



ADMINISTRATION MEMORANDUM
16-03

DATE: February 8, 2016

TO: Honorable Mayor Joyce Downing and City Council Members

FROM: David Willett, Acting City Manager 
Debbie Tuttle, Economic Development Manager & NURA Executive Director 

SUBJECT: February Economic Development Report

Redesignation of Northglenn's Enterprise Zone

The Colorado's Enterprise Zone (EZ) program provides tax incentives to encourage businesses to locate and expand in designated economically distressed areas of the state. This is an important economic development tool and business assistance program for Northglenn businesses. Over the past ten years, the majority of existing commercial centers within Northglenn were incorporated within the EZ.

The EZ program is legislatively mandated to be reassessed every ten years to review existing areas, and determine if they still meet the economic distress criteria. During this analysis new potential areas were evaluated for inclusion into the plan. Staff worked with the Adams County EZ administrator and ACED, to evaluate Northglenn's existing and potential new areas for evaluation by the state. A comprehensive analysis was done at the census block level to ensure the defined areas met the economically distress criteria (median household and per capita income, average wages, unemployment, population % in poverty level, job growth rates, etc.).

The new plan was done at the census track level, so contiguous properties were included, as well as several larger additions. The only Northglenn commercial areas that no longer met the required distressed criteria were Office Plaza North and Office Plaza South at 112th and Huron Street.

New additions to the Northglenn EZ include land parcels at 120th & Claude (Karl's Dairy & M&O), 112th & York (TOD), Community Reach Center, Global Village Academy, Boondocks, Northglenn Ambulance, Scientific Martial Arts, 104th Avenue & Irma Drive vacant land and Charlie's Auto.

Effective as of January 1, 2016 the attached Northglenn EZ map (**Attachment A**) has been approved. The final Adams County Plan can be viewed at www.advancecolorado.com/sites/default/files/Enterprise_Zone/1a%20Adams%20County.pdf.

All Northglenn businesses located within the Northglenn EZ boundaries will be mailed a letter confirming they are in the EZ, information on the program, and instructions to pre-certify for 2016.

Lunch & Learn: Twitter for Business

Twenty (20) businesses attended the January 26th Lunch & Learn. The speaker, Paul Weinrauch provided an overview of how to use Twitter to help market and position their business using social media tools. He explained how to compose a tweet, use a hashtag, and ways to outreach to their target markets.

Enewsletter Goes Mobile

There are 790 people subscribed to the Northglenn's Business Connection Enewsletter. Of which, almost half are viewing it on their mobile device. In January, the newsletter was reformatted to be mobile friendly, and the new format should make it easier to view on any screen.



Lunch & Learn: Twitter for Business

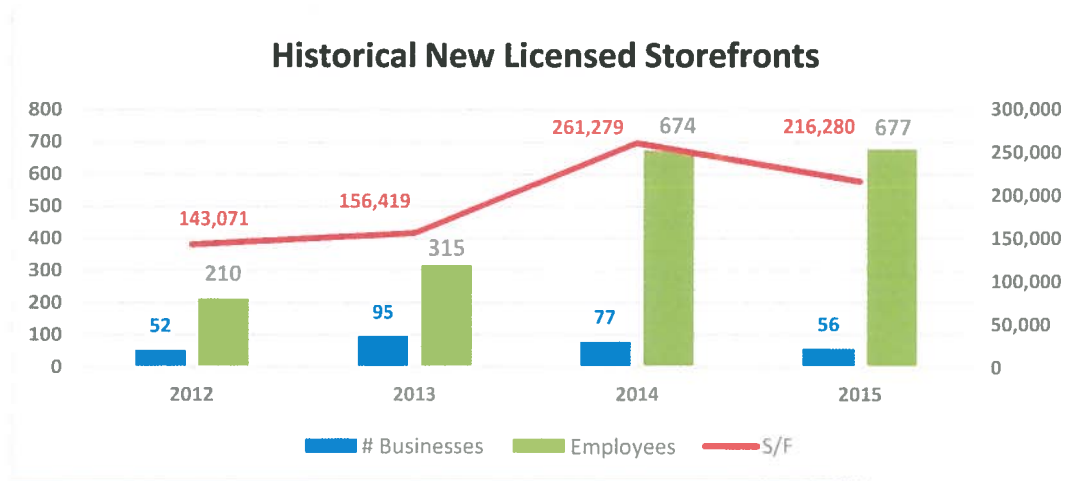
2015 Commercial Building Permit Valuations

Commercial building permit valuations increased dramatically from last year. The major contributor of this increase was the construction of the \$16.2 million SCH Health Community Hospital and medical facility on Grant Street. The chart below indicates there were more than **\$24.5 million** in commercial permit valuations related to new construction and remodel projects. In addition to the hospital, other larger new construction projects included the Texas Roadhouse and Ashley Manor. Other larger remodel projects included the completion of the remaining Webster Lake Promenade buildings, and the remodel of Avamere Transitional Care and Rehabilitation facility.



