

**ECONOMIC DEVELOPMENT MEMORANDUM  
#2-2022**

**DATE:** May 23, 2022  
**TO:** Honorable Mayor Meredith Leighty and City Council Members  
**THROUGH:** City Manager Heather Geyer *hmg*  
**FROM:** Debbie Tuttle, Economic Development Director & NURA Executive Director *DT*  
**SUBJECT:** 2021 Year-End and Q1 2022 Economic Development and NURA Reports

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**PURPOSE**

To provide a 2021 year-end and Q1 2022 report related to economic development and Northglenn Urban Renewal Authority (NURA) projects and activities.

**BACKGROUND**

The 2021 Year in Review report for Economic Development is available at [www.northglenn.org/edyir2021](http://www.northglenn.org/edyir2021).

**2021 Economic Development Indicators**

The below chart reflects economic development indicators for 2021.



**Business Retention & Expansion**

The Business Retention & Expansion (BRE) Committee and staff worked on the goals and completed projects as outlined in Attachment 2 to support Northglenn's existing and expanding businesses in 2021. The 2022 BRE Action Plan is included as Attachment 3.

**New Business Ribbon-Cuttings, Celebrations & Groundbreakings**

**2021**

11 ribbon-cuttings were held to announce and promote new businesses opening in Northglenn. There was also one 25th anniversary celebration. Attachment 4 provides a full list with details.

**2022 (January through April)**

Six ribbon-cuttings and one groundbreaking ceremony were held in 2022 through April as listed in Attachment 5.

**Business Anniversaries**

The City recognized and thanked 209 companies in 2021 that celebrated major milestones of doing business in Northglenn. Each business was sent a personalized thank you card with the number of years in business that was signed by City Council. In Q1 2022, 33 businesses celebrated anniversaries and were acknowledged in the April 2022 Connection.

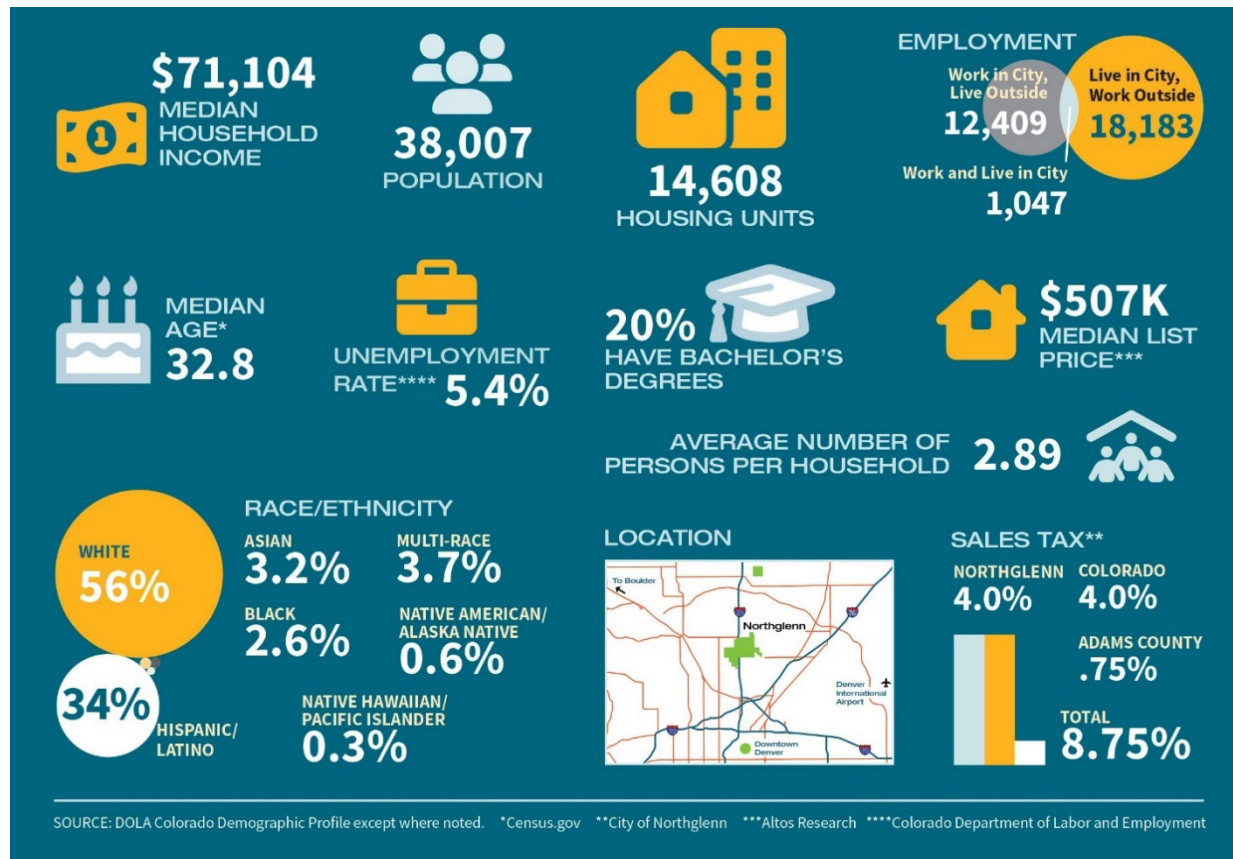
**2021 Business Survey**

The 8<sup>th</sup> Annual Business Survey was completed and is shown below. Compared to 2020, more businesses made capital investments and hired more employees. Also, sales revenues were up from the previous year. These indicators show positive signs that businesses are recovering from the pandemic.



**2022 Northglenn Demographics**

Below is the updated demographics snapshot for Northglenn as of May 2022.



**2021 New/Closed Businesses**

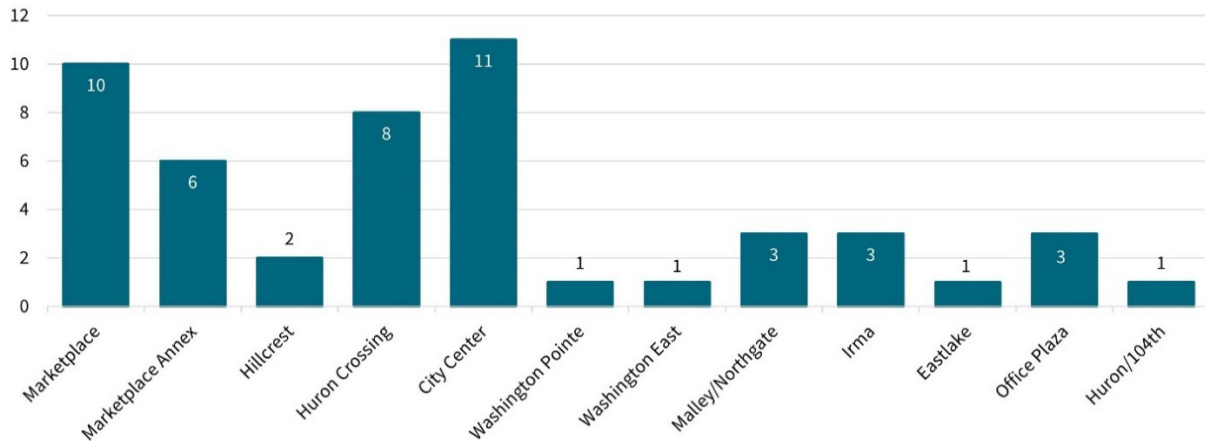
**2021 Net New Businesses**

Month	New Storefronts	New Jobs	Square Feet Absorbed
<b>New Business Total</b>	50	205	101,458
<b>Closed Business Total</b>	-59	-249	-168,478
<b>Net Totals</b>	-9	-44	-67,020

**2021 New Storefront Business**

50 new storefront businesses opened in Northglenn in 2021 and are listed in Attachment 6. These businesses added 205 jobs and absorbed 101,458 square feet of space. The chart below shows what areas the new storefront businesses opened in 2021.

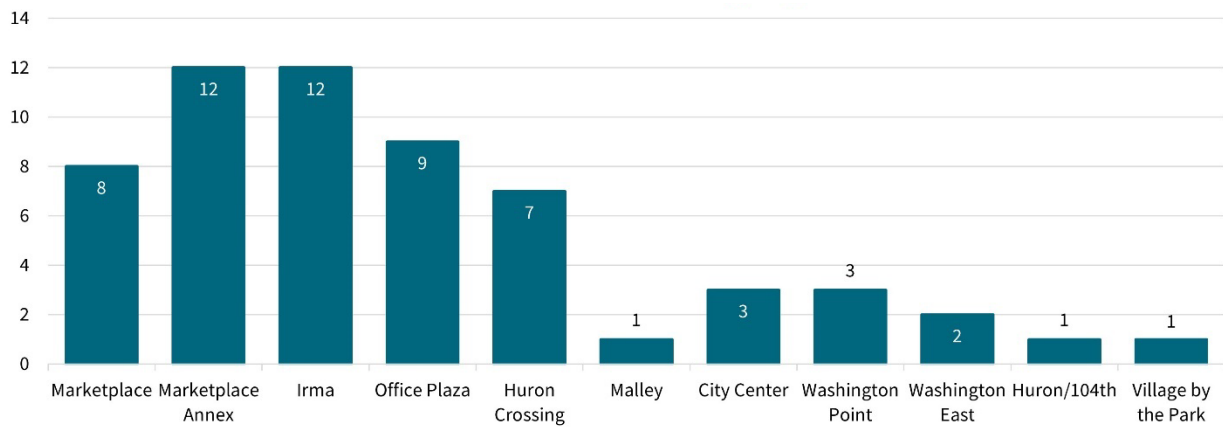
**2021 New Storefront Businesses (50)**



**2021 Closed Storefront Business Licenses**

59 storefront businesses closed in Northglenn in 2021. A complete list can be found in Attachment 7. The following chart reflects the locations. These closings resulted in the loss of 249 jobs and 168,478 square feet vacated. However, most of these have new owners or have been backfilled with new tenants. Some notable permanent closures reported were Christopher & Banks, Bravo’s Italian Restaurant, Maxair, Papa Murphy’s, and Old School Garage. Additionally, seven businesses in Phenix Salons closed but were quickly leased to new businesses.

**2021 Closed Storefront Businesses**





**2022 Q1 New/Closed Storefront Businesses**

The chart below indicates the new, closed, and net business totals for Q1 2022.

**2022 Q1 Net New Businesses**

Month	New Storefronts	New Jobs	Square Feet Absorbed
<b>New Business Total</b>	11	69	64,474
<b>Closed Business Total</b>	-15	-33	-18,590
<b>Net Totals</b>	<b>-4</b>	<b>36</b>	<b>12,116</b>

**2022 Q1 New Storefront Business**

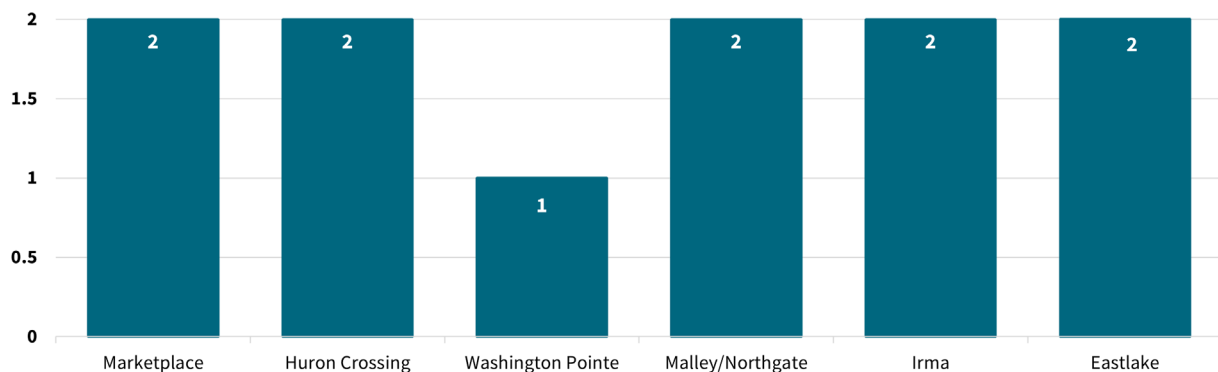
11 new storefront businesses opened in Q1 2022, and the table below lists the businesses. These businesses added 69 new jobs and absorbed 50,674 square feet of space.

