

ADMINISTRATION MEMORANDUM
11-01

DATE: January 13, 2010

TO: Honorable Mayor Joyce Downing & City Council Members

FROM: William Simmons, City Manager *WWS*
Ryan Stachelski, Economic Development Manager *RS*

SUBJECT: January Economic Development Update

Economic Development Policy

The economic development staff has finalized the Economic Development Strategic Plan (EDSP) based on comments from City Council and other economic development partners. Staff will present the final draft of the EDSP to City Council at the January 27th, 2011 City Council meeting. At that time City Council may choose to approve the document or recommend further changes.

Staff has completed the first draft of the Business Incentive Policy, including application forms for both small and large projects. The policy will include incentives that both the City and NURA currently offer to the business and development community. This policy will be presented to a joint study session of NURA and City Council on January 20th, 2011.

NURA

NURA and City Council will meet jointly on January 20th and January 27th. The January 20th study session will cover the first draft of the City's and NURA's Business Incentive Policy. The January 27th regular City Council meeting will cover research NURA has been doing on the City/NURA owned property located around 120th Avenue and Grant Street.

Staff has begun work on creating business attraction profiles for properties within Northglenn to take to the International Conference of Shopping Centers (ICSC) in May.

Real Estate Update

Economic Development staff has been in contact with real estate brokers concerning the following properties: Webster Lake, Malley Center and surrounding area, Northglenn Dodge property and Huron Center. Staff is continuing to receive phone calls from the sign placed on the Webster Lake redevelopment site.

New Businesses

In the month of December there were 10 new business license issued. Of those, 5 were issued to business within the City, with 2 of those businesses being home based. A list of the new businesses and there locations are below.

BUSINESS NAME	ADDRESS	SIC	GEO
MELODY DAY SPA	10655 MELODY DR	Beauty Salons, Barbe	Marketplace - Annex

FRIDA'S OVEN	11932 WASHINGTON ST	Restaurants	Washington East
GRIZZLY UPHOLSTERY	10650 IRMA DR UNIT 13	Other Personal	Irma
FAMILY O ENTERPRISE LLC		Services to Building	Home Business
NOHEA BEADED TREASURES		Jewelry, Luggage,	Home Business
GYPSUM ACQUISITION	00015 E UNION AVE	Building Material	Misc Other Cities
HERITAGE OPERATING	09665 E 102ND AVE	Direct Selling	Misc Other Cities
LIVE LOVE DANCE LLC	00290 NICKEL ST 300	Performing Arts	Misc Other Cities
MILE HIGH SPECIALTY FOODS	04771 E 50TH AVE	Wholesale - Grocery	Misc Other Cities
MILEHIGH CLEAN SOLUTIONS INC	01338 W 133 CIR	Services to Building	Misc Other Cities

Events

On Wednesday, January 5, 2011, economic development staff held a meeting for the public about the proposed enterprise zone expansion. Meeting notification went directly to all businesses and land owner in the proposed areas. Notification was also put in the newspaper, Economic Development e-Newsletter, Channel 8 and the City's website. There were about 20 individuals at the meeting to here the proposal. As a result of the meeting, and phone conversations with folks that couldn't attend them meeting the City has receive only positive feedback for the proposal.

Program Implementation

On December 13th, 2010 the City launched the first addition of the new Economic Development e-Newsletter. The response has been very positive. Here is a quote from one business responding to the newsletter: "I just got the biz e mail you sent out! It is nice to see this sort of thing actually happening!" T. Hawpe T H Automotive

Everyone is welcome to sign up for this free newsletter. To sign up go to the economic development page of the City's website and click on the "sign up for the Economic Development Newsletter" link at the bottom of the page. The newsletter will be sent out on or around the 2nd Monday of each month.

On January 1st, 2011 the City launched its new enhanced business directory. All businesses within the City of Northglenn are now able to add additional business information to their listing for free. Instructions as to how to add information are located on the City's website under the economic development page. Any business that has questions can contact Ryan Stachelski,

Economic Development Manager at 303-450-8743. My contact information is also listed on the City's web site under economic development.

Upcoming Activities

Economic Development Strategic Plan
Business Assistance and Incentive Program

STAFF REFERENCE:

If Council members have any comments or questions, they may contact Ryan Stachelski at 303.450.8743 or rstachelski@northglenn.org.