2015 New Businesses

In 2015, **56** companies filed new business licenses, adding **677** new jobs, and absorbing **216,280** square feet of space. Additionally, Northglenn announced **28** new home-based licensed businesses in 2015. This is a **17.6%** decrease from 34 in 2014. The below chart represents new storefront licensed businesses and employees reported over the past four years.



A comprehensive list of all the 2015 reported new and closed licensed businesses is included with this report (**Attachment B** and **C**).

****Note: This information is based on businesses that have opened or closed their business with the Northglenn business license department.***

2015 Net Storefront Licensed Businesses

The below table indicates the 2015 net new licensed businesses, square footage absorbed and employees. Comparing with 2014 year-end numbers, the below numbers reflect that in 2015, Northglenn experienced a:

- **-27%** decrease in new businesses reporting (56 vs. 77)
- **+.4%** increase in new jobs (677 vs. 674)
- **-17%** decrease in square feet absorption (216,280 vs. 261,279)

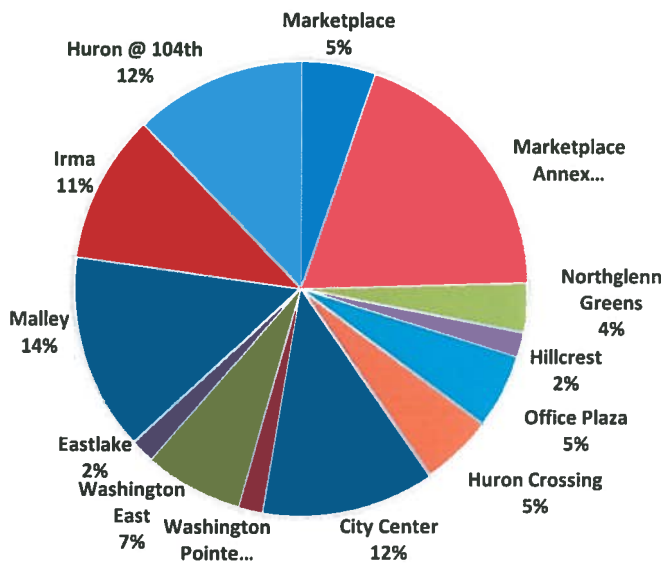
**2015 Northglenn
New and Closed Storefront Licensed Businesses *
January – December 2015**

Business Name	# of Businesses	S/F	# o f Empl.
New Storefront Licensed Businesses	56	216,280	677
Closed Storefront Licensed Businesses	-43	-173,191	-182
Net Totals	13	43,089	495

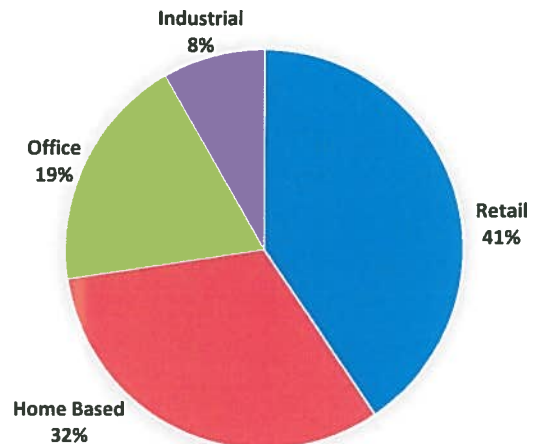
Demographics - 2015 Storefront Licensed Businesses

The following charts reflect new 2015 open storefront licensed businesses by industry sector, property type and by location. As well as the closed businesses by areas.