Business Name	Street Name	Start Date	# of Jobs	Square Feet
PNC Bank	480 120th Ave.	1/01/2022	6	3,640
PNC Bank	11210 Huron St.	1/01/2022	3	13,800
Kaizen Auto Care - Northglenn West	535 W. 115th Ave.	1/01/2022	10	7,500
Kaizen Auto Care - Northglenn East	10555 Irma Drive	1/01/2022	19	15,600
Styled by Jordy	10620 Melody Drive, Unit F	1/08/2022	1	0
Mom's House Learning Center	725 Malley Drive	1/24/2022	4	1,750
ATAX Northglenn	11916 Washington St.	3/01/2022	3	1,200
Huntington National Bank	2185 E. 120th Ave.	3/01/2022	1	6,229
Urban Indian Grocery	550 Malley Drive	3/14/2022	3	3,778
Five Below #3036	407 W. 104th Ave.	3/25/2022	14	9,577
La Piramide	2145 E. 120th Ave., Unit A	3/29/2022	5	1,400
<b>11 Companies</b>			<b>69</b>	<b>64,474</b>

**2022 Q1 New Storefront Locations**

The below chart shows what areas the new storefront businesses opened in Q1.

**2022 Q1 New Storefront Locations**



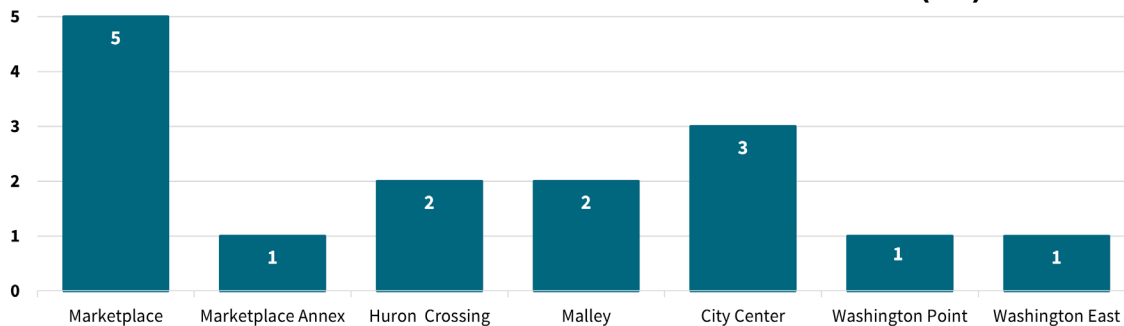
**2022 Q1 Closed Business**

The following 15 businesses closed in Q1 2022, resulting in a loss of 42 jobs and 36,030 square feet vacated. Of these businesses, five were in Phenix Salon and one in Office Evolution. With the exceptions of CBD Wellness, Magic Hair Salon, Smith & Shellenberger, AAMCO Transmissions, and Rocket Brakes, the remaining have been filled by new businesses.

Business Name	Street Name	Start Date	Closed Date	# of Jobs	Square Feet
BBVA Compass Bank Northglenn #48308	480 120th Ave.	6/1/2000	10/11/2021	6	3,640
BBVA Compass Bank Huron Main #48310	11210 Huron St.	5/4/2000	10/11/2021	3	13,800
Tan Lines Optional	10620 Melody Drive, Unit F	10/1/2018	1/1/2022	1	0
Dolled Unlimited	10620 Melody Drive, Unit F	10/1/2019	1/1/2022	1	0
The Lone Hare LLC	10620 Melody Drive, Unit F	12/13/2019	1/1/2022	1	0
HD Hair and Makeup	10620 Melody Drive, Unit F	2/12/2020	1/1/2022	1	0
MariaXNails	10620 Melody Drive, Unit F	3/7/2021	1/1/2022	1	0
Smith & Shellenberger LLC	11990 Grant St., Suite 100	7/24/1996	1/11/2022	8	2,764
CBD Wellness Centers LLC	11411 Pearl St.	10/1/1998	1/13/2022	2	1,000
Morton Enterprises	11990 Grant St., Suite 550	7/24/2020	1/26/2022	4	0
Magic Hair Salon LLC	11455 Washington St., Unit D	2/1/2019	1/31/2022	2	1,376
AAMCO Transmissions	11450 Huron St., Units A & B	8/2/2010	2/8/2022	7	4,500
SilverTouch Aesthetics	11990 Grant St., Suite 550	9/1/2020	2/20/2022	1	0
Meihao Express Inc.	11970 Washington St.	7/1/2021	3/17/2022	2	1,750
Rocket Brakes	10535 Melody Drive	3/1/2020	3/22/2022	2	7,200
<b>15 Companies</b>				<b>42</b>	<b>36,030</b>

The chart below shows what areas the storefront businesses closed in Q1 2022.

**2022 Q1 Closed Storefront Businesses (15)**



**Commercial Real Estate**

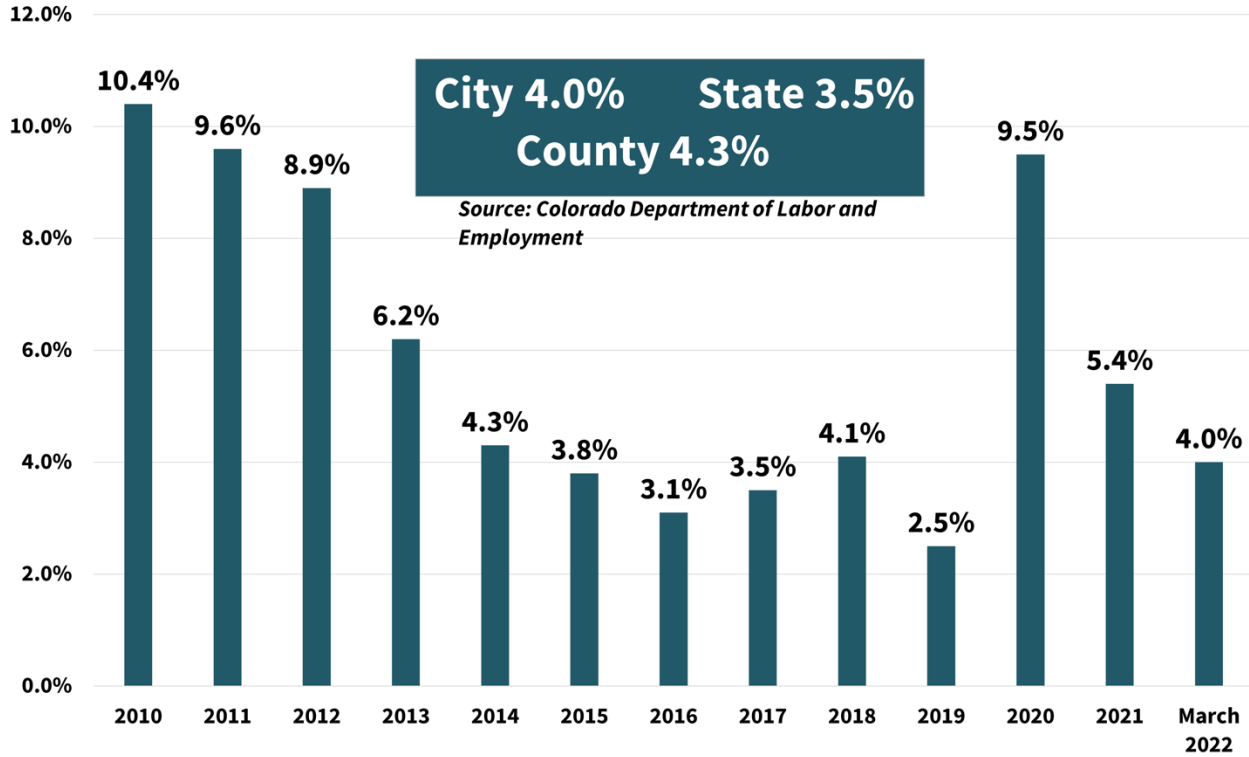
The following chart provides commercial real estate statistics for Q1 2022.

Property Type	# of Properties	Square Feet	Avg. Lease Rate	Q1 2022 % Vacancy
Office	35	656,693	\$24.89/fs	7.8%
Industrial	45	1,060,804	\$9.57/nnn	3.2%
Retail	134	1,946,832	\$16.43/nnn	6.6%

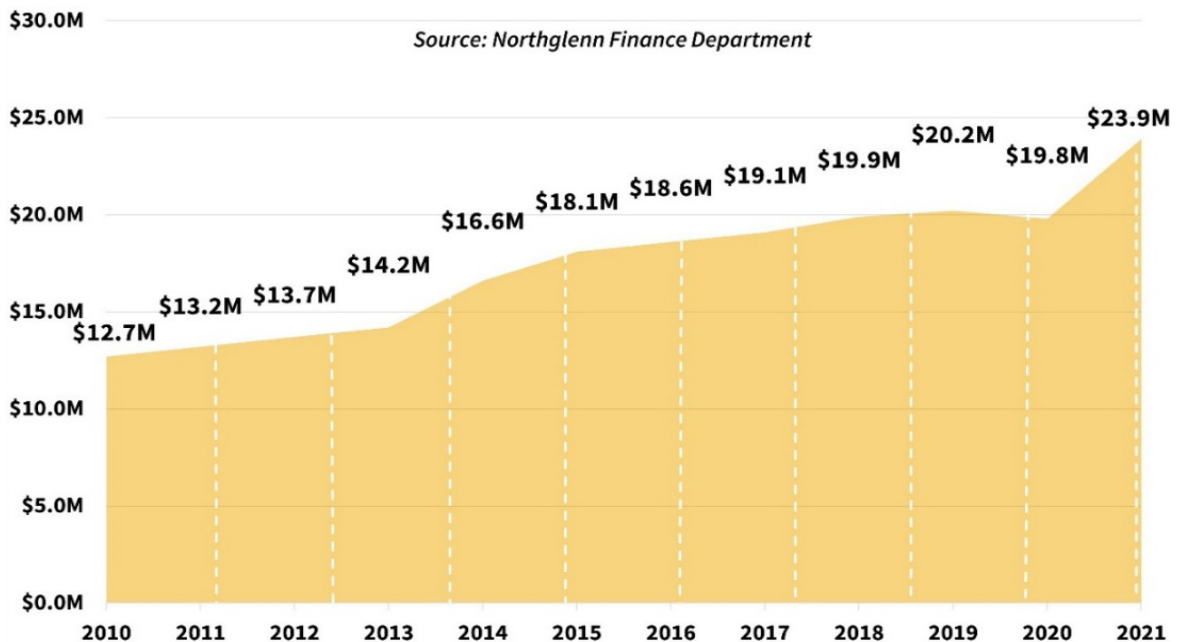
**2021 Statistical Reports**

The following charts provide Northglenn’s 2021 sales tax and unemployment rate history, commercial real estate for office, industrial, and retail space Q1 2022, 2021 commercial building permit values and digital statistics.

