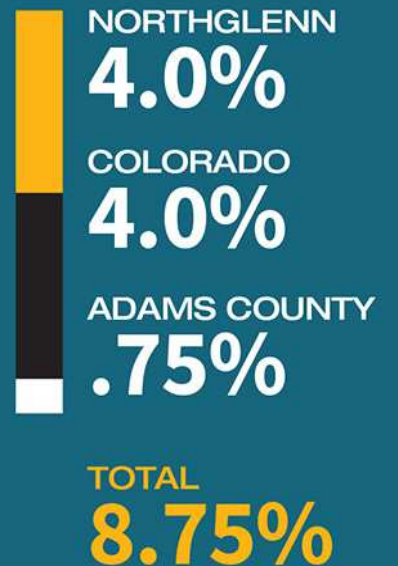
AFRICAN  
AMERICAN  
**1.7%**

NATIVE  
AMERICAN  
**0.3%**

## LOCATION



## SALES TAX



# DISCOVER*Northglenn*

## Economic Indicators



141,951

Square Feet of Retail, Office and Industrial Space Absorbed



275

New Storefront Jobs



89

New Business Prospects



116

Business Retention Activities



122

New Businesses  
78 Storefront • 44 Home-Based



2.5%

Unemployment Rate

## 2019 Economic Development *At a Glance*

# DISCOVER *Northglenn*



## Commercial Projects At a Glance





# Sales Tax At a Glance

# DISCOVERNorthglenn

## NORTHGLENN HOUSING STATISTICS



**\$365K**

Median List Price



**\$320K-575K**

List Price Range



**66**

Average Days on Market



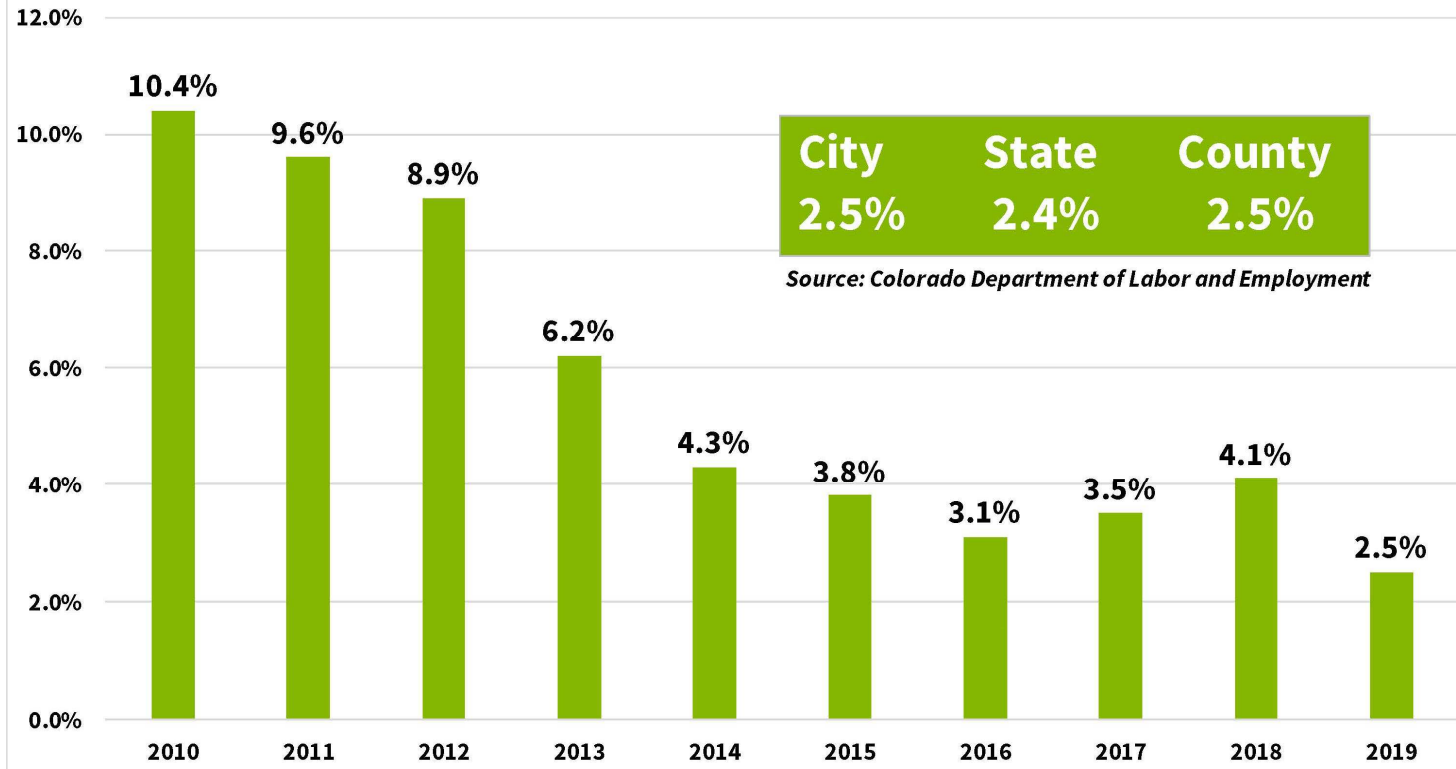
**11**

Inventory

*Source: Valuecheck - 12/2019*

# Single-Family Housing At a Glance

# Unemployment Rate History



## Unemployment At a Glance



# Q/4 Highlights

# DISCOVERNorthglenn

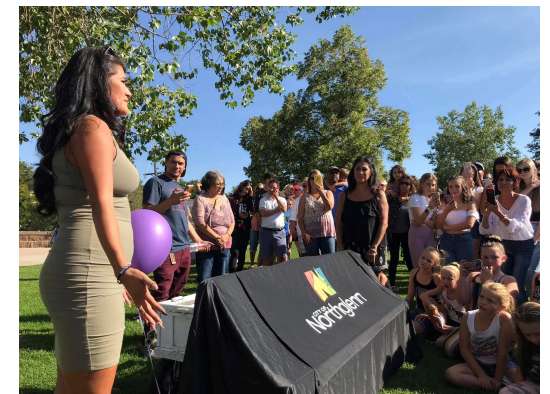
## COMMERCIAL REAL ESTATE: Q4 2019

	Vacancy	Properties	Square Feet	Lease Rate
 Office	3.9%	38	761,432	\$24.76 S/F
 Industrial	1.8%	47	1157,758	\$9/nnn
 Retail	8.7%	131	1,902,187	\$15.39/nnn