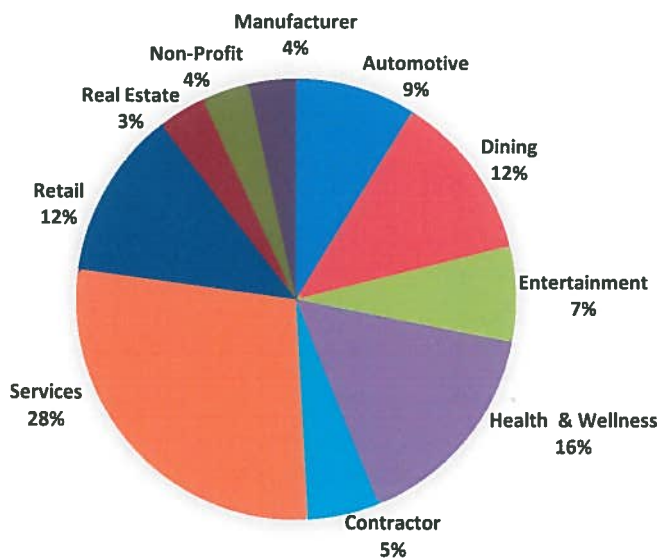
NEW OPEN BUSINESSES BY LOCATION



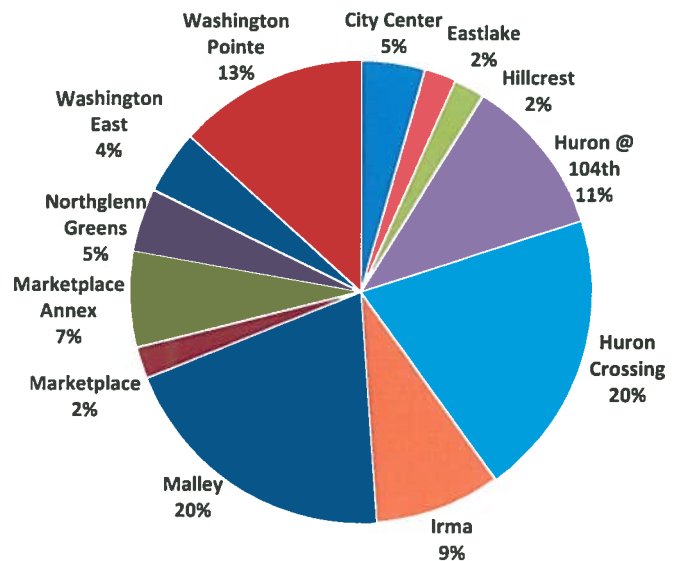
NEW BUSINESSES BY PROPERTY TYPES



NEW STOREFRONT BUSINESSES BY INDUSTRY

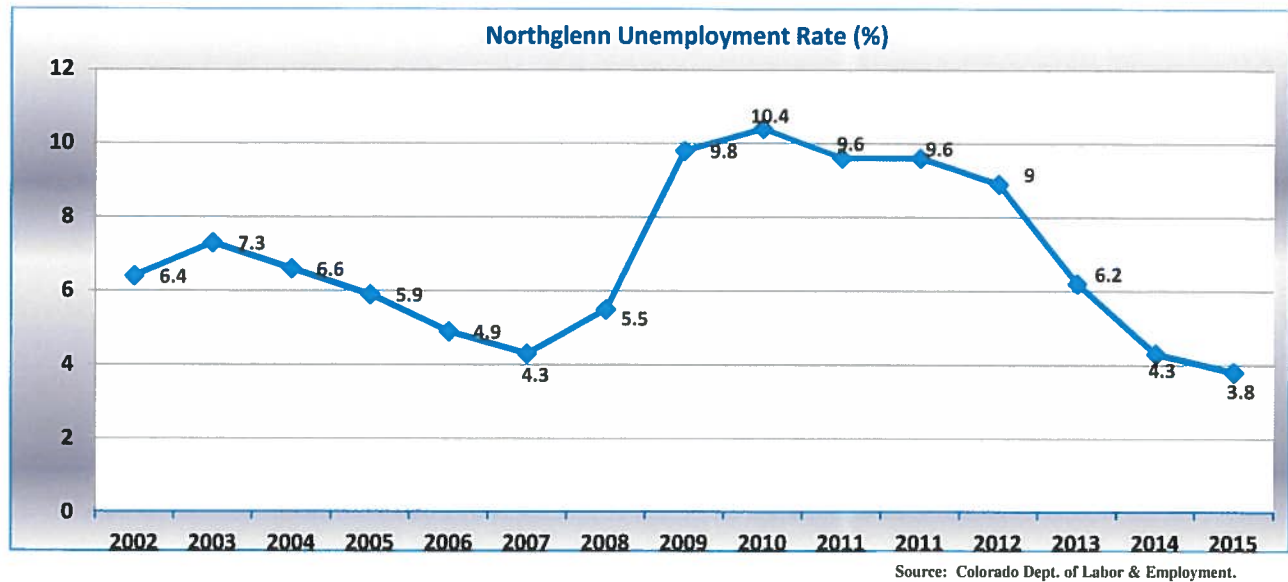


CLOSED BUSINESSES BY LOCATION



2015 Northglenn Unemployment Rate

As the below chart indicates, Northglenn's 2015 year-end unemployment rate of **3.8%** is the **lowest in 15 years**. In January 2015, there were 1,033 unemployed residents reporting unemployment, and at the end of December it was **756** (26.8% decrease).



The below chart compares the unemployment rate with the other surrounding Adams County municipalities, the county and the state.

City	December 2015
Arvada*	2.4
Aurora*	4.3
Brighton*	4.3
Commerce City	4.1
Northglenn	3.8
Thornton	3.5
Westminster*	3.2
County	3.8
State	3.3

*Adams County Only

2016 New Business License Announcements

At the end of January, Northglenn had a total of **912** businesses. Of that total, **702** are storefronts and **210** are home-based businesses. This year Northglenn has announced **20** new licensed storefront businesses, reporting **78** jobs, and absorption of **34,195** square feet of office, industrial and retail space.

***Note:** In January, the business tax department surveyed existing businesses that were doing business in Northglenn, however had not filed a business license with the city. Eighteen companies were identified, and have an open date of January 2016 for purposes of filing a business license with Northglenn. These companies have not been announced in any previous reports.

New Licensed Storefront Businesses

The two below storefront businesses have located to Northglenn and were licensed in January.

Beach Cities Software LLC leased 580 square feet at 10465 Melody Drive, Suite 311, and employs one person. They provide full service software, web and mobile consulting. Hours of operation are Monday – Friday from 8 AM to 5 PM. For more information visit www.beachcitiessoft.com or call 303-815-3806.

USA Motors, LLC leased 3,950 square feet at 10750 Irma Drive, Unit #5. The company is a used automobile dealership, and employs two people. Hours of operation are Monday – Friday from 10 AM – 5 PM, and Saturday from 2 PM – 5 PM. For more information call 303-803-8091.