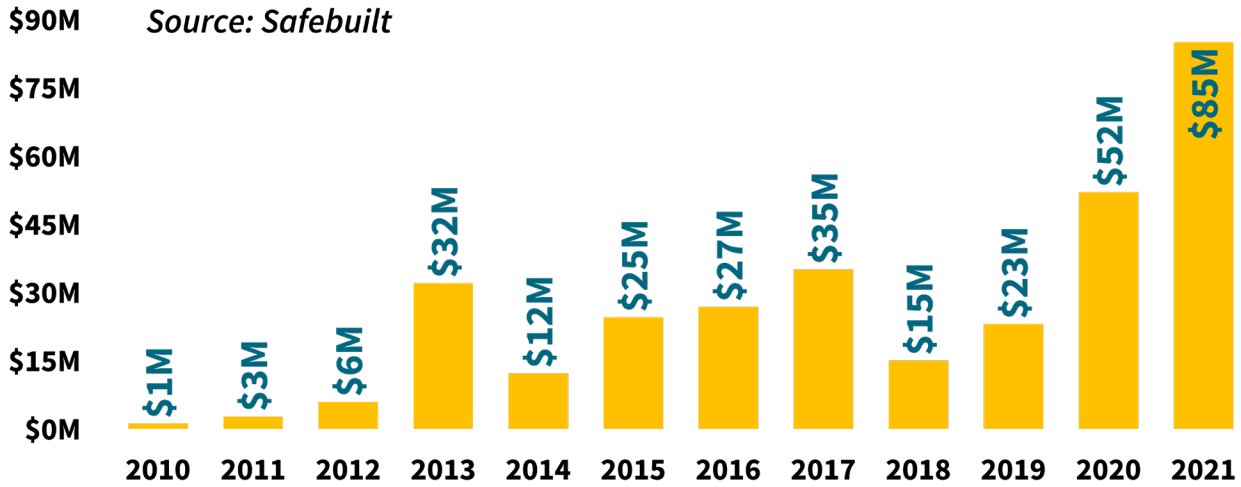
**Unemployment Rate History**



**2021 Sales Tax History**



### Commercial Building Permit Valuations



### Economic Development Digital Analytics

#### 2021 Twitter Analytics

Total Followers	New Followers	Total # of Tweets	Impressions
246	11	56	12,297

#### 2021 Facebook Insights

Total Followers	New Followers	Total # of Posts	Reach	Engagements
595	94	89	10,613	803

#### Northglenn Urban Renewal Authority

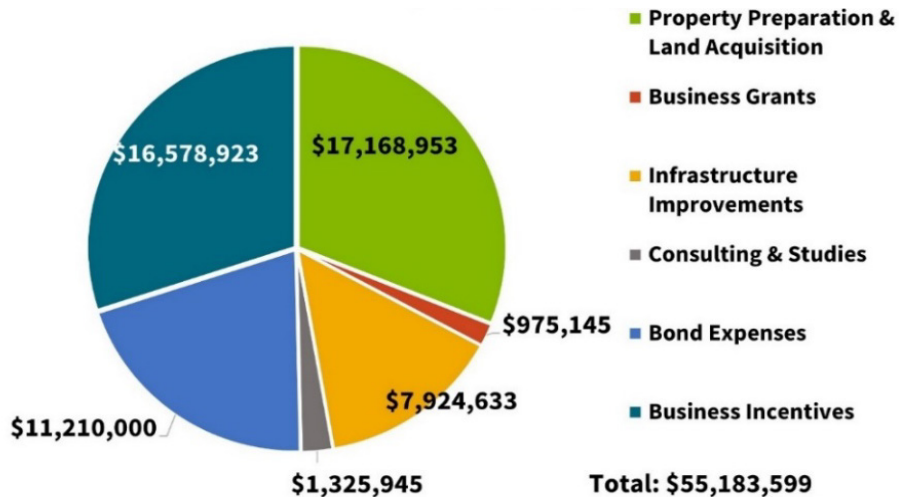
The quarterly joint meetings with Council and the NURA board provide a formal opportunity to discuss current and upcoming NURA-related projects and activities. This report gives historical, 2021 and Q1 2022 updates.

The 2021 NURA Annual Report can be viewed at [www.northglenn.org/2021nurayir](http://www.northglenn.org/2021nurayir).

#### **NURA Reinvestment by Project Category**

The following chart provides a snapshot of what types of investments by project category NURA made from 1995 to 2021.

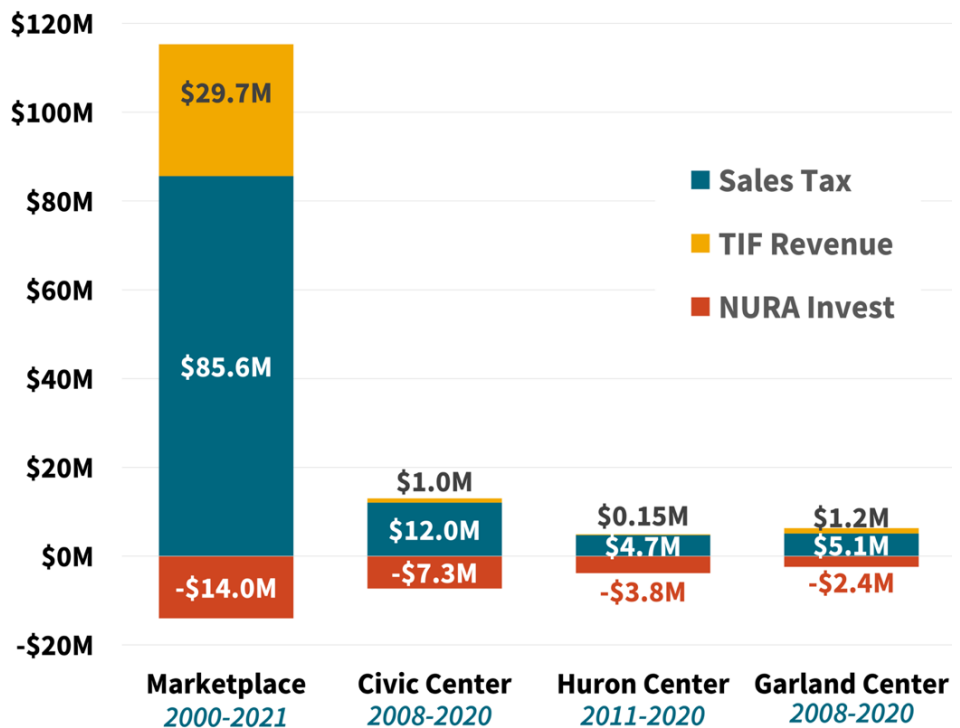
### Reinvestment By Project Category (1995 to 2021)



### NURA Return on Investment (ROI)

As a representation of the financial value of urban renewal for the City, the chart to the right reflects the Return on Investment (ROI) to the City relative to four major commercial areas (Marketplace, Civic Center, Huron Center and Garland Center) that NURA has invested substantial funding to redevelop.

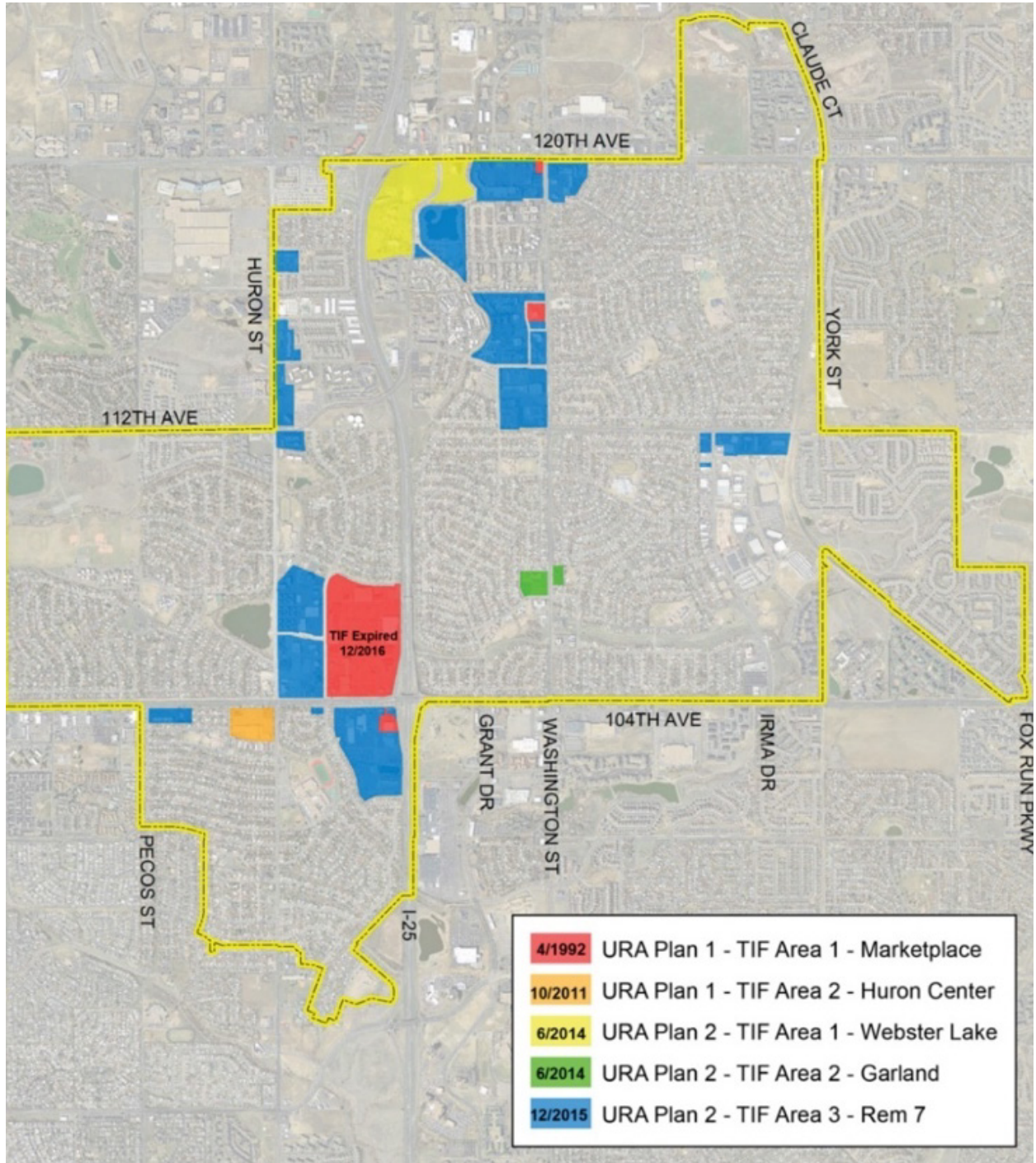
NURA has invested approximately \$27.5 million in these urban renewal properties, leveraging millions of dollars in property improvements in the last 20 years. This has led to \$107.4 million in sales taxes for the City and over \$32 million in new TIF revenues. This does not include any use taxes or new property taxes the City now collects on the properties where the TIF timeline has expired.





### NURA Plan & TIF Areas

Since 2000, when NURA invested its first \$30,000 to begin the redevelopment of the original Northglenn Mall, more than \$55 million has been reinvested back into Northglenn's urban renewal TIF areas. The map shows the urban renewal plan areas and five TIF areas. The TIF areas in red have expired and the NURA no longer collects any TIF revenue.



**NURA Priority List**

Below is a commercial area list developed by City Council and NURA that ranks priority areas for redevelopment and revitalization over the next four years.

Priority	Individual Map #	Commercial Areas
1	1	Civic Center P3
1	2	112th and Irma Drive
1	3	East 120 <sup>th</sup> Avenue and Washington Street. (Smashburger, CSL Plaza, @Cheers, etc.)
2	4	Marketplace West (Annex) Dollar Tree, Saigon Basil, Cakes by Karen, Core Progression and Wells Fargo, etc.)
2	4	Marketplace and northwest corner vacant land (TIF expired)
2	3	Washington Point (Safeway)
2	5	Malley Drive and North Washington (Malley/Northgate restaurant parcel and Palmer Center)
3	6	Hillcrest
3	7	Huron Street (112th-115th BBVA/PPC of West to Public Storage)
3	8	O'Meara land site

**NURA Project Updates**

Below is an update on four commercial projects that NURA is actively working on related to redevelopment activities.

**Northglenn Marketplace**

The pandemic was difficult for all businesses. However, the good news is that the Northglenn Marketplace retained all of its tenants except several small businesses in Phenix Salon. A major celebration was the re-opening of Cinzzetti's Italian Market Restaurant, which had been closed for a full year due to the pandemic.