Attachments

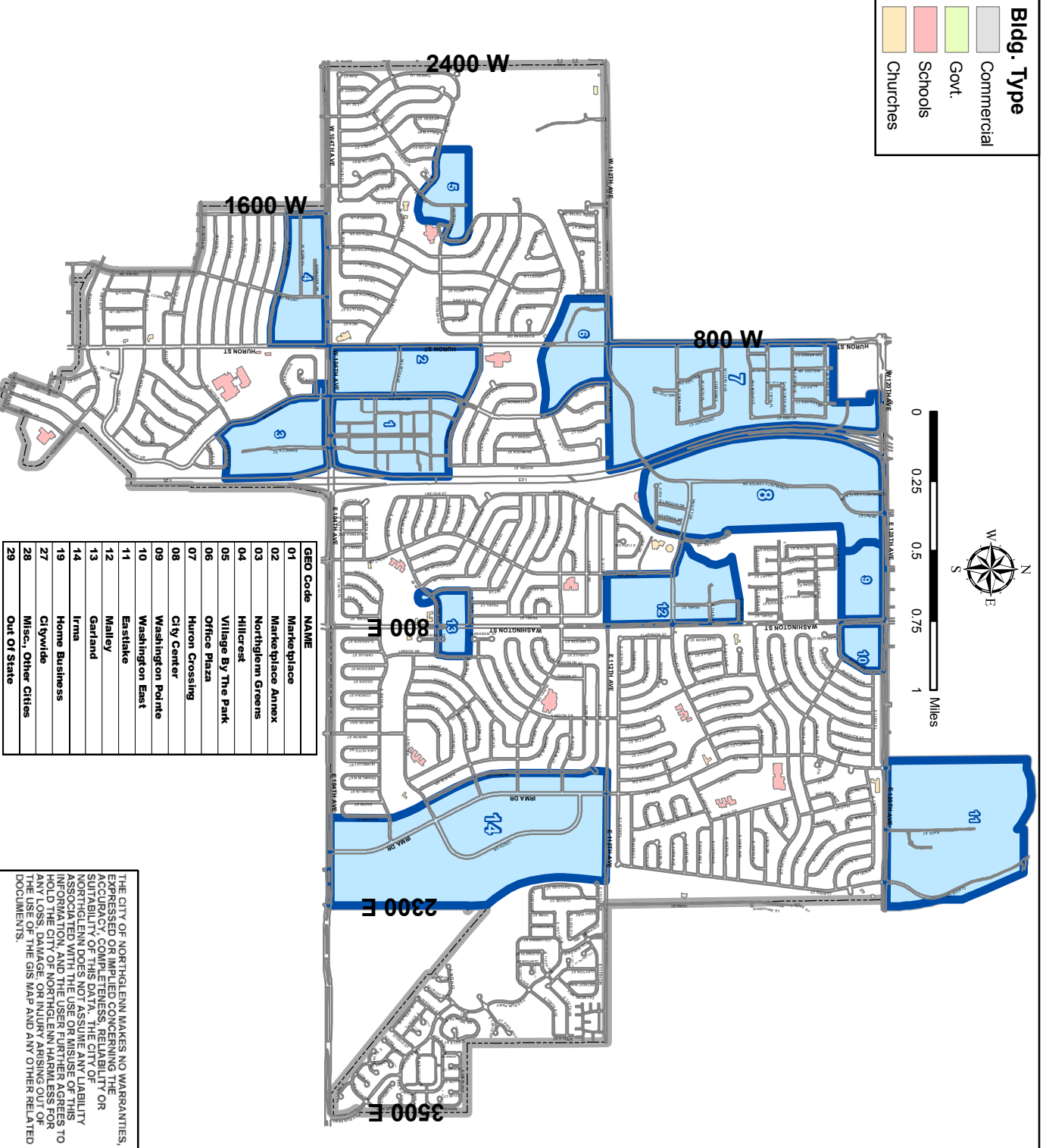
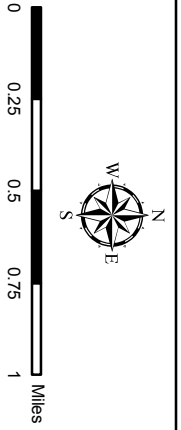
1. Business Licenses/Sales Tax/Home based business tracking reports – quarterly