*The following 18 businesses were doing business in Northglenn prior to 2015, however did not file a business license. The companies have an open date of January 2016 for purposes of filing a business license with Northglenn. These companies have not been announced in any previous reports.

Challenger Sports Corp. leased 2,014 square feet at 11674 N. Huron St., Suite 150. They employ six people and provide soccer coaching. Hours of operation are Monday – Friday from 8 AM – 5 PM. For more information visit www.chalersports.com or call 720-204-4053.

D3 Technologies Services leased 358 square feet at 10465 Melody Drive, Suite 320. The company provides engineering software sales, and employs one person. Hours of operation are Monday – Friday from 8 AM – 5 PM. For more information visit www.d3tech.net or call 303-744-0220.

Drains Plus, Inc. leased 680 square feet at 10465 Melody Drive, Suite 307. The company provides plumbing referrals to subcontractors, and employs three people. Hours of operation vary. For more information visit www.drainsplus.com or call 303-422-1858.

Egan Sales Company LLC leased 391 square feet at 10465 Melody Drive, Suite 303. The company is a manufacturer's representative, and employs two people. Hours of operation are Monday – Friday from 8 AM – 5 PM. For more information call 303-741-9700.

State Farm Insurance – Brian Finan leased 350 square feet at 11990 Grant Street, Suite 306, and employs one person. Hours of operation are Monday – Friday from 8 AM – 5 PM. For more information visit www.brianfinan.com or call 303-457-1921.

Farmers Insurance – Alan Carpenter leased 1,535 square feet at 11160 Huron Street, Suite 201A, and employs one person. Hours of operation vary. For more information visit www.farmers.com or call 720-233-5873.

Farmers Insurance - James Stengel leased 718 square feet at 10701 Melody Drive, Suite 340, and employs one person. Hours of operation vary. For more information visit www.farmers.com or call 303-428-6511

Gee Whiz Computer Technologies leased 3,175 square feet at 405 W. 115th Avenue, Suite 3. The company provides mobile computer repair services, and employs two people. Hours of operation are Monday – Friday from 10 AM – 5:30 PM. For more information visit www.geewhizcomputers.com or call 303-255-0567.