Early this year, Hutensky Capital Partners (HCP), owners of the Northglenn Marketplace changed leasing agents and brokers to Legend Realty. This has been a positive change, and there is more interest and marketing occurring at the center with the new brokers.

Scissorhand Design Studio expanded and moved to the unit next door to their original location at 421 W. 104<sup>th</sup> Ave., Suite A. They expanded from 1,235 square feet to 3,000 square feet with 18 barber stations and completed extensive tenant finish work at the new location.

The City recently announced three new national anchor tenants. Five Below leased 9,577 square feet in a portion of the former Office Depot space and opened on March 25, 2022. dd's Discounts will occupy the remaining 20,528 square feet in the same building with plans to open in late 2022. The Painted Tree Boutiques opened on April 3 in the former 32,365-square-foot Sports Authority building that has been vacant since 2011.

Also, Colorado-based Forma Furniture has plans to take the former ULTA Beauty space with 12,081 square feet and hopes to open in fall 2022.



Vivid Beauty Clinic is doing tenant finish on 3,267 square feet at 421 W. 104<sup>th</sup> Ave. and plans to open in summer 2022. This was formerly the Mattress King space that has been vacant since 2001.

HCP is in negotiations for more than 70,000 square feet of the northern portion of the center, where Bed Bath and Beyond and Atlanta Bread had been located. Once the project is approved, NURA will be working with HCP on a restated Redevelopment Agreement (RDA) that will replace the Harkins Theatre with the new project. NURA approved a third amendment to the existing RDA to extend the deadline to June 30 to finalize the lease for the new tenant. As part of the RDA, NURA needs to approve any changes to the existing Operation and Easement Agreement (OEA). In April, NURA approved an amendment to the OEA between Lowe's and HCP to accommodate a new project.

### Garland Center Remediation

NURA has been working on remediating the high Tetrachloroethene (PCE) groundwater levels at the Garland Center, which were caused by a former dry cleaner in this location. In November 2020, NURA's contractor, Advanced Environmental Technologies (AET), moved into the full-scale installation of equipment and implementation phase using the E-Redox® system for testing. After discussions with the Colorado Department of Public Health and Environment (CDPHE), the NURA board approved an amendment to the AET Professional Service Agreement (PSA) to have them clean and test the remaining wells and work with CDPHE to get a "No Further Action" letter. The following image shows where the wells have been located on the properties. The yellow indicates wells drilled, but no contamination discovered. The red shows six wells that have been identified with required contamination and are being remediated.



**11215 and 11221 Washington St.**

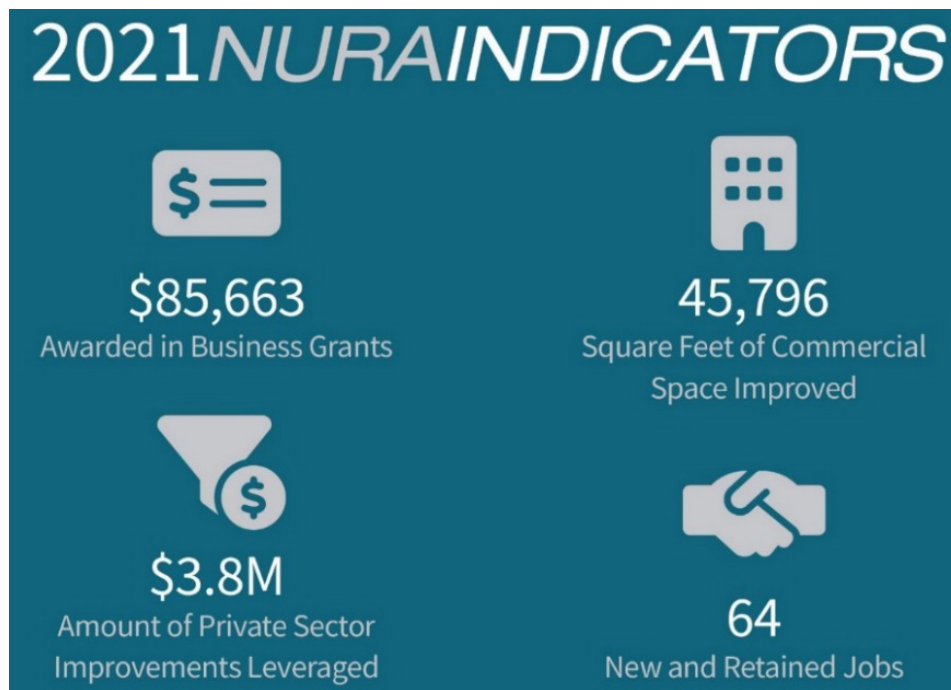
On April 16, NURA purchased the properties located at 11215 and 11221 Washington Street for redevelopment. NURA has entered into a Purchase and Sale Agreement with Enterprise Northglenn to purchase the property. They are currently doing their due diligence on the site.

**1660 and 1680 E. 112<sup>th</sup> Ave. Redevelopment**

NURA is working with the property owners of 1660 and 1680 E. 112<sup>th</sup> Ave. to purchase and combine these two properties for future redevelopment. NURA is in the process of doing their due diligence on the properties. NURA received the phase 1 environmental report that indicated that a phase 2 subsurface investigation was needed since the property had been a former gas station and auto repair business, which has recognized environmental conditions. Upon receipt of the phase 2 report, NURA will determine the viability of purchasing these properties for redevelopment.

**2021 NURA Business Grant Indicators**

NURA awarded 14 business grants for a total of \$85,663 in 2021. These exterior and utility upgrades leveraged \$3.8 million in private commercial property improvements.



**2021 BIG & BUAG Grants**

The following table provides an overview of the businesses that took advantage of the Business Improvement Grant (BIG) and the Business Utility Assistance Grant (BUAG) programs in 2021 and the geographical areas they were located.

**2021 NURA GRANT LOCATIONS**

<b>BIG</b>	<b>Amount</b>
Key Nail Supply	\$2,409.40
Fit Theorem	\$3,977.00
5280 Reptile Room	\$3,184.19
New Era Jiu Jitsu	\$2,557.50
Purple Moon	\$12,500.00
Murray-Brown Laboratories	\$5,393.13
2nd Time Sports	\$5,320.79
Soul Inspiration	\$2,085.26
Lee Myles Autocare	\$12,500.00
Rave Repairs	\$1,800.00
Urban Indian Grocery	\$3,250.00
Andre's & Lana's Market	\$5,686.05
PNC Bank	\$12,500.00
<b>TOTAL</b>	<b>\$73,163.32</b>

<b>BUAG</b>	<b>Amount</b>
PNC Bank	\$12,500.00
<b>TOTAL 14 GRANTS</b>	<b>\$85,663.32</b>





### **Q1 2022 Resolutions**

The following resolutions were approved by the NURA board in Q1 2022:

#### **January 2022**

- a. Resolution N/22-1 – Designating Official Public Posting Place
- b. Resolution N/22-2 – Election of 2022 Officers
- c. Resolution N/22-3 – Advanced Environmental Technologies LLC (AET) First Amendment to PSA

#### **February 2022**

- a. Resolution N/22-4 – Business Improvement Grant with Mountainside Pizza, Inc. dba Domino's Pizza – \$12,500
- b. Resolution N/22-5 – Business Utility Assistance Grant (BUAG) with Mountainside Pizza, Inc. dba Domino's Pizza – \$12,500

#### **March 2022**

- a. Resolution N/22-6 – Business Improvement Grant with La Patrona for exterior signage – \$2,286
- b. Resolution N/22-7 – First Amendment to Purchase & Sale Agreement – Enterprise Northglenn LLC for 11215 & 11221 Washington St.

### **STAFF REFERENCE**

If Council members have any questions, please 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. 2021 Business Retention & Expansion goals
3. 2022 Business Retention & Expansion action plan
4. 2021 Ribbon cuttings and anniversary celebration list
5. 2022 Ribbon cuttings and groundbreaking list
6. 2021 New storefront businesses
7. 2021 Closed storefront businesses

2021 & Q1 2022

Attachment 1

# ***ECONOMIC DEVELOPMENT & NURA YEAR IN REVIEW'S***

**Debbie Tuttle**

*Economic Development Director &  
NURA Executive Director*

*303.450.8743*

*dtuttle@northglenn.org*

*May 23, 2022*



**CITY OF  
Northglenn**

# 2021 & Q1 2022

# ECONOMIC DEVELOPMENT

**ECONOMIC DEVELOPMENT**  
Northglenn

# 2021 YEAR IN REVIEW

**KARLS FARM**  
NORTHGLENN, CO

<b>101,458</b> Square Feet of Retail, Office and Industrial Space Absorbed	<b>80</b> Business Retention Activities	<b>5.4%</b> Unemployment Rate	<b>47</b> New Business Prospects	<b>78</b> New Businesses 50 Storefront 28 Home-Based	<b>+205</b> New Storefront Jobs
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Boardwalk Pizzeria 25th Anniversary