Source: CoStar

**Commercial Properties**  
**At a Glance**





# Business Retention & Expansion



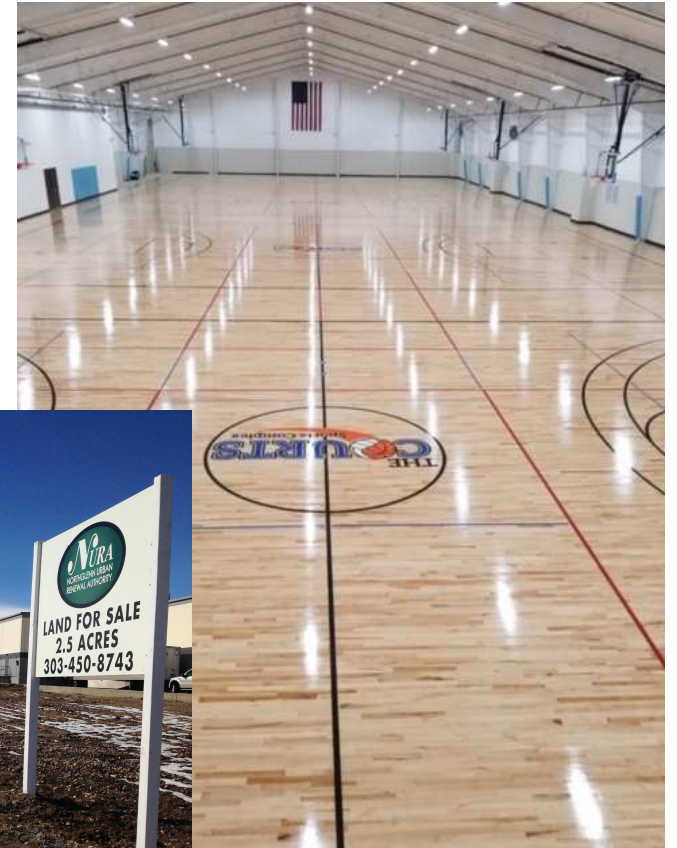
# URBAN RENEWAL



# Scooters

## Phase 2 - Redevelopment

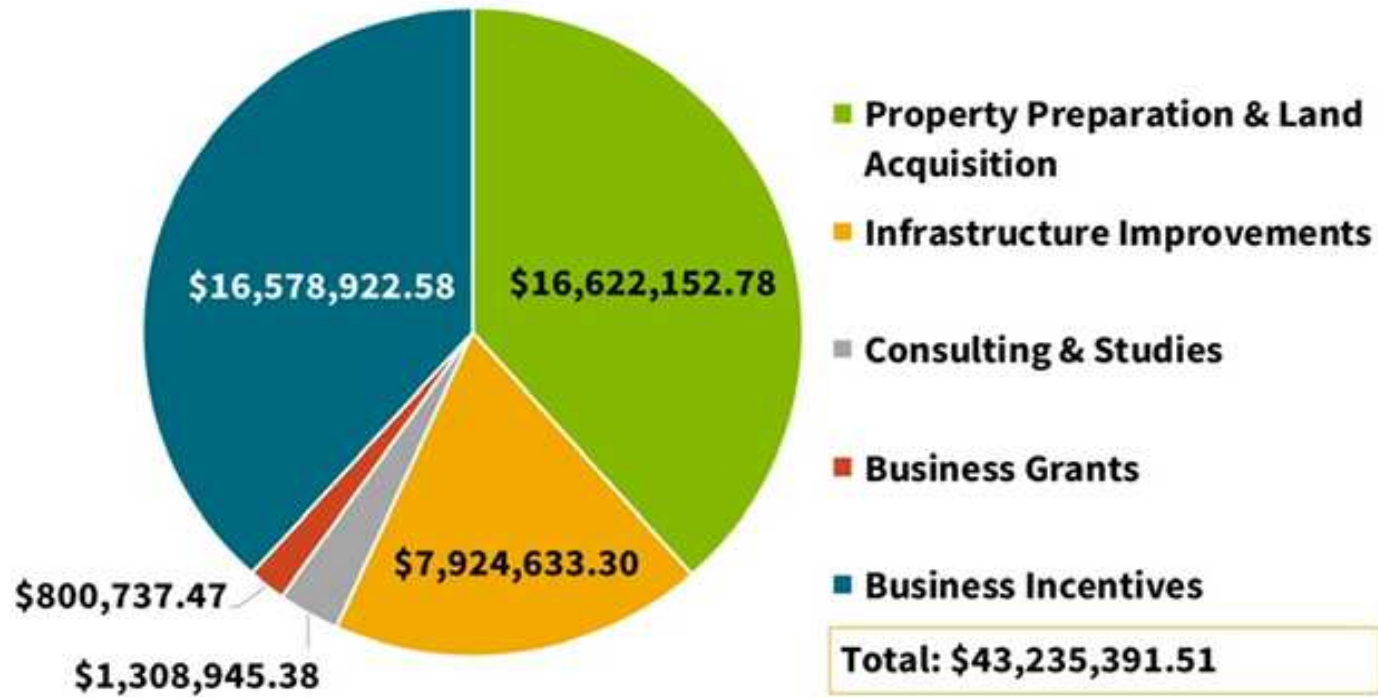




# The Courts

## 31,500 S/F Multi-Sports Complex

## Reinvestment by Project Category (1995-2019)



# Urban Renewal At a Glance





# THANK YOU!

**Debbie Tuttle**

**Economic Dev. Director  
& NURA Exec. Director**

**[dtuttle@Northglenn.org](mailto:dtuttle@Northglenn.org)**

**[www.Northglenn.org/biz](http://www.Northglenn.org/biz)**

**2019 Committee Goals  
Business Retention & Expansion Committee**

- A. Provide customized and personal business assistance to new and existing businesses ✓
- B. At least one formal business retention call per week (40/year) + (116)
- C. Host business walks in at least (3) areas/districts + (4)
  - a. Washington East, Hillcrest, Palmer Center, Washington Center
- D. Enhance marketing and advertising opportunities for businesses
  - 1. Ribbon cuttings & grand openings for new businesses ✓ (18)
  - 2. Redesign & send anniversary cards to businesses with milestone anniversaries ✓
  - 3. Promote business activities ✓
  - 4. Increase social media efforts +
    - A. Increased followers on Twitter by 25% and Facebook by 57%
  - 5. Maintain Website ✓
  - 6. Media exposure - press releases & pitch stories ✓
  - 7. Update marketing materials ✓
  - 8. DABS Program (72) ✓
    - A. Total 72 spots and 21 different businesses.
  - 9. Increase marketing and outreach efforts for Enterprise Zone certifications/credits ✓