Homestead Title and Escrow leased 2,671 square feet at 11990 Grant Street, Suite 300, and employs six people. Hours of operation are Monday – Friday from 8 AM – 5 PM. For more information visit www.homesteadtc.com or call 720-420-4850.

Infinity Solutions, Inc. leased 1,006 square feet at 10465 Melody Drive, Suite 215. The company provides mapping and civil engineering services, and employs two people. Hours of operation are Monday – Friday from 8 AM – 5 PM. For more information visit www.infinitysolutionsincl.com or call 303-994-3500

International Titanium Association leased 1,700 square feet at 1167 Huron St., Suite 100. They are trade networking association, and employs four people. Hours of operation vary. For more information visit www.titanium.org or call 303-404-2221.

McCabe Service Group leased 700 square feet at 11684 Huron Street, Suite 101. The insurance agency employs one person. Hours of operation are Monday – Friday from 8 AM – 5 PM. For more information visit www.mccabeservicegroup.com or call 303-469-6198.

NVI Nondestructive & Visual Inspection, LLC leased 5,799 square feet at 405 W. 115th Ave, Unit #6. They provide technical testing and mechanical inspection services to the construction industry, and employs 20 people. Hours of operation are Monday – Friday from 8 AM – 5 PM. For more information visit www.nvindt.com or call 985-876-5559.

Pulse Beverage Corp. leased 4,643 square feet at 11678 Huron St., Suite 200. They are a beverage wholesaler, and employs 10 people. Hours of operation are Monday – Friday from 9 AM – 5 PM. For more information visit www.pulsebeverage.com or call 720-382-5476.

SimuTech Group leased 1,825 square feet at 11658 N. Huron St., Suite 300. They are an engineering simulation firm, and employs five people. Hours of operation are Monday – Friday from 8 AM – 5 PM. For more information visit www.simutechgroup.com or call 303-832-3149.

Ticket Round Up leased 1,329 square feet at 10465 Melody Drive, Suite 313. They are an online ticket broker, and employs one person. Hours of operation vary. For more information visit www.ticketroundup.com or call 877-528-3339.

Tirey O'Neil LLC leased 2,102 square feet at 11990 Grant Street, Suite 218. The company provides estate planning and legal services, and employs four people. Hours of operation are Monday – Friday from 8 AM – 5 PM. For more information visit www.tireyoneil.com or call 720-932-4400.

TN Transport, Inc. leased 3,199 square feet at 11990 Grant, St., Suite 570. The company provides invoicing services for the trucking industry, and they employs eight people. Hours of operation are Monday – Sunday and hours vary. For more information call 303-981-8938.

