



**ADMINISTRATION MEMORANDUM
14-31**

DATE: November 10, 2014

TO: Honorable Mayor Joyce Downing and City Council Members

FROM: John Pick, City Manager 
Debbie Tuttle, Economic Development Manager & NURA Executive Director 

SUBJECT: November Economic Development Update

Business Appreciation Breakfast

The 3rd Annual Business Appreciation Breakfast event had a record high attendance of more than 200 people. We had a great response from the attendees, award winners and survey respondents. Of the 57 survey respondents, 96% indicated that they felt the event was worth their time and would attend this event in the future.

Community Reach Center Expansion

Community Reach Center operates five outpatient offices throughout Adams County. They plan to expand their 27,914 square-foot Northglenn facility located at 11285 Highline Drive to include a new short-term residential facility for women and men 18 years of age and older. The new facility is a 15,000 square-foot 16-bed expansion project on Community Reach Center's 10-acre Northglenn campus. The new facility will provide short-term care emotional/behavioral health support for persons who need more intensive services than are available in a traditional outpatient setting. The current Community Reach Center outpatient building employs a multi-disciplinary staff of 81, and the new residential facility will employ 10 additional people. Groundbreaking is slated for December 2014, and the new facility is anticipated to open in late summer/early fall of 2015.

Webster Lake Promenade Construction Update

- **Jim-n-Nick's** - Construction has begun on its 5,524 square-foot building and is scheduled to be open in May 2015.
- **Building F** - The 13,553 square-foot construction of the core and shell of Building F is scheduled for completion in November. The building has 7,469 square-feet pre-leased, and the broker is working with other potential tenants for the remaining 6,000 square feet. Tenants that have signed leases in Building F are listed below:
 - **Diamond Wireless** has leased 2,762 square-feet and will occupy the west end-cap of the building. The tenant will begin interior tenant finish in November and plans to be open for business by February 2015.
 - **Parry's Pizza** has leased 4,707 square-feet and will occupy the east end-cap of the building. This restaurant includes a rooftop dining area. The tenant will begin tenant finish in November and plans to open in February 2015.

North Metro Dental Care

The construction of a new 2,525 square-foot dental building located at 11401 Washington Street (NWC of Malley & Washington) has been completed. The final interior tenant finish is underway and Dr. Brian Secrist plans to open in the near future.

Huron Center RFP

The Northglenn Urban Renewal Authority (NURA) released a Request for Proposal (RFP) on September 26, 2014 to solicit developers and/or end-users to submit redevelopment proposals for all, or portions of the 11.43 acre Huron Center property located at 970-1020 W. 104th Ave. There were 19 people in attendance at the Mandatory Pre-Proposal Conference, and the proposal submission deadline is on November 14th.

Shop Northglenn Campaign

A *Shop Northglenn* campaign was launched to encourage residents to shop and dine over the holiday season at Northglenn merchants. A flyer (Attachment A) will be included in approximately 9,800 Northglenn resident's water bills in November. Additional marketing efforts will include the *Shop Small Business Saturday* on November 29th, advertising on the three electronic billboards and posters for the businesses.