  - 10. Increase marketing and outreach efforts for Grant programs +
    - A. Total 19 grants, 14 BIG (\$104,142) and 5 BUAG (\$53,900)
    - B. Total amount= \$158,042
    - C. 2018= 14 grants for a total amount of \$103,700
- E. Track relevant economic development data ✓
- F. At least 2,000 informal business outreach efforts +
  - a. Over 10,000 informal business outreach (e-newsletter, social media, Connection)
- G. 6<sup>th</sup> annual business survey ✓
  - a. 60 Responses in 2019
- H. 250+ attendees at 8<sup>th</sup> annual business appreciation event – Oct. 25, 2019 +

- I. Business roundtables – (hold at least 1 roundtable event) ✖
  - 1. Home-Based
- J. Partner with outside agencies to offer business outreach seminars/workshops – (2) +
  - A. Sales Tax Workshop – MNCC
  - B. Crime/Transient Prevention - NPD
  - C. Online Marketing Workshop – SBDC,
- K. Business After Hours events – 2 ✓
  - a. Holiday Business After Hours at Stonehocker 12/13/2019
- L. Shop Local campaign – November 30<sup>th</sup> 2019 ✓
  - a. Provide support to businesses via e-newsletter and social media
  - b. Utility mailer in November
  - c. Social Media Campaign plus paid placement on Facebook +
- M. Research & evaluate new incentives & business assistance programs ✓
- N. Implement new wayfinding programs in industrial parks
  - a. Irma/Leroy – complete ✓
  - b. Huron – In progress
- O. Start-Up North Pitch Competition- *This event was not held for Adams County in 2019*
- P. Homeless Taskforce ✓
- Q. STEM PBL Business Outreach ✓
- R. Evaluation of Business Accelerator/Incubator/Maker Space +
  - a. Office Evolution coming Spring 2020