Home- Based Licensed Businesses

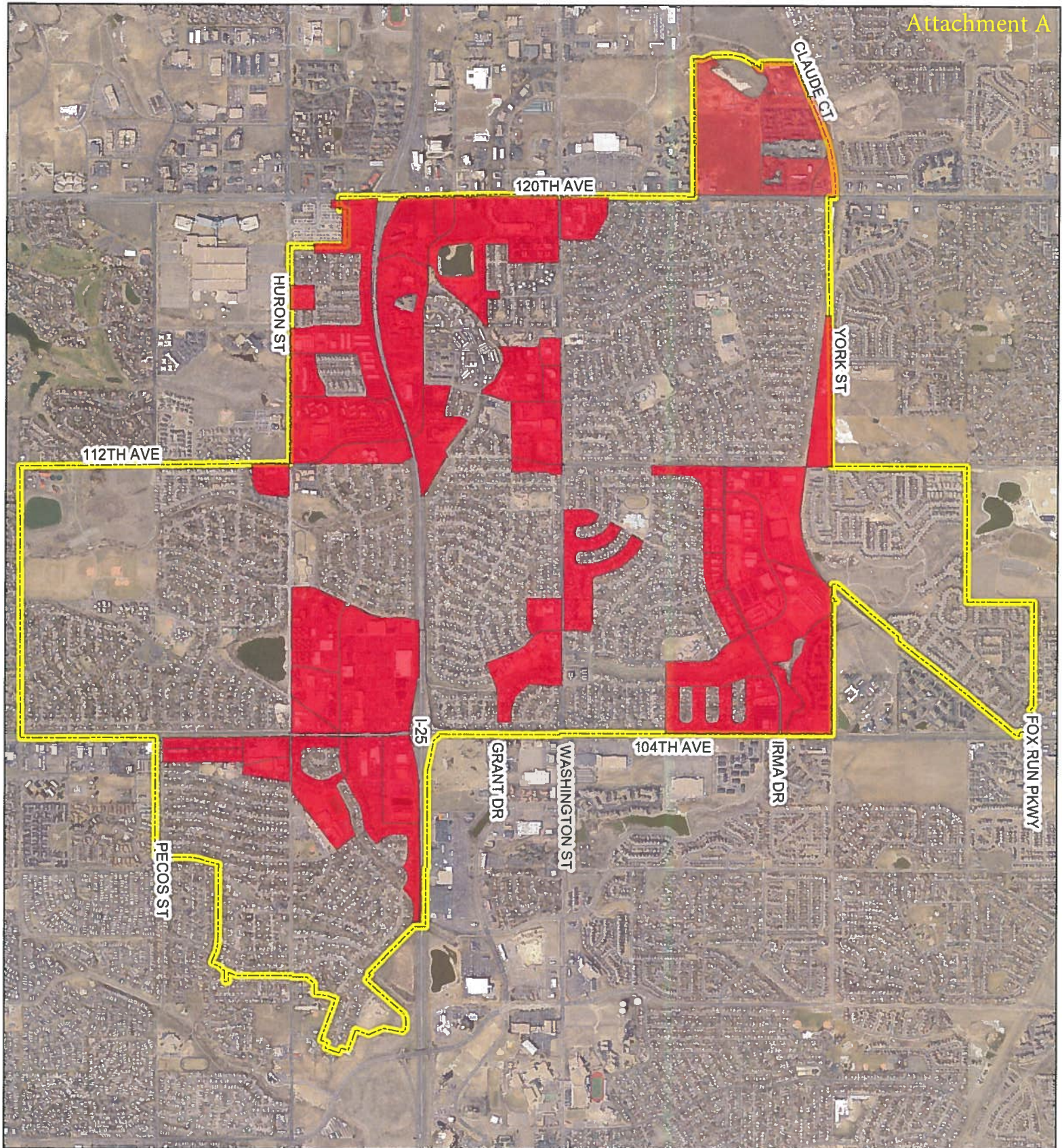
Pieces of Earth is a home-based business that designs and sells jewelry. For more information call 303-506-2853.

Digital Advertising Billboard Signage (DABS) Program

The following Northglenn businesses are advertising on the I-25 & 104th Avenue in February on the electronic billboard:

- Erive's Heating and Air
- Dodge Sign Company
- Grow Depot
- Holy Donuts Dot Coffee
- Horizons North Credit Union
- Parry's Pizza

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.