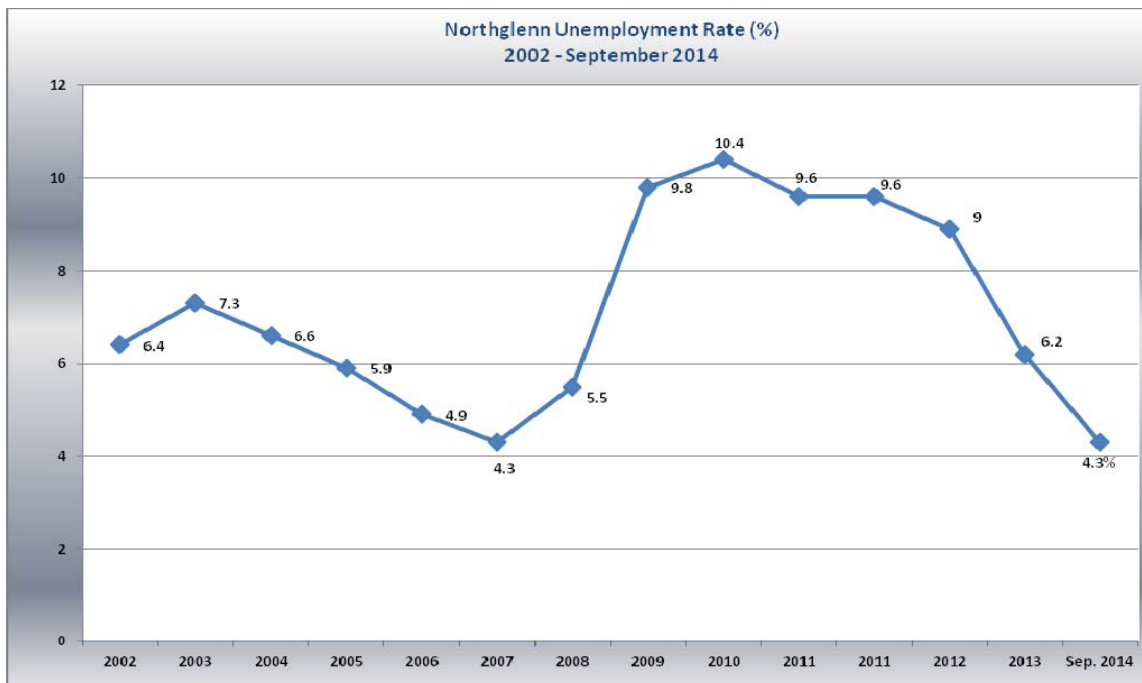
Business Assistance Grants Approved

NURA approved three (3) business grants for the following property owners and tenant:

- **BMC 104th** - The property owner at 1050 W. 104th Avenue received a matching Business Improvement Grant for \$5,293 to resurface a portion of the parking lot, painting and façade improvements.
- **Cross Development** - The property owner at 650 W. 106th Avenue received a matching Business Utility Assistance Grant for \$10,000 for electrical upgrades.
- **Laundry Spot** - The business owner located at 106 W. 104th Avenue received a matching Business Improvement Grant for \$1,875 for new signage.

Northglenn Unemployment Rate - Lowest Rate Since 2007

The below chart indicates a **4.3%** unemployment rate for Northglenn for the month of September. This is the lowest rate since the end of 2007. These numbers are a very positive indicator that our economy is improving and that companies are hiring. At the high point in 2010 where Northglenn's unemployment rate was 10.4% there were 2,306 Northglenn residents that reported being unemployed. The September unemployment numbers indicate that 875 Northglenn residents are unemployed -- or over the past seven years 1,431 residents are no longer reporting unemployment.



Northglenn Commercial Real Estate Update

Listed below is a summary of the available Northglenn office, industrial and retail space as of the end of September 2014 (Q/3). There have been substantial decreases in vacancy rates in all categories over the last year indicating a positive trend for the real estate market in Northglenn.

Northglenn Commercial Properties - Q/3 2014

Property Type	Q/3 2014 # of Properties	Q/3 2014 Total S/F	Q/3 2014 Vacant S/F	Q/3 2014 % Occupied	Q/3 2014 Avg. S/F Lease Rate	Q/3 2014 % Vacancy	Q/2 2014 % Vacancy	Q/1 2014 % Vacancy	Q/3 2013 % Vacancy
Office	32	591,496	48,050	91.9%	\$16.60/fs	8.1%	8.6%	9.9%	11.1%
Industrial	46	1,124,653	28,760	97.4%	\$6.48/nnn	2.6%	5.0%	5.7%	6.5%
Retail	123	1,875,557	167,042	91.1%	\$9.66/nnn	8.9%	12.9%	13.2%	12.7%

Source: Costar Q/3 2014 – Historical data can vary based on revised Costar reporting methods. These figures include subleases.

As indicated below, Northglenn compared favorably to the metro Denver vacancy averages reported by Costar for Q/3 2014 with the exception of retail.

Metro Denver vs. Northglenn Vacancies Rates - Q/3 2014

Property Type	Q/3 2014	
	Metro Denver Vacancy Rates	Northglenn Vacancy Rates
Office	10.6%	8.1%
Industrial	5.1%	2.6%
Retail	5.7%	8.9%

Below is a summary of the Northglenn vacant retail space reported in Costar. The Marketplace has the largest amount of vacant space, followed by the Huron Center. The other two larger spaces are in Washington Center with the former Salvation Army space, and at Washington Point I with the former Big Lots building. Not included in these figures is the 24,000 square foot building at 11429 Pearl Street that is currently on the market for sale.

Northglenn Commercial Properties - Q/3 2014

Building Address	Shopping Center	Vacant Space
1400-1490 W 104th Ave.	Hillcrest Plaza	4,264
900-1028 W 104th Ave.	Huron Center	9,754
1000 W 104th Ave.	Huron Center	65,794
450-560 Malley Dr.	Malley Heights	22,037
W 104th Ave. & 106th & Melody St.	Northglenn Marketplace	102,595
2145 E 120th Ave.	Northglenn Pavilion	260
10615-10689 Melody Dr.	Northglenn Square	10,741
11455 Washington St.	Palmer Plaza	4,095
11880-11932 E Washington St.	Washington Center	18,050
540-680 E. 120th Ave.	Washington Point I	22,965
420 E 120th Ave	Washington Point II	2,594
100 E 120th Ave.	Webster Lake Promenade - G	1,570

New Business Announcements

At the end of **October**, Northglenn had a total of **894** businesses. Of that total, **687** are storefronts and **207** are home-based occupations. This year, Northglenn has announced **58** new storefront businesses, which have added **715** new jobs and absorbed **193,699** square feet of office, industrial and retail space.