## 2019 Northglenn Open Storefront Businesses

Business Name	Address	Start Date	Employees	S/F
DIGUANG USA LLC	10701 Melody Drive, Suite 350	7/1/2018	1	620
Esthetics By Leigh	11178 Huron St., Suite 203	8/15/2018	1	850
Cherry Creek Recycling	10701 Melody Drive, Suite 400	10/1/2018	15	1,100
Smith & Williams Consulting LLC	10701 Melody Drive, Suite 401	10/1/2018	3	500
Apparelphernalia LLC	11919 Washington St.	10/10/2018	4	0
Reents Insurance Agency	10701 Melody Drive, Suite 320	11/1/2018	3	1,048
Harmony Family Practice	10465 Melody Drive, Suite 322	11/10/2018	1	671
Ramos Law LLC	10190 Bannock St., Suite 200	1/1/2019	57	12,768
Red Ear Studio LLC	10650 Irma Drive	1/1/2019	1	2,622
Timberline Tax Group LLC	10701 Melody Drive, Suite 615	1/1/2019	1	1,322
ProductAV LLC	10651 Irma Drive, Unit B	1/1/2019	1	3,800
Ram Transmissions, Inc.	455 W. 115th Ave., Unit 5	1/2/2019	3	5,000
Recover Health	10701 Melody Drive, Suite 505	1/28/2019	2	956
Faith Auto and Tire	10535 Melody Drive	2/1/2019	6	7,238
Magic Hair Salon LLC	11455 Washington St., Unit D	2/1/2019	2	1,376
Tanglz n Bangz Hair Studio	10620 Melody Drive, Unit F	2/1/2019	1	0
Guaranteed Rate	11990 Grant St., Suite 110	2/1/2019	1	1,500
Amy Corvasce	10620 Melody Drive, Unit F	2/6/2019	1	0
KKs Hair Cottage LLC	10620 Melody Drive, Unit F	2/11/2019	1	0
BESOS Always	10620 Melody Drive, Unit F	2/18/2019	1	0
Northtown Company	10650 Irma Drive, Unit 3	2/18/2019	1	2,622
Affordable Auto Care LLC	1690 E. 112th Ave.	2/27/2019	1	1,266
Paleteria La Loteria Ltd.	1418 W. 104th Ave.	3/1/2019	2	1,353
The Pop Culture Connection LLC	1422 W. 104th Ave.	3/1/2019	2	2,464
Erin Faulhaber	10620 Melody Drive, Unit F	3/1/2019	1	0
Legacy Primary Care LLC	11990 Grant St., Suite 110	3/1/2019	2	1,009
Foxified LLC	10620 Melody Drive, Unit F	3/1/2019	1	0
Big Beautiful and Lavish Salon and Spa	10620 Melody Drive, Unit F	3/1/2019	1	0
Infidel Hair Studio LLC	10620 Melody Drive, Unit F	3/7/2019	1	0
Vital Parts 2, Inc.	10795 Irma Drive	3/15/2019	3	4,000
The Subie Doctor LLC	11480 Cherokee St., Unit H	3/18/2019	5	3,504
Wonderland Nails Ltd.	10620 Melody Drive, Unit F	3/25/2019	1	0
Gentle Touch Medical Aesthetics	10620 Melody Drive, Unit F	3/29/2019	1	0
Lucky Express, Inc.	11970 Washington St.	3/29/2019	1	1,750
Elysian Beauty LLC	10620 Melody Drive, Unit F	4/1/2019	1	0
Kyomi Aesthetics LLC	10620 Melody Drive, Unit F	4/5/2019	1	0
New Hites Salon LLC	10620 Melody Drive, Unit F	4/14/2019	1	0
Smoker's World 2	1440 W. 104th Ave.	4/17/2019	3	1417
Brows Denver LLC	10620 Melody Drive, Unit F	4/24/2019	1	0