Sales Tax GEO Areas

Bldg. Type

- Commercial
- Govt.
- Schools
- Churches

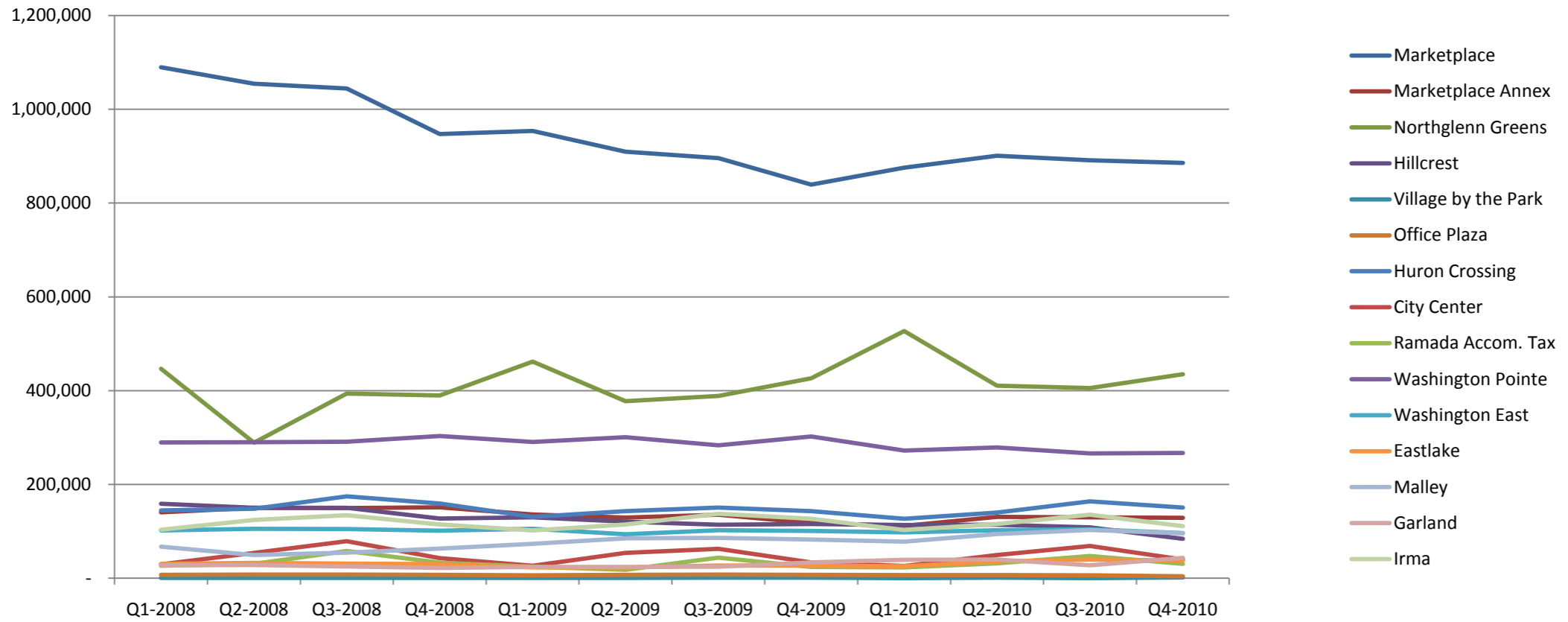


GEO Code	NAME
01	Marketplace
02	Marketplace Annex
03	Northglenn Greens
04	Hillcrest
05	Village By The Park
06	Office Plaza
07	Huron Crossing
08	City Center
09	Washington Pointe
10	Washington East
11	Eastlake
12	Malley
13	Garland
14	Irma
19	Home Business
27	Citywide
28	Misc., Other Cities
29	Out Of State

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GEO Code	New Name	All Data on Cash Basis											
		Q1-2008	Q2-2008	Q3-2008	Q4-2008	Q1-2009	Q2-2009	Q3-2009	Q4-2009	Q1-2010	Q2-2010	Q3-2010	Q4-2010
01	Marketplace	1,089,781	1,054,360	1,044,319	947,015	953,712	909,387	895,674	839,475	875,257	900,932	891,098	885,669
02	Marketplace Annex	140,290	150,255	149,744	151,098	136,049	129,195	135,528	117,546	111,579	130,890	129,664	128,913
03	Northglenn Greens	446,746	289,121	393,698	389,590	461,711	377,299	388,739	426,553	527,180	410,743	405,369	435,161
04	Hillcrest	158,718	150,220	149,940	127,323	129,676	120,606	114,157	115,377	113,384	113,816	108,366	83,869
05	Village by the Park	488	530	592	464	771	692	1,134	1,052	151	1,063	354	1,676
06	Office Plaza	7,428	7,860	7,666	7,183	6,358	7,079	7,810	7,282	6,539	6,933	6,222	4,298
07	Huron Crossing	144,501	148,162	174,345	159,063	130,956	142,881	150,535	143,058	126,857	140,133	163,662	150,587
08 + 08Acc	City Center	56,376	84,892	136,807	76,045	51,124	71,779	106,297	57,557	48,747	80,948	116,515	70,059
09	Washington Pointe	289,338	290,205	291,207	303,422	290,540	300,741	283,195	302,045	272,425	278,932	266,326	267,270
10	Washington East	101,830	105,225	104,961	101,259	105,149	93,904	102,101	100,990	97,592	102,297	104,277	96,127
11	Eastlake	30,770	32,737	30,959	29,893	23,032	23,125	26,980	26,764	25,701	35,910	39,991	37,584
12	Malley	67,356	49,442	54,369	63,037	73,333	84,891	86,193	82,363	78,160	94,041	102,713	95,863
13	Garland	27,603	27,906	24,956	21,984	23,842	23,854	24,692	33,578	39,342	39,695	27,512	43,351
14	Irma	103,103	124,317	134,437	114,413	101,893	114,637	137,479	126,863	103,014	115,633	135,520	111,128
		2,664,329	2,515,234	2,698,000	2,491,787	2,488,144	2,400,068	2,460,513	2,380,503	2,425,928	2,451,966	2,497,587	2,411,554

Sales Tax Revenue - Northglenn Storefronts Cash Basis



Date	Storefronts	Home Occ	Total
3/31/08	590	250	840
6/30/08	612	256	868
9/30/08	644	264	908
12/31/08	660	266	926
3/31/09	630	247	877
6/30/09	640	251	891
9/30/09	639	251	890
12/31/09	647	257	904
3/31/10	643	256	899
6/30/10	656	268	924
9/30/10	663	260	923
12/31/10	663	266	929