YTD 2014 New Storefront Businesses

Month Announced	New Storefront Businesses	New Employees	S/F Absorption
January	9	37	15,807
February	5	10	11,400
March	4	199	10,464
April	4	105	45,400
May	13	136	36,074
June	8	137	20,154
July	3	3	7,700
August	6	72	30,831
September	2	5	1,970
October	4	11	13,899
Totals	58	715	193,699

*Seasonal and home-based businesses are not included in the total new business figures.

New Storefront Businesses

Asian Buffet leased 6,804 square feet at 10695 Melody Drive. This Chinese buffet employs five people. Daily hours of operation are 11 AM to 10 PM. For more information, call 303-255-2259.

Laundry Spot LLC leased 1,200 square feet at 1016 W. 104th Avenue. This company provides laundry services and employs three people. Daily hours of operation are 7 AM to 11 PM. For more information, call 303-428-4240.

Maranello Motorworks leased 3,900 square feet at 10750 Irma Drive, Unit 3. This Ferrari maintenance and repair company employs two people. Hours of operation are Monday - Friday from 8 AM to 5 PM. For more information, call 720-257-3735.

Smoker's World LLC leased 1,995 square feet at 552 Malley Drive. This company provides cigarette and tobacco products and employs one person. Daily hours of operation are 11 AM to 9 PM. For more information, call 303-457-2637.

Home-Based Business*

Affordable Electrical Service is a home-based business that provides electrician services and employs one person. Hours of operation vary from 8 AM to 5 PM. For more information, visit www.affordableelectricalnow.com or call 720-221-4662.

Copia Billing Solutions LLC is a home-based business that provides medical billing services and employs one person. Hours of operation are from 8 AM to 5 PM. For more information, visit www.copiabilling.com or call 720-822-9563.

Shiny Auto is a home-based business that provides car detailing services and employs one person. Daily hours of operation are from 7 AM to 10 PM. For more information, call 720-988-3432.

Digital Advertising Billboard Signage Program (DABS)

For November the following six Northglenn businesses are advertising on the I-25 & 104th Avenue electronic billboard sign (*business in italics are repeat advertisers*):

- Branded Image Apparel
- *Advanced Urgent Care & Occupational Medicine*
- *ACI Counseling*
- *Atlanta Bread*
- *Charlie's Auto*
- Senior Helpers

For more information on the DABS program please visit www.northglenn.org/dabs.

STAFF REFERENCE: If you have any comments or questions, please contact Debbie Tuttle, Economic Development Manager and NURA Executive Director, at 303.450.8743 or dtuttle@northglenn.org.

Attachment A: *Shop Local* Flyer

Why Shop Northglenn?

Six Reasons to Spend Your Money in Northglenn This Holiday Season:

TO: **LOCAL ECONOMY**
FROM: *Northglenn Residents*

Local businesses create jobs and invest money in our community, which grows the local economy.

TO: **YOU!**
FROM: **LOCAL BUSINESSES**

Northglenn businesses have a variety of goods, services and places to eat. Whatever you're looking for, chances are, it's already here!

TO: **COMMUNITY**
FROM: *Local Entrepreneurs*

Local business owners have a vested interest in the area, so they are more engaged in the community.

TO: **Your Favorite Local Business**
FROM: **YOU!**

You are voting with your dollars to say, "Hey, I like this place and the neighborhood wouldn't be the same without it."

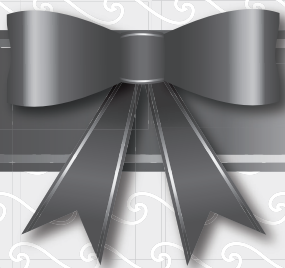
TO: **You!**
FROM: **Community Services**

Northglenn's 4% sales tax collected from local businesses amounts to over \$15.8 million annually. These funds are re-invested into the community through city services including streets, parks, water and sewer, police protection and more!

TO: **YOU!**
FROM: **LOCAL FLAVOR**

The experience at neighborhood establishments is completely unique - providing the local flavor of the area.

You can do your part by simply **SHOPPING NORTHGLENN FIRST**, not only for the holidays, but also throughout the year!



Gift More Thoughtfully

Shop Northglenn

Northglenn Shopping Locations