Spill The Tea	1040 104th Ave.	5/1/2019	2	2925
Ace Home Healthcare LLC	11184 Huron St., Suite 15A	5/1/2019	3	850
Highlands Sport and Spine	10693 Melody Drive	5/1/2019	1	116
Edward Jones	421 W. 104th Ave., Suite 200	5/10/2019	1	600

Business Name	Address	Start Date	Employees	S/F
Quick N Clean 81 LLC	11495 Washington St.	5/14/2019	10	5416
Spider Fiber Solutions LLC	10475 Irma Drive, Unit 4	5/17/2019	3	750
Arc Thrift Stores	540 E. 120th Ave.	5/20/2019	45	22,965
Wilson Extreme Sports	10754 Irma Drive, Unit 14	6/1/2019	1	1500
Eyelash Candy & Skin Care LLC	10620 Melody Drive, Unit F	6/8/2019	1	0
Mi Ranchito Neveria LLC	11922 Washington St.	6/7/2019	2	900
MK Aesthetics LLC	10620 Melody Drive, Unit F	6/30/2019	1	0
BAAM Tech	10650 Irma Drive, Suite 28	6/30/2019	2	2622
Drippin Wet Ink	10620 Melody Drive, Unit F	7/1/2019	1	0
The Beauty Room Denver/Charle Lyons	10620 Melody Drive, Unit F	7/15/2019	1	0
Do Rolfig LLC	10693 Melody Drive	7/1/2019	1	180
Artistry Aesthetics LLC	10620 Melody Drive, Unit F	7/25/2019	1	0
Mountain View Pain Center	11990 Grant St., Suite 300	8/7/2019	4	3298
Colorado Lash Lounge	10620 Melody Drive, Unit F	8/17/2019	1	0
La Dame Blanch	1490 Roseanna Drive	9/1/2019	1	550
Sacris Crossfit	475 W. 115th Ave., Unit 3	9/1/2019	2	3100
Hair By Danielle LLC	10620 Melody Drive, Unit F	9/1/2019	1	0
Aamco Transmissions	11450 N. Huron St., Units A & B	9/6/2019	7	4500
Colorado Performance Repair	11450 Huron St., Unit R	9/15/2019	1	450
Hair by Miranda LLC	10620 Melody Drive, Unit F	9/20/2019	1	0
Secure American Insurance	11152 Huron St., Suite 207	9/15/2019	1	1324
La Vida Beauty	10620 Melody Drive, Unit F	9/30/2019	1	0
Dolled Unliimited	10620 Melody Drive, Unit F	10/1/2019	1	0
Callies	920 W. 104th Ave.	10/2/2019	8	2600
Bare Metal Mfg., Inc.	10750 Irma Drive, Unit 5	10/4/2019	1	3900
Waggin' Tails Dog Resort and Spa	11480 Cherokee St., Unit P	10/21/2018	12	7479
Lavish Shear Studio	10620 Melody Drive, Unit F	10/22/2019	1	0
Tik Tok Ink LLC	425 W. 115th Ave., Suite 1	11/1/2019	7	3148
Senior Hub, Inc.	10190 Bannock St., Suite 106	11/1/2019	4	3900
Too Glam to Give a Damn	10620 Melody Drive, Unit F	11/14/2019	1	0
Tailored Glo LLC	2145 E. 120th Ave., Unit C	11/22/2019	1	1772
Pats Place	10620 Melody Drive, Unit F	11/25/2019	1	0
Quantum Pump and Controls LLC	10750 Irma Dr., Unit 4	12/4/2019	1	3900
High Ride Cycles	2145 E. 120th Ave., Unit H	12/7/2019	4	2450
The Lone Hare LLC	10620 Melody Drive, Unit F	12/13/2019	1	0
Year End Totals	78 Companies		275	141,951