Recreation Center Grand Opening

Business Appreciation Event



# 2021 ECONOMIC INDICATORS

 **101,458**  
Square Feet of  
Retail, Office  
and Industrial  
Space Absorbed

 **80**  
Business  
Retention  
Activities

 **5.4%**  
Unemployment  
Rate

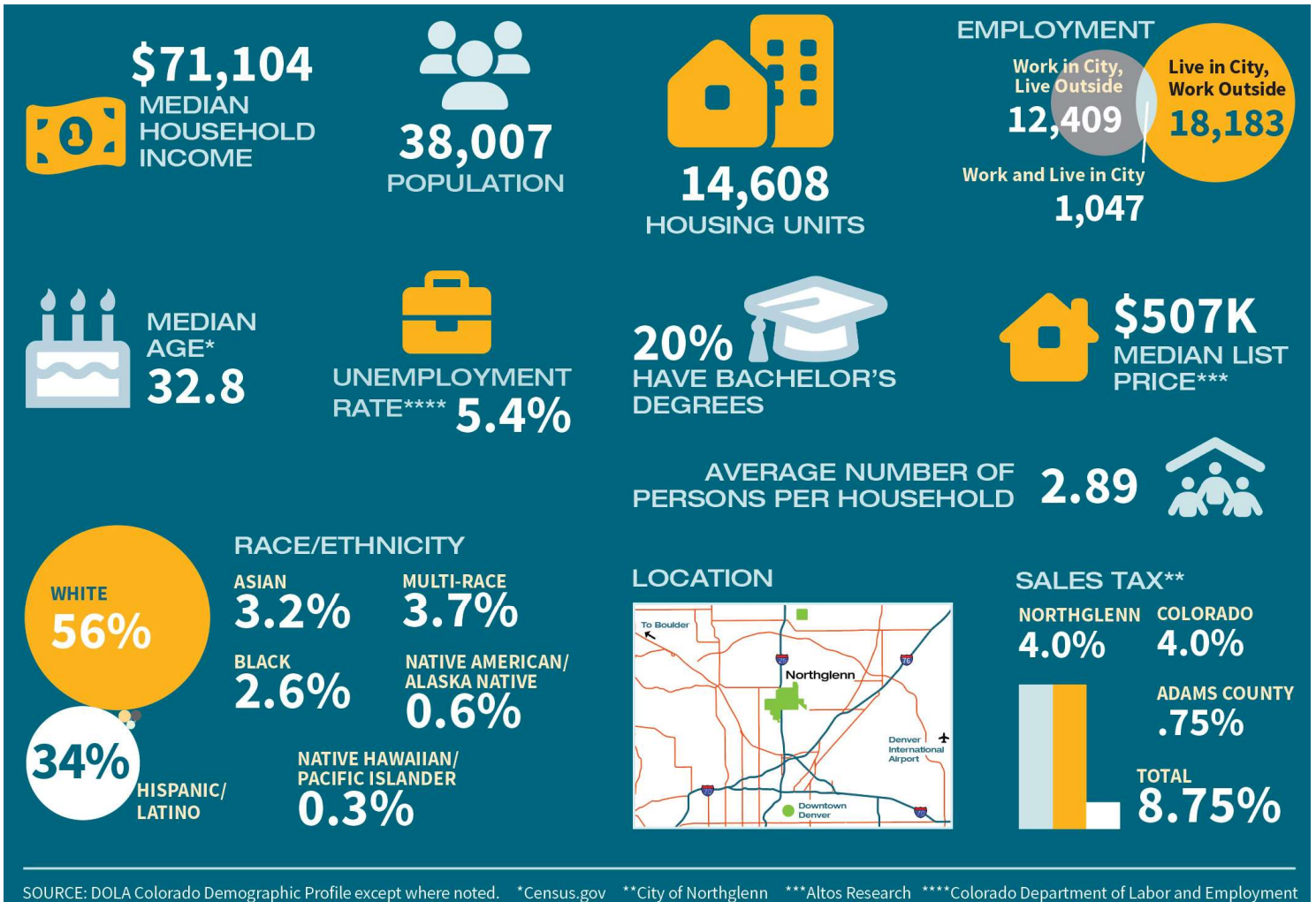
 **47**  
New Business  
Prospects

 **78**  
New Businesses  
*50 Storefront*  
*28 Home-Based*

 **205**  
New Storefront  
Jobs



# CITY STATS





# 2022 RIBBON CUTTINGS



La Piramide



Polaris Law



Spot Wash on Pearl



Karl's Farm  
Affordable Senior  
Housing Apartments  
Groundbreaking



Andre's & Lana's Market



Urban Indian Grocery



Painted Tree Boutique



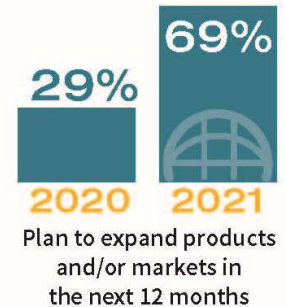
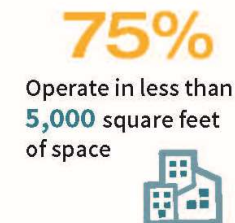
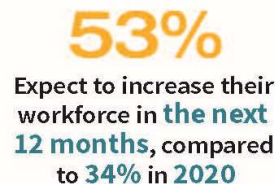
# 2021 BUSINESS SURVEY

- 8<sup>th</sup> Annual
- Sent to all businesses in City
- 89 responses



## Top 5 Challenges in 2021

1. Cash Flow
2. Recruitment & Staffing
3. Access to Customers
4. Expanding Sales
5. Workforce Quality



# 2021

## ***NEW & CLOSED BUSINESSES***

Month	New Storefronts	New Jobs	S/F Absorbed
<b>New Business Total</b>	<b>50</b>	<b>205</b>	<b>101,458</b>
<b>Closed Business Total</b>	<b>-59</b>	<b>-249</b>	<b>-168,478</b>
<b>Net Totals</b>	<b>-9</b>	<b>-44</b>	<b>-67,020</b>



# **Q1 2022**

## **NEW & CLOSED BUSINESSES**

<b>Month</b>	<b>New Storefronts</b>	<b>New Jobs</b>	<b>S/F Absorbed</b>
<b>New Business Total</b>	<b>11</b>	<b>69</b>	<b>64,474</b>
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# Q1 2022 COMMERCIAL REAL ESTATE

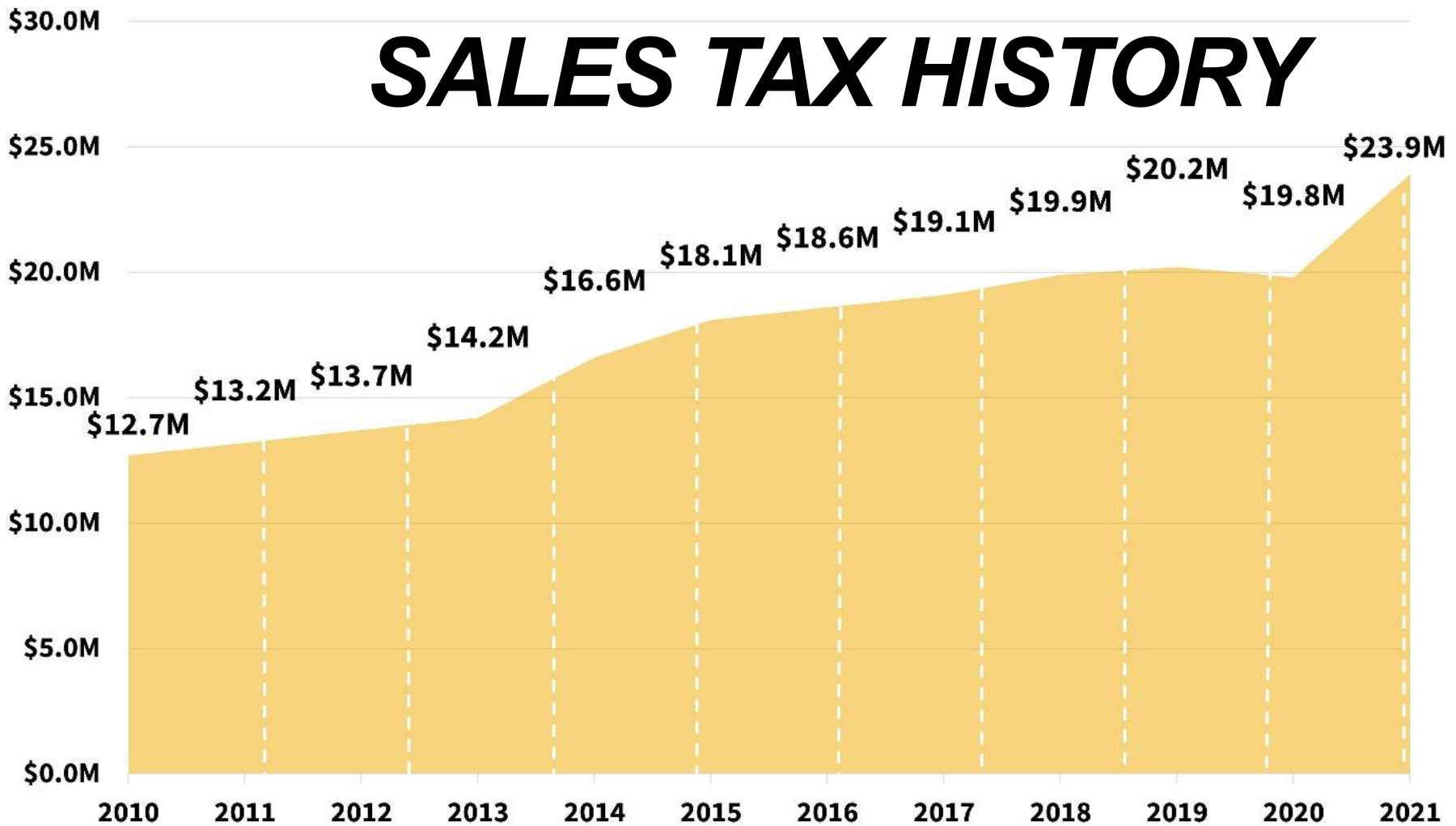
Property Type	# of Properties	Square Feet	Avg. Full Service Lease Rate	Q1 2022 % Vacancy
Office	35	656,693	\$24.89/fs	7.8%
Industrial	45	1,060,804	\$9.57/nnn	3.2%
Retail	134	1,946,832	\$16.43/nnn	6.6%