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Northglenn Enterprise Zones

Rev. 1/1/2016



**2015 Northglenn
New Storefront Licensed Business ***

Business Name	Street #	Street Name	Start Date	S/F	# of Empl.
Adams County Children & Family Services	11990	Grant St., Suite 216	1/1/2015	4,992	14
Advantage Games LLC	1010	104th Ave.	5/8/2015	3,000	2
Affordable Dentures - Northglenn	680	120th Ave., Unit D	2/23/2015	3,288	1
American Convenience Store 2	11340	Huron St.	12/1/2015	2,080	2
Appliance Factory Parts	10657	Melody Drive, Suite B13	5/1/2015	960	2
Bling It On Salon	528	Malley Drive	4/1/2015	1,199	5
Boss Stage Arcade	1004	104th Ave.	1/1/2015	1,550	2
Boot Barn #310	10300	Bannock St.	8/28/2015	56,000	35
Caliber Collision Centers	650	104th Ave.	1/12/2015	30,020	30
CarePatrol	10465	Melody Drive, Suite 301	3/1/2015	1,500	3
Caring Senior Service of Denver East	10465	Melody Drive, Suite 219	12/1/2015	681	8
Center Real Estate Group	10465	Melody Drive, Suite 119	11/12/2015	650	2
Cinna Box LLC	2145	120th Ave., Unit A	10/30/2015	1,400	2
CSL Plasma Inc.	11880	Washington St.	4/22/2015	12,652	30
Discover Health and Wellness NG	11184	Huron St. Suite 10	5/1/2015	1,700	3
Edward Jones	11990	Grant St., Suite 424	6/1/2015	500	2
EL Tio Mexican Restaurant	11932	Washington St.	5/1/2015	1,800	6
Erives Heating & Air	10650	Irma Drive, Unit 26	1/1/2015	2,622	3
Excytome, Inc.	10475	Irma Drive, Unit 9	1/1/2015	750	2
Express Employment Professionals	11684	Huron St., Suite 105	2/1/2015	3,200	4
Fahrenheit Motors	10855	Irma Drive, Unit A	2/1/2015	2,200	2
First. Watch Restaurant, A Daytime Cafe	100	120th Ave., Suite G-140	5/26/2015	3,714	40
Gifted & Talented Institute	10465	Melody Drive, Suite 309	11/16/2015	320	1
Glamour Hair Salon	998	104th Ave.	10/20/2015	1,235	4
Graham Associates	10465	Melody Drive, Suite 218	11/16/2015	480	1
Grandma's Sweet Tooth	11968	Washington St.	7/1/2015	1,080	2
Hannah's Discount Liquors	11215	Washington St.	1/1/2015	1,100	1
HolyDonutsDotCoffee	980	Huron St.	10/8/2015	1,000	2
Imperium	500	Malley Drive	7/1/2015	10,200	5
Inspire Dance Academy	11178	Huron St., Suite 4	6/22/2015	850	2
Jim 'N Nicks Bar-B-Q	100	120th Ave., Unit E110	5/1/2015	5,157	70
Kiewit Building Group	11990	Grant Street	6/1/2015	1,500	35
Land Home Financial Services	100	120th Ave., Unit G-120	7/15/2015	1,391	5
MDPocket	475	W 115th Ave., Unit 6	3/1/2015	3,360	15
Metro PCS	11920	Washington St., Unit C	1/1/2015	1,200	3
Mile High PC Repair Northglenn	508	Malley Drive	9/1/2015	1,441	2
Motion Design	11172	Huron St., Suite 21	2/2/2015	2,311	3
Mr. Sids Fine Auto Upholstery	10575	Melody Drive St., Suite 101	11/1/2015	6,800	5
Natural Selections	920	104th Ave.	3/24/2015	2,300	9
North Metro Dental Care	11401	Washington St.	1/1/2015	2,525	2
Parry's Pizzeria & Bar	100	120th Ave., Unit F110	4/13/2015	5,697	125
Performance Auto Care Center	11480	104th Ave.	10/20/2015	1,235	4
PrimeSource Staffing	10190	Bannock St.	6/1/2015	3,200	8
Red Lotus Spa	11221	Washington St., Unit C	11/1/2015	550	1

Attachment B

Business Name	Street #	Street Name	Start Date	S/F	# of Empl.
Scissorhand Design Studio	421	104th Ave., Suite B	10/1/2015	1,235	8
Skin Perfection Aesthetics	11154	Huron St., Suite 103	3/1/2015	1,500	3
Texas Roadhouse	231	104th Ave.	11/18/2015	7,900	140
The Hair Escape	478	Malley Drive	5/1/2015	1,066	9
The Rocamm Corp	10465	Melody Drive, Suite 323	1/1/2015	735	1
Tiger Shark TKD	10621	Irma Drive	2/1/2015	2,200	1
Timothy Brown Insurance Agency	10465	Melody Drive, Suite 200	7/5/2015	900	1
Vida Consejeria Individual & Familiar	10465	Melody Drive Suite, Suite 321	1/1/2015	550	1
Visher Cabinets	1434	104th Ave.	3/1/2015	2,463	1
Westview Autos	10650	Irma Drive, Unit 13	8/15/2015	3,200	2
Willow Creek Association	10451	Huron St.	12/31/2015	100	1
Your Art Department	10667	Melody Drive, Unit B-15	9/1/2015	1,241	2
Zinadela's Closet	530	Malley Drive	11/10/2015	1,800	2
56 New Storefront Licensed Businesses				216,280	677

****Note: This information is based on businesses that have opened and closed their business with the Northglenn business license department. Therefore, these numbers can change during the year based on when businesses report information.***