\*Note: This information is based on businesses that have formally closed their business with the Northglenn tax department or reported to the Economic Development staff. Therefore, these numbers can change during the year based on when businesses report this information.



**2019 Northglenn  
Closed Storefront Businesses**

Business Name	Address	Start Date	Closed Date	Employees	S/F
Homestead Title and Escrow	11990 Grant St., Suite 300	1/1/2016	10/31/2018	6	2,671
Colorado Escape Room	10699 Melody Drive, Suite B	2/12/2017	12/28/2018	2	1,837
E Cuts	2145 120th Ave., Unit G	6/1/2006	12/31/2018	1	350
Northglenn Chiropractic Center	11654 Huron St., Suite 125	1/1/1997	12/31/2018	1	1,691
Pho & Grill	11970 Washington St.	4/1/2013	12/31/2018	4	1,750
North End Sound	10651 Irma Drive, Unit B	11/1/2013	12/31/2018	3	3,800
Ram Transmission Center	10795 Irma Drive	5/2/1984	12/31/2018	1	4,000
ACI Counseling	10699 Melody Drive, Unit A	8/1/2014	12/31/2018	4	1,850
OTM Studios LLC	554 Malley Drive	11/1/2017	12/31/2018	1	1,644
Affordable Computers and Repair	508 Malley Drive	10/1/2016	12/27/2018	2	1,700
Affordable Hearing	10701 Melody Drive, Suite 308	5/1/2008	1/31/2019	1	726
Dignity Home Health of Colorado	10701 Melody Drive, Suite 505	10/16/2016	1/31/2019	3	956
Colorado Escrow and Title Service	11990 Grant St., Suite 555	1/1/2017	2/1/2019	1	3,496
Mobile Addiction LLC	556 Malley Drive	11/1/2017	2/28/2019	3	800
Motor City Beauty Salon & Spa	10620 Melody Drive, Unit F	11/5/2018	3/1/2019	1	0
First Alliance Title LLC	11990 Grant St., Suite 220	1/20/2016	3/6/2019	7	1,500
Camp Bow Wow	11480 Cherokee St., Unit P	11/1/2014	3/20/2019	15	7,500
Flowerbox	11221 Washington St., Suite B	11/14/2016	3/25/2019	1	600
Massa Auto Sales	10575 Melody Dr, Suite 103	4/1/2011	3/31/2019	2	3,000
Niman Ranch Inc	11990 Grant St., Suite 400	3/5/2007	4/1/2019	19	1,500
KKS Hair Cottage LLC	10620 Melody Drive, Unit F	2/11/2019	5/1/2019	1	0
Livingston Systems LLC	10750 Irma Drive, Suite 11	2/16/2011	5/16/2019	6	2,000
Bliss Insurance Agency Inc.	11678 Huron St., Suite 100	1/1/1999	5/30/2019	1	1,000
Briggs Corporation	425 115th Ave., Suite 2	1/15/2009	5/30/2019	1	4,000
Joyful Journeys Community Enrichment	10650 Irma Drive, Suite 15	1/1/2014	5/30/2019	1	2,666
Dspeed	10650 Irma Drive, Suite 5	9/1/2013	5/31/2019	1	2,622
Wash Me	11495 Washington St.	2/17/2018	5/31/2019	1	5,416
Glove Wagon	10650 Irma Drive, Suite 11	6/1/2001	6/6/2019	1	2,622
Elite Associates Inc - Colorado	10475 Irma Drive, Unit 15	1/1/2016	6/12/2019	4	2,488
TSI Legal	1901 Leroy Drive, Suite C	3/1/2016	6/18/2019	3	3,000
High Class Auto Glass Inc.	10750 Irma Drive, Unit 4	6/1/2013	6/26/2019	3	3,900
Drains Plus	10465 Melody Drive, Suite 307	1/1/2016	6/26/2019	3	680
Denver North Autoworks LLC	11480 Cherokee St., Unit K	2/1/2016	6/26/2019	1	1,600
North Denver Rush	11166 Huron St., Suite 26	1/1/2016	7/11/2019	1	1,798
A Professional Installation Inc.	10465 Melody Drive, Suite 201	1/1/2018	7/15/2019	2	560
Campervan North America LLC	10750 Irma Drive, Unit 5	3/15/2017	7/15/2019	1	2,666
Wellstar Corp	11990 Grant St., Suite 550	4/1/2001	7/19/2019	1	1,500
Embroidery Plus	1490 Roseanna Drive	1/15/2008	8/1/2019	3	550
Caring Senior Service of Denver East	10465 Melody Drive, Suite 219	12/1/2015	8/2/2019	1	681
Pulse Beverage Corporation	11678 Huron St., Suite 200	1/1/2016	8/7/2019	10	4,643
Faith Auto and Tire	10535 Melody Drive	2/1/2019	8/28/2019	6	7,238