Source: CoStar

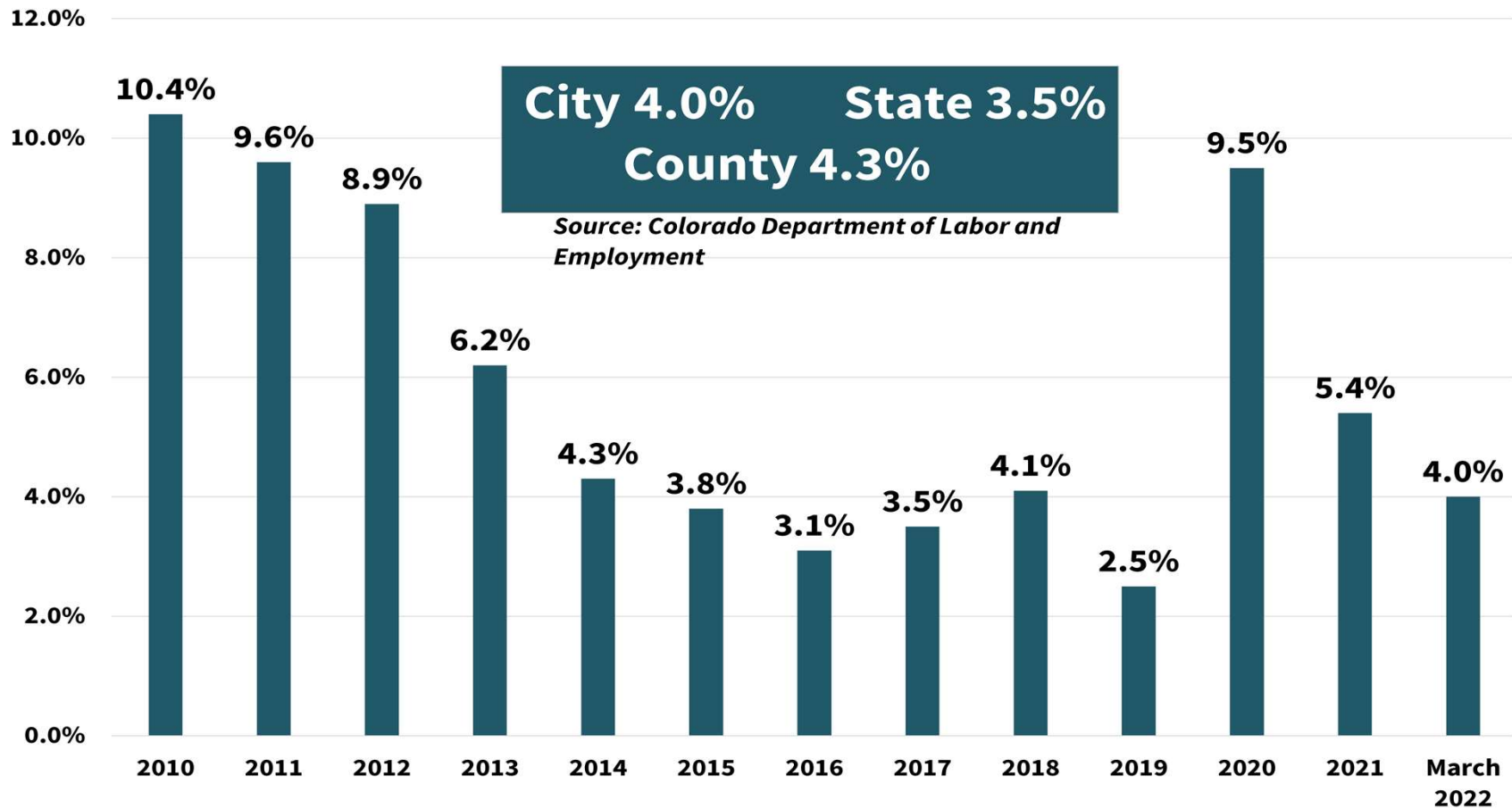




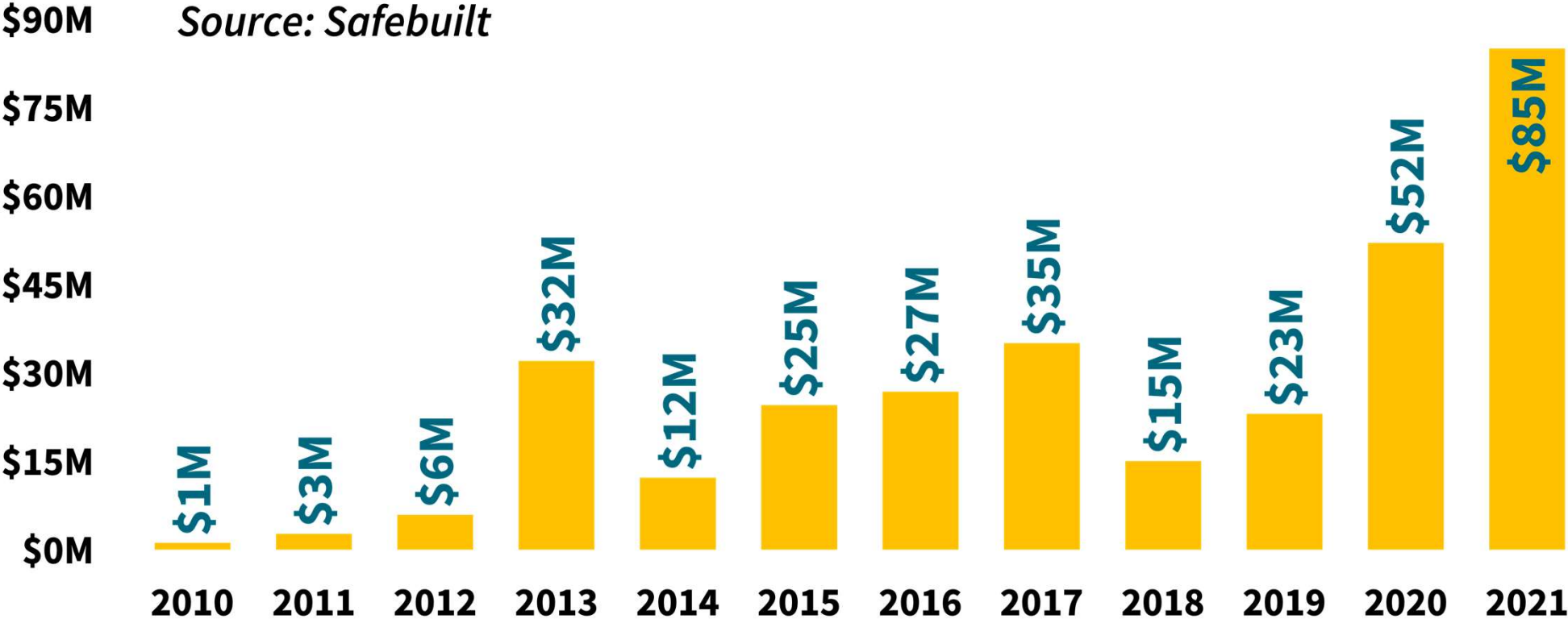
# ***SALES TAX HISTORY***



# UNEMPLOYMENT RATE HISTORY



# COMMERCIAL BUILDING PERMIT VALUATIONS





# ***NURA***

## **2021 Year in Review & Q1 2022**



**CITY OF**  
**Northglenn**



**2021 &  
Q1 2022**

**NORTHGLENN  
URBAN  
RENEWAL  
AUTHORITY  
(NURA)**

**NURA** NORTHGLENN URBAN  
RENEWAL AUTHORITY

**YEAR IN REVIEW 2021**

31 **\$55** 2 5  
Successful Years Million Invested Urban Renewal Plans Redevelopment Areas



# 2021 NURA INDICATORS



\$85,663

Awarded in Business Grants



45,796

Square Feet of Commercial  
Space Improved



\$3.8M

Amount of Private Sector  
Improvements Leveraged



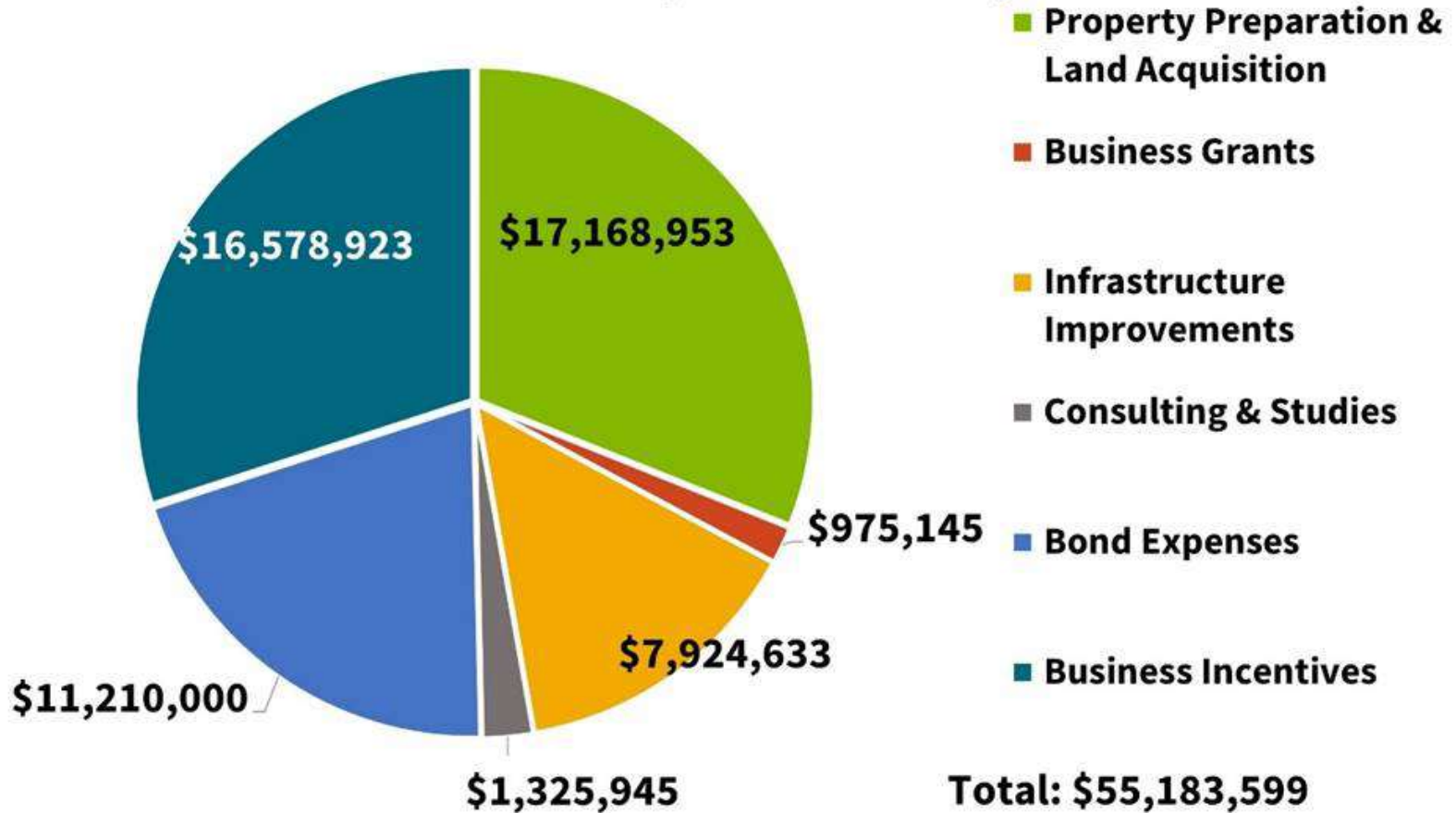
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New and Retained Jobs

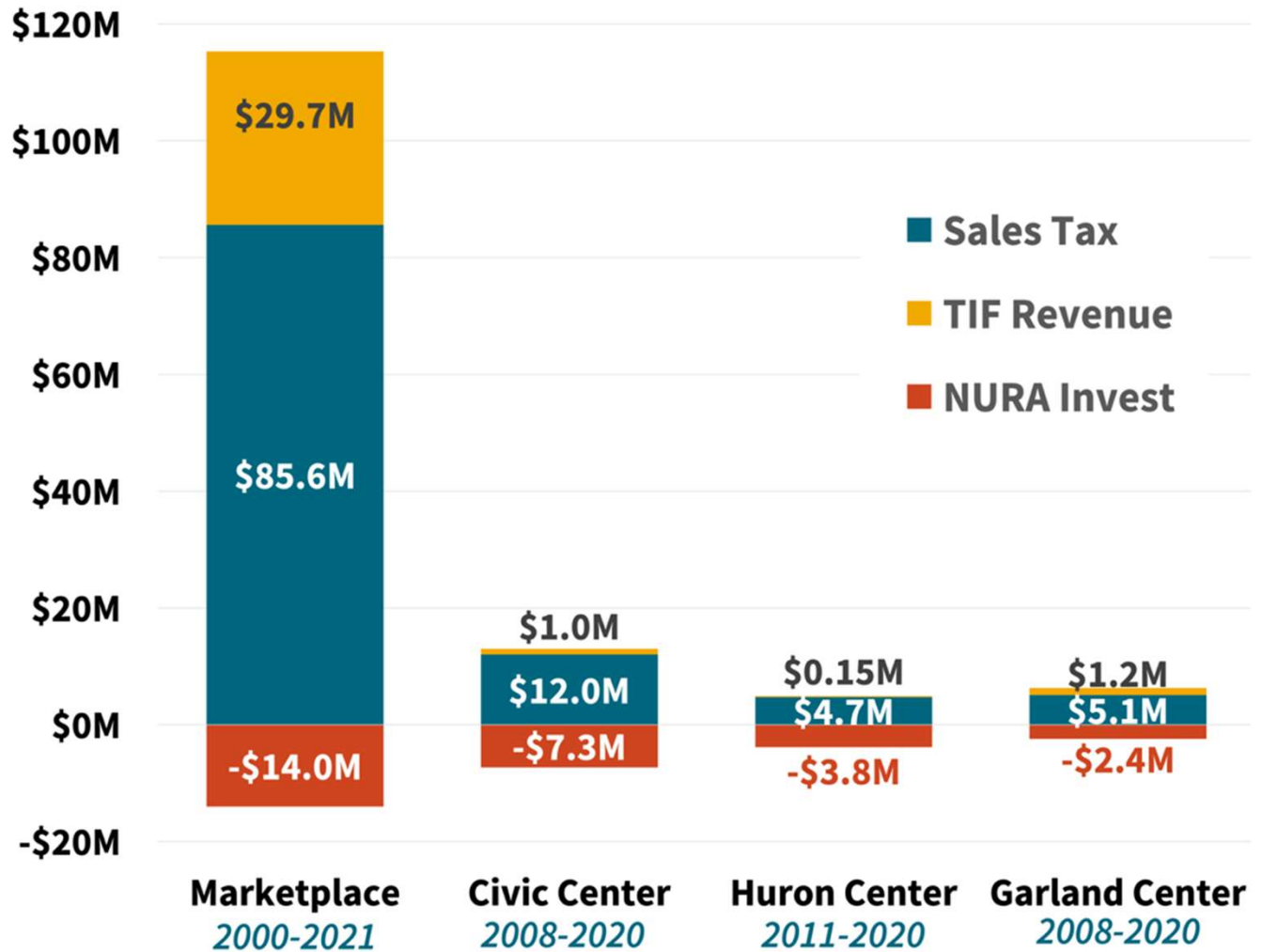




## Reinvestment by Project Category (1995-2021)



# URBAN RENEWAL ROI TO CITY



# 2021 NURA GRANTS



BIG	Amount
2 <sup>nd</sup> Time Sports	\$5,321
5280 Reptile Room	\$3,184
Andre's & Lana's Market	\$5,686
Fit Theorem	\$3,977
Key Nail Supply	\$2,409
Lee Myles Autocare	\$12,500
Murray-Brown Laboratories	\$5,393
New Era Jiu Jitsu	\$2,558
PNC Bank	\$12,500
Purple Moon Early Learning	\$12,500
Rave Repairs	\$1,800
Soul Inspiration	\$2,085
Urban Indian Grocery	\$3,250
<b>Total BIG</b>	<b>\$73,163</b>
BUAG	
PNC Bank 112 <sup>th</sup> Ave.	\$12,500
<b>Total BUAG</b>	<b>\$12,500</b>
<b>TOTAL Grants</b>	<b>\$85,663</b>