**2015 Northglenn
Closed Storefront Licensed Business ***

Business Name	Street #	Street Name	Start Date	Close Date	# of Empl.	S/F
Above and Beyond Games	1012	104th Ave.	11/4/2011	5/8/2015	3,000	2
All Pro Hair & Nails	420	120th Ave., Unit B4	4/1/2006	11/18/2015	500	1
Allied Advertising Public Relations	11990	Grant St. Suite 216	1/1/2004	12/11/2015	4,992	1
Alpha Dental Care IV - Moss	421	104th Ave. Suite 201	5/1/2003	9/15/2015	4,284	1
Bobby Champion Collision Center	10575	Melody Dr., Suite 101	1/1/2011	11/2/2015	6,800	1
Broadway Counseling Services	11658	Huron St. Suite 40	5/6/2011	12/4/2015	4,050	3
CHYME Studio	11178	Huron St., Suite 4	9/3/2013	4/7/2015	750	5
Clear Creek Prospecting Supply	1006	104th Ave.	2/1/2014	8/19/2015	1,600	2
Comfy Canine	11429	Pearl St.	5/4/2010	1/15/2015	26,000	14
Curves of Northglenn	11455	Washington St.	10/22/2004	12/31/2015	2,546	1
Employers Edge	10190	Bannock St., Suite 201 & 21	11/12/2007	1/30/2015	3,006	30
Environmental Abatement Services	11450	Cherokee St., Unit A	4/16/2012	12/28/2015	2,627	1
Estrella's Salon de Belleza	988	104th Ave.	6/30/2014	8/24/2015	1,235	1
Fade Kings Barbershop	11221	Washington St., Suite A	3/2/2015	10/12/2015	360	2
Fantastic Beauty Salon	528	Malley Dr.	6/23/2014	3/20/2015	1,280	2
Farmers Insurance Group - Beatty	11184	Huron St., Suite 15	2/2/1993	5/1/2015	1,700	1
Fine Designs	950	104th Ave.	4/1/2015	11/1/2015	1,500	1
First Choice Healthcare Services	11154	Huron St. Suite 103	6/1/2008	2/1/2015	1,500	1
Fix It 24/7 Plumbing, Heating and Air	10621	Irma Dr., Unit I	6/1/2013	7/1/2015	1,600	11
Jepsen, Murphy and Associates	11411	Pearl St.	5/18/2010	1/20/2015	5,078	3
Kissed by the Sun Tanning Studio	2145	120th Ave.	9/9/2014	12/8/2015	1,200	2
KT Pawn	11934	Washington St.	1/10/2012	12/31/2015	5,034	5
Larkburger	11985	Washington St., Unit 2	8/1/2012	10/31/2015	1,653	20
Legacy Barbershop	11221	Washington St., Suite A	3/5/2012	1/1/2015	360	1
Life Counseling	11310	Huron St., Suite 40	4/1/2006	2/28/2015	350	1
Lodestar Tax and Accounting	10465	Melody Dr., Suite 219	1/1/2013	8/28/2015	750	3
Love Acupuncture	11160	Huron St., Unit 35	5/1/2013	5/8/2015	1,650	1
Marvel	500	Malley Dr.	12/20/2013	4/30/2015	1,400	1
Metropolitan State University of Denver	11990	Grant St., Suite 102	11/5/1990	9/30/2015	6,654	3
Mi Tierra Mex Food II	11932	Washington St.	12/17/2012	4/28/2015	1,800	1
Neomagtech LLC	10750	Irma Dr. Suite 12	6/1/2006	10/22/2015	1,300	1
Queens Market	11340	Huron St.	6/1/2010	9/30/2015	2,080	1
Radio Shack #01-8627	421	104th Ave., Unit A	7/12/1999	6/30/2015	2,400	1
Red Lotus	11221	Washington St., Unit C	8/1/2015	10/29/2015	500	1
Signature Therapy	940	104th Ave.	1/1/2014	10/1/2015	1,600	1
Souper Salad	11930	Washington St., Unit C	7/1/2014	2/1/2015	4,011	13
Sheplers	10300	Bannock St.	10/1/2014	8/28/2015	56,000	35
Stacked Fitness	10475	Irma Dr., Suite 15	4/11/2014	5/31/2015	2,475	1
Summit Group	425	W. 115th Ave., Unit 3	4/1/2001	5/8/2015	500	1
Sunhawk Seconds	10643	Melody Dr.	3/1/2013	12/23/2015	2,000	1
State Beauty Supply	420	120th Ave, Unit B2	3/10/2011	1/1/2015	1,500	1
The Head Shop Hair Salon	478	Malley Dr.	11/30/2012	4/30/2015	1,066	2
Trailer Made Custom Trailers	10750	Irma Dr., Unit 22	7/1/2014	4/30/2015	2,500	1
43 Closed Storefront Licensed Businesses					173,191	182