Business Name	Address	Start Date	Closed Date	Employees	S/F
Wonderland Nails LTD	10620 Melody Drive, Unit F	3/25/2019	9/1/2019	1	0
Northglenn Car Care Inc.	11450 Huron St., Units A & B	8/2/2010	9/6/2019	1	4,500
Colorado Fasteners & Spec. Tools	11450 Cherokee St., Unit B2	4/1/2004	9/13/2019	5	2,600
Brothers Restoration LLC	10621 Irma Drive, Unit G	1/1/2017	9/17/2019	1	2,000
Ugalde Transmission	10650 Irma Drive, Unit 3	9/1/2017	9/17/2019	1	2,622
CrossFit Unveiled	475 115th Ave., Unit 3	5/1/2014	10/1/2019	2	3,100
Elysian Beauty LLC	10620 Melody Drive, Unit F	4/1/2019	10/1/2019	0	0
Lashes by Summer	475 115th Ave., Unit 3	4/23/2018	10/7/2019	1	0
Custom Installers LLC	425 115th Ave., Ste 1	8/1/2013	11/5/2019	18	3,000
On The Dollar	421 104th Ave., Unit L	3/10/2017	11/17/2019	2	3,267
Tartan Orthopedics Ltd.	10651 Irma Drive, Unit C	6/30/2002	12/11/2019	10	2,400
#1A LifeSafer of Colorado LLC	475 115th Ave., Unit 1A	6/1/2007	12/30/2019	5	1,590
Aurora Capital Solutions LLC dba True Resolv	10465 Melody Drive, Suite 115	7/1/2014	12/31/2019	4	750
Brows Denver LLC	10620 Melody Drive, Unit F	4/24/2019	12/31/2019	1	0
<b>YEAR END TOTALS</b>	<b>55 Companies</b>			<b>182</b>	<b>118,830</b>

\*Note: This information is based on businesses that have formally closed their business with the Northglenn tax department or reported to the Economic Development staff. Therefore, these numbers can change during the year based on when businesses report this information