# ***CURRENT NURA PROJECTS***

**Garland Center  
Remediation**

**Marketplace  
Redevelopment &  
Revitalization**

**112<sup>th</sup> Avenue and  
Irma Drive  
Redevelopment**

**112<sup>th</sup> Avenue and  
Washington Street**



# QUESTIONS?



**2021 Committee Goals  
Business Retention & Expansion Committee**

**Ongoing BRE Activities:**

- At least one formal business retention call per week or 75/year (80) +
- At least 2,000 informal business outreach efforts +
  - Over 15,000 informal business outreach efforts (e-newsletter, social media, Connection) ✓
    - Informational emails related to COVID-19 updates sent to all business list such as occupancy limitations and changes, 5 Star Certification Program, vaccination information for businesses, Adams County grants, mask mandate updates. +
- Provide customized and personal business assistance to new and existing businesses ✓
- Website updates ✓
- Track relevant economic development data ✓

**Annual BRE Activities:**

- 2020 Economic Development and NURA Annual Reports ✓
- 8<sup>th</sup> annual business survey ✓
- Offer Economic Development documents in Spanish ✓
  - New Business Checklist (New Checklist still in progress)
- Host business walks in three areas/districts ✗

**BRE Events:**

- Business After Hours events – (2) ✓
  - Ramos Law 9/16 ✓
  - Holiday Business After Hours 12/10 ✓
- 9<sup>th</sup> Annual Business Appreciation Event – Oct. 28 ✓
  - New location: New Recreation Center, Senior Center, and Theatre ✓
  - 300+ in attendance – highest attendance at this event +

**BRE Marketing and Promotion Businesses:**

- Enhance marketing and advertising opportunities for businesses



- Ribbon cuttings & grand openings for new businesses (10) + (12)
- Send anniversary cards to businesses with milestone anniversaries ✓
- Shop & Dine Northglenn holiday campaign ✓
  - Shop Small Saturday – November 27<sup>th</sup> 2021 ✓
  - Provide support to businesses via e-newsletter and social media ✓
  - Utility mailer in November ✓
  - Shop & Dine Northglenn Banners Nov. 22 - Dec. 30 ✓
  - Social Media Campaign Nov. 22 – Dec. 2021 ✓
- Promote business activities ✓
  - New businesses listed quarterly in Connection, ribbon-cutting announcements, grant awards ✓
  - Business with special awards or recognition in Connection, e-Newsletter, and social media (25) ✓
- Monthly E-Newsletter (12) ✓
- Monthly Northglenn Connection business page (12) ✓
- Increase social media engagement/followers ✓
  - Increased Facebook followers by 15%
  - Increased Twitter followers by 6%
- Media exposure - press releases & pitch stories ✓
- Update marketing materials ✓





### **BRE Support Programs:**

- Increase marketing and outreach efforts NURA Grant Programs (BIG and BUAG) ✓
  - 14 BIG and BUAG Grants in 2021 vs. 9 BIG and BUAG in 2020
- Increase marketing and outreach efforts DABS Program (72) ✓
  - Marijuana business allowed to advertise on billboard due to change in state law. Only one out of our six spots for marijuana businesses.
- Increase marketing and outreach efforts for Enterprise Zone certifications/credits ✓
  - 23 certified businesses in 2021 vs. 17 in 2020
- Increase marketing and participation in Xcel Energy programs and sustainability efforts ✓
  - 20 participants in Small Business Energy Solutions – free assessment program to understand energy use, get direct installs, get connected to other resources (as of 7/1/2021)
  - 10 participants in small commercial smart thermostat programs to help reduce energy demand during peak use times (as of 7/1/2021)

**BRE Partnership Activities:**

- Partner with outside agencies to offer business outreach seminars/workshops – (2) 
  - Agencies were holding virtual rather than in person business outreach seminars/workshops in 2021.
    - Promoted virtual workshops to businesses via e-newsletter, social media, and individual invitations for both SBDC and Alliance Business Resource Center (Spanish translation available)
    - North Metro SBDC assisted 42 Northglenn businesses in 2021 and held 60 virtual workshops center-wide with 900 total attendees - *specific number of Northglenn businesses not identified in workshop data for 2021*
- STEM PBL Business Outreach 

**Legend**

-  Exceeded Goal
-  Ongoing and Annual Events & Programs
-  In Progress
-  Did Not Meet Goal



**2022 BRE Action Plan  
Business Retention & Expansion Committee**

**Ongoing BRE Support Services:**

- At least one-two formal business retention calls per week or 100/year
- At least 2,000 informal business outreach efforts
- Provide customized and personal business assistance to new and existing businesses
- Website updates
- Business database maintenance & track company assistance programs
- Track relevant economic development data
- Act as liaison between other city departments and the business on expansion and/or improvement projects

**Annual BRE Activities:**

- 2021 Annual Economic Development & NURA Annual Reports
- Host business walks in three areas/districts
- 9<sup>th</sup> Annual Business Survey

**BRE Events:**

- Business After Hours events – (3)
- 10<sup>th</sup> Annual Business Appreciation Event – October 27

**BRE Marketing and Promotion:**

Enhance marketing and promotion opportunities for businesses

- Ribbon cuttings & grand openings for new businesses (20)
- Promote business with milestone anniversaries (Connection and send anniversary card)
- Promote Northglenn/Thornton Sentinel “Best of Best”
- Shop & Dine Local holiday campaign (November-December)
- Monthly E-newsletter (12)
- Northglenn Connection business page (12)
- Promote business activities
- Increase social media engagement/followers
- Media exposure - press releases & pitch stories
- Update marketing materials

**BRE Support Programs:**

- Increase marketing and outreach efforts NURA Grant Programs (BIG and BUAG)
- Increase marketing and outreach efforts DABS Program (72)
- Increase marketing and outreach efforts for Enterprise Zone certifications/credits
- Increase marketing and participation in Xcel Energy programs and sustainability efforts

**BRE Partnership Activities:**

- Partner with outside agencies to offer business outreach seminars/workshops – (2)
- Participate with AC-REP to build programs that assist existing businesses (BRE Committee, Marketing Committee, other)
- Promote SBDC programs and counseling to assist new and existing businesses
- Promote Alliance Business Assistance Center to assist Spanish speaking
- STEM PBL Business Outreach
- Xcel Partners in Energy Business Outreach and Electric Vehicle Plan

**Identify 2022 Specific Goals:**

1. Offer Economic Development documents in Spanish
  - New Business Checklist (In progress)
  - BIG & BUAG Grant applications
2. Investigate feasibility of an on-line Job Listing Board

## 2021 Ribbon-Cuttings & Anniversary Celebration



Allie Johnson Speech Therapy

**Allie Johnson Speech Therapy** held its ribbon-cutting May 22. This one-person children's speech therapy office leased space in the Office Evolution co-working facility at 11990 Grant St., Suite 550. For more details, call 303.565.5667 or go to [www.alliejohnsonspeech.com](http://www.alliejohnsonspeech.com).



Cinzzetti's Italian Market

**Cinzzetti's Italian Market** held its re-opening ceremony on March 23 after being closed for the past year due to COVID-19. This Italian restaurant is located at 281 W. 104th Ave. For more information or to make a reservation, call 303.451.7300 or go to [www.cinzzettis.com](http://www.cinzzettis.com).



Denver Recovery Group

**Denver Recovery Group** held its ribbon-cutting on Nov. 18. This addiction treatment center leased 1,825 square feet at 11658 Huron St., Suite 300. They employ six people. For more information, call 720.616.0049 or go to [www.denverrecoverygroup.com](http://www.denverrecoverygroup.com).



Every Body Health & Wellness

**Every Body Health & Wellness** held its ribbon-cutting on July 13. This family medical practice leased 1,895-square-feet at 11684 Huron St., Suite 104. They accept new patients with most types of insurance. For more information, call 720.588.3249 or go to [www.everybodyhealthandwellness.com](http://www.everybodyhealthandwellness.com).





High Tide Liquor

**High Tide Liquor** held its ribbon-cutting for its new location on July 23. This business was previously located on 112th Avenue and Washington Street and relocated to 1416 W. 104th Ave. For more information, call 303.450.6191.



Modern Mind

**Modern Mind** held its ribbon-cutting on Nov. 18. This business provides workforce coaching to big and small companies. They leased co-working space in Office Evolution at 11990 Grant St., Suite 550 and employ two people. For more information, call 303.960.5141 or go to [www.modernmind.io](http://www.modernmind.io).



New Era Jiu Jitsu

**New Era Jiu Jitsu** held its ribbon-cutting on May 22. This one-person martial arts studio leased 3,000 square feet at 524 Malley Drive. For more information, call 303.955.7302 or go to [www.nejiujitsu.com](http://www.nejiujitsu.com)



Ramos Law

**Ramos Law** held its ribbon-cutting on Sept. 16 followed by a Northglenn Business After-Hours networking event. They purchased and renovated the 48,793 square-foot building located at 10190 Bannock St. The law firm employs 57 people at this location. Ramos Law occupies 22,358 square feet on the main level, and nine other businesses lease space on the lower level. For more information, call 970.408.0594 or go to [www.amoslaw.com](http://www.amoslaw.com).





Rave Repairs

**Rave Repairs** held its ribbon-cutting Oct. 16. This one-person small electronics repair company leased 1,644 square feet at 554 Malley Drive. For more information, call 720.379.3524



SilverTouch Aesthetics

**SilverTouch Aesthetics** held its ribbon-cutting on Nov. 18. This one-person skincare treatment facility leased space in Office Evolution at 11990 Grant St., Suite 550. They specialize in facials, lash lift/curl and brow shape, lash tint, and brow henna. For more information, call 303.808.4428 or go to [www.silvertouchaesthetics.com](http://www.silvertouchaesthetics.com).



VidaCare Home Services

**VidaCare Home Services** held its ribbon cutting on May 22. This home health care agency for seniors leased space in the Office Evolution co-working facility at 11990 Grant St., Suite 550. For more information, call 720.774.6545 or go to [www.vidacareinhome.com](http://www.vidacareinhome.com).

## Anniversary Celebration



Boardwalk Pizzeria

**Boardwalk Pizzeria** held its 25th Anniversary event on Oct. 16. This New Jersey-style pizzeria, located at 1420 W. 104th Ave., celebrated with customers, friends, family, and live music by Engraved. For more information, call 303.280.2233 or go to [www.boardwalkpizzeria.com](http://www.boardwalkpizzeria.com)

## Ribbon-Cuttings & Groundbreaking Jan. - April 2022



Andre's &amp; Lana's Market

**Andre's & Lana's Market** held its ribbon-cutting on April 22. This specialty European market and deli leased 4,127 square feet at 10685 Melody Dr., Unit A. They employ three people. For more information, call 303.862.7804.



La Piramide

**La Piramide** held its ribbon-cutting on March 29. This Mexican restaurant leased 1,400 square feet at 2145 E. 120th Ave., Unit A. They employ five people. For more information, call 303.288.5785.



Painted Tree

**Painted Tree** held its ribbon-cutting and Grand Opening on April 23. This boutique retail store features independent vendors selling unique items such as decor, clothing, jewelry, and gifts. They leased 32,365 square feet at 251 W. 104th Ave. in the Northglenn Marketplace. For more information, call 844.762.3342 or go to [www.paintedtree.com](http://www.paintedtree.com)



Polaris Law

**Polaris Law** held its ribbon-cutting on February 25. This legal services office leased 1,829 square feet at 11154 Huron St., #207 and employs four people. For more information, call 303.557.6488 or go to [www.lawpolaris.com](http://www.lawpolaris.com).





Spot Wash on Pearl

**Spot Wash on Pearl** held its ribbon-cutting on February 25. This car and dog wash business purchased the 2,519 square-foot building at 11416 Pearl St. and employs two people. For more information, call 720.838.7714 or go to [www.clubspotwash.com](http://www.clubspotwash.com).



Urban Indian Grocery

**Urban Indian Grocery** held its ribbon-cutting on April 22. This specialty grocery store leased 3,778 square feet at 550 Malley Dr. They employ three people. For more information, call 720.589.7997.

## 2022 Groundbreakings



Karl's Farm Senior Apartments

**Karl's Farm Senior Apartments** held its groundbreaking on March 10. They have begun construction at the corner of Irma Drive and 121st Ave. on 164 affordable, age-restricted apartments for residents 62 years and older. Monthly rent will range from \$1050 to \$1370 per month including parking and all utilities except electricity and internet. For inquiries or to be added to the interest list, call 303.626.8466.

## 2021 New Storefronts

Business Name	Street Name	Start Date	# of Employees	S/F
Glam Shop Nails LLC	11912 Washington St.	12/11/2020	4	1,800
Relating LLC	10465 Melody Drive, Suite 102	1/1/2021	1	0
Fusion Sign and Design, Inc.	2100 112th Ave., Unit 4	1/1/2021	17	5,000
Be Well Clinic LLC	11184 Huron St., Suite 9	1/1/2021	1	0
S&S Hair Creation	10620 Melody Drive, Unit F	1/8/2021	1	0
Sasha Hair and Lashes	10620 Melody Drive, Unit F	1/8/2021	1	0
Esthetics by Elayna LLC	2145 120th Ave.	1/12/2021	1	450
K Indian Grocery	1422 104th Ave.	1/15/2021	3	2,464
Key Nail Supply	10663 Melody Drive, #B9	1/15/2021	2	1,150
Clearchoice Dental Implant Centers	11900 Grant St., Suite 300	2/1/2021	8	6,996
Allie Johnson Speech Therapy LLC	11990 Grant St., Suite 550	2/1/2021	1	0
Jasmine's Lash Lounge	10620 Melody Drive, Unit F	2/1/2021	1	0
Fred Loya Insurance	1440 104th Ave.	2/1/2021	2	1,417
One Offs Plus LLC	11480 Cherokee St., Unit N	2/1/2021	3	1,500
Restoration Builders, Inc.	11674 Huron St., Suite 100	2/1/2021	8	1,700
Tacos el Diablito LLC	1750 112th Ave.	2/10/2021	1	0
Paladina Health - Northglenn	11990 Grant St., Suite 100	2/15/2021	5	1,600
True Speed	11450 Huron St., Unit R	3/1/2021	2	0
New Era Jiu Jitsu LLC	524 Malley Drive	3/4/2021	1	3,000
MariaXNails	10620 Melody Drive, Unit F	3/7/2021	1	0
Natures Medicine (Retail)	10575 Melody Drive, Suite 101	3/8/2021	11	3,600
Designer Hair	389 109th Ave.	3/20/2021	1	0
Global Design & Assembly	405 115th Ave., Suite 5	4/17/2021	3	1,500
North Star, Inc.	11990 Grant St., Suite 550	5/1/2021	6	0
Nations Lending Corporation	11990 Grant St., Suite 550	5/6/2021	1	0
Outer Rim Tattoo LLC	10620 Melody Drive, Unit F	5/26/2021	1	0
Law Firm of James Colgan LLC	11990 Grant St., Suite 550	5/9/2021	1	0
Tiago Title	11990 Grant St., Suite 550	5/1/2021	3	0
Every Body Health & Wellness LLC	11684 Huron St., #104	6/1/2021	2	1,645
Ultimate Relief by Zaraya	11178 Huron St., Suite 203	6/1/2021	1	450
Repairs Unlimited, Inc.	11480 Cherokee St., Unit I	6/30/2021	14	2,976
Meihao Express, Inc.	11970 Washington St.	7/1/2021	2	1,750
Abundance Salon	10620 Melody Drive, Suite 104	7/1/2021	1	0
The After Party Beauty Bar	10620 Melody Drive	7/11/2021	1	0
Assisting Hands Broomfield	10701 Melody Drive, Suite 400	7/19/2021	3	1,231
Mie-Hi Fire Apparatus, Inc.	10650 Irma Drive, Unit 17A	8/1/2021	2	2,216
Rave Repairs LLC	554 Malley Drive	8/1/2021	1	1,644
Soul Inspiration LLC	1020 104th Ave.	8/1/2021	5	3,690
Terra Element	11990 Grant St., Suite 550	8/20/2021	1	0
Life Storage	11402 Cherokee St.	9/1/2021	1	1,036
Shi Permanent Cosmetics	11990 Grant St., Suite 305	9/1/2021	2	917
Beauty By Brooke	10620 Melody Drive, Unit F	9/4/2021	1	0
Murray-Brown Laboratories, Inc.	11455 Pearl St.	9/13/2021	35	10,000
AutoNation USA	759 104th Ave.	9/15/2021	24	37,124



<b>Business Name</b>	<b>Street Name</b>	<b>Start Date</b>	<b># of Employees</b>	<b>S/F</b>
Denver Recovery	11658 Huron St., Suite 300	10/14/2021	6	1,825
Modern Mind	11990 Grant St., Suite 550	10/15/2021	1	0
Polaris Law Group	11154 Huron St., #207	11/1/2021	4	1,829
MJ Better Books	10701 Melody Drive, Suite 555	11/1/2021	5	948
Mile High Fingerprinting LLC	11990 Grant St., Suite 550	11/10/2021	1	0
Eloquent Barber Studio LLC	10620 Melody Drive, Unit F	12/2/2021	1	0
	<b>50 Companies</b>		<b>205</b>	<b>101,458</b>

## 2021 Closed Storefronts

Business Name	Street Name	Start Date	Closed Date	# of Jobs	S/F
International Titanium Association	11674 Huron St., Suite 101	1/1/2016	11/1/2020	4	1,700
M&N Nails, Inc.	11912 Washington St.	2/26/2020	12/11/2020	7	1,800
Local Choice Heating and Air	10750 Irma Drive, Suite 1	4/30/2020	12/15/2020	5	2,375
Dodge Signs, Inc.	2100 112th Ave., Unit 4	8/1/1985	12/31/2020	10	5,000
Bl, Inc.	506 Malley Drive	8/1/2007	12/31/2020	1	3,600
Challenger Sports Corporation	11674 Huron St., Suite 150	1/1/2016	1/1/2021	1	2,014
Sanmina Coproration	11990 Grant St., Suite 420	1/1//2016	1/4/2021	1	620
Thrivent Financial	11990 Grant St., Suite 560	3/29/2016	1/4/2021	3	560
Valenta Capital Management	11990 Grant St., Suite 101	4/1/2016	1/5/2021	1	1,994
Banks School Supply	11080 Irma Drive	11/20/1996	1/20/2021	20	16,800
Maxair	11450 Huron St., Unit H	9/12/1997	1/31/2021	1	5,233
American College of Emergency Physicians	10465 Melody Drive, Suite 101	1/1/1999	2/1/2021	1	1,006
B-Rod's Auto Body	10901 Irma Drive, Unit B	1/1/2018	2/24/2021	1	2,000
Christopher & Banks	331 104th Ave., Unit A	5/3/2002	2/28/2021	5	3,200
J&J Investments	10475 Irma Drive, Unit 4	11/10/2016	3/2/2021	1	750
GreenTree Medicinals	10575 Melody Drive, Suite 101	11/1/2014	3/8/2021	12	3,600
Jabberwocky Sales LLC	475 115th Ave., Unit 5	5/1/2014	3/18/2021	8	3,175
La Dame Blanch Esthetique	1490 Roseanna Drive	9/1/2019	3/25/2021	1	550
ProductAV LLC	10651 Irma Drive, Unit B	1/1/2019	4/26/2021	3	3,800
Gary E Filosa-Attorney At Law	11154 Huron St., Suite 208	1/1/1989	4/30/2021	1	1,829
David R. Juarez	11154 Huron St., Suite 208	3/1/2009	4/30/2021	1	0
Papa Murphy's Pizza	680 120th Ave., Unit A	5/22/2018	5/8/2021	5	1,050
Atlas Automotive Repair	10750 Irma Drive, Unit 23	7/1/2011	5/21/2021	1	3,400
Autonation Fiat North Denver	704 104th Ave.	1/7/2013	5/31/2021	20	749
Cost Cutters #62099	420 120th Ave., Unit B-6	7/16/2008	6/8/2021	1	1,600
Bravo's Italian Restaurant	10691 Melody Drive, Unit C	12/18/2017	6/15/2021	8	2,400
Automotive Transmission Engineering Corporation	10901 Irma Drive, Suite A	3/25/2014	6/20/2021	4	5,000
Lucky Express	11970 Washington St.	8/8/2019	6/29/2021	6	1,750
CubeSmart L.P.	11402 Cherokee St.	7/20/2005	6/30/2021	1	1,036
Tacos el Diablito LLC	1750 112th Ave.	2/10/2021	6/30/2021	1	0
Embracing Choices	10465 Melody Dr., Suite 316	1/1/2012	7/1/2021	1	301
Old School Garage LLC	Irma Drive, Suite 16	11/5/2014	7/1/2021	2	7,800
Autonation Hyundai 104	759 104th Ave.	1/7/2013	7/7/2021	38	37,124
A Fabulash Experience LLC	10620 Melody Drive, Unit F	9/18/2018	7/8/2021	1	0
Jess' Barbershop	10620 Melody Drive, Unit F	9/18/2018	7/8/2021	1	0
Blondtourage Hair Studio LLC	10620 Melody Drive, Unit F	12/9/2018	7/8/2021	1	0
Kyomi Aesthetics LLC	10620 Melody Drive, Unit F	4/5/2019	7/8/2021	1	0
Tanglz n Bangz Hair Studio	10620 Melody Drive, Unit F	2/1/2019	7/8/2021	1	0
Believe in Giants LLC	10620 Melody Drive, Unit F	2/2/2020	7/8/2021	1	0
With Love	10620 Melody Drive, Unit F	8/5/2020	7/8/2021	1	0
CarePatrol	10465 Melody Drive, Suite 301	6/1/2017	7/30/2021	1	1,500
Counseling Solutions LLC	10465 Melody Drive, Suite 215	8/1/2018	7/30/2021	1	750
Karraker Chiropractic, Inc.	11152 Huron St., Suite 102	11/1/1993	7/31/2021	1	1,451

<b>Business Name</b>	<b>Street Name</b>	<b>Start Date</b>	<b>Closed Date</b>	<b># of Jobs</b>	<b>S/F</b>
Pathwise Counseling & Skills Center	10465 Melody Drive, Suite 225	8/1/2018	8/1/2021	1	1,306
Scott Reno Insurance Services	10465 Melody Drive, Suite 210	1/1/2001	8/1/2021	1	375
Karver Dental Arts, Inc.	11160 Huron St., Suite 103	2/8/2010	9/1/2021	4	1,100
Venus Lash Art	11166 Huron St., Suite 20	11/1/2018	9/30/2021	1	1,841
Cairns Massage Therapy LLC	11178 Huron St., Suite 202	1/2/2020	10/31/2021	1	600
T-Mobile	480 120th Ave., Suite 6	8/2/2020	10/24/2021	7	2,300
Fu Shing Chinese Restaurant	1024 104th Ave.	1/1/2003	10/31/2021	1	1,536
Recover Health	10701 Melody Drive, Suite 402	1/28/2019	11/17/2021	2	956
Flatirons Optometric Group	10669 Melody Drive	9/3/2014	11/26/2021	1	1,350
El Sabor Jerezano Restaurant	10639 Melody Drive	10/1/1998	11/30/2021	1	1,890
Cost Plus Electric Supply, Inc.	405 115th Ave., Suite 1	3/1/2000	12/15/2021	6	1,500
SFA Enterprises, Inc.	11166 Huron St., Unit 29	8/4/1992	12/17/2021	1	1,841
Asay & Associates	11166 Huron St., Unit 29	6/1/1986	12/20/2021	1	0
Affordable Auto Care LLC	1690 112th Ave.	2/27/2019	12/31/2021	3	1,266
A Good Shop, Inc.	10555 Irma Drive	7/11/2019	12/31/2021	23	15,600
Northglenn AutoBody	535 115th Ave.	7/31/2020	12/31/2021	9	7,500
	<b>59 Companies</b>			<b>249</b>	<b>168,478</b>