



**CITY MANAGER'S OFFICE  
MEMORANDUM 17-43**

**DATE:** December 4, 2017

**TO:** Honorable Mayor Joyce Downing and City Council Members

**FROM:** James A. Hayes, AICP, City Manager   
Debbie Tuttle, Economic Development Manager & NURA Executive Director 

**SUBJECT:** **November Economic Development Report**

**New Property Owner at Malley Heights**

Evergreen Marketplace LLC purchased 39,495 square feet at 450-560 Malley Drive. The strip center sits on 4.43 acres adjacent to Mile High Thrift store. The new owners purchased the property for \$4.23 Million and has plans to make major exterior renovations to the property next year.

**New Brewpub Coming to Northglenn**

Periodic Brewing is opening a second Colorado location at 2100 E. 112<sup>th</sup> Avenue, Unit 1 (formerly Beer by Design). They opened their flagship location in Leadville, CO in 2015. This second location will allow them to increase production capacity, and serve more customers. The brewpub plans to open in January 2018, and will employ 8 people. For more information visit [www.periodicbrewing.com](http://www.periodicbrewing.com).

**6th Annual Business Appreciation Breakfast**

The City of Northglenn recognized local businesses for their achievements and contributions to the community at its 6<sup>th</sup> Annual Business Appreciation Breakfast with approximately 300 attendees on Friday, Oct. 27. The 2017 Northglenn business of the year award winners included:

- Home-Based Business: ABC Delivery
- Rookie Business: Storm Guard of North Metro Denver
- Small Business: 2<sup>nd</sup> Time Sports
- Mid-Size Business: El Mirador Mexican Restaurant
- Large Business: Jim 'N Nick's Bar-B-Q
- Business Longevity: North/Western Electrical Corporation of Colorado
- Young Entrepreneur: Boden Lanham, Boden Prints
- People's Choice: Adjustments for Life
- Reinvestment: Safeway #881
- Community Impact: SCL Health Community Hospital – Northglenn
- Legacy: John A. Fischer

To view the business winners and the breakfast program videos, visit [www.northglenn.org/businessbreakfast](http://www.northglenn.org/businessbreakfast).

### **Businesses Challenge - Snow Stormers Needed**

Looking for a way to help others in the community? Many people in Northglenn are unable to shovel snow from their own sidewalks. You and your employees can help by becoming Snow Stormers. Get involved. Simply sign up to clear snow this fall, winter and spring for one or more city residences. The need is great and the personal reward tremendous. Shoveling can be done before, after or perhaps during work – whatever works for you and your business. The city will honor your company with a certificate. The most committed business receives a plaque and a golden shovel as a token of appreciation. The winner of the 2016/2017 Snow Stormers Challenge was awarded to Dodge Sign Company. For details about the business challenge, or to sign up as a resident volunteer for Snow Stormers, please contact Jenni Murphy at 303.450.8904 or [jmurphy@northglenn.org](mailto:jmurphy@northglenn.org).

### **Gift More Thoughtfully – Shop & Dine Northglenn**

In December all residents and businesses will receive an insert in their utility bills to encourage them to shop and dine locally. Additionally, the insert will be provided to the apartment complex managers to share with their residents. The insert includes a map of all the centers throughout the city, and six reasons why it is important to support our local businesses (See Attachment B).

### **Northglenn Businesses in the Media**

**Comics, Puzzles, Video Games & Zombies: Embrace Your Inner Nerd** – Boss Stage Arcade & Anime, I Want More Comics and the Denver Escape Room [www.denverpost.com/2017/10/19/geek-nerd-adams-county/](http://www.denverpost.com/2017/10/19/geek-nerd-adams-county/)

**Northglenn Retail Center Changes Hands at \$4.23 M** [www.crej.com/news/northglenn-retail-center-changes-hands-4-23-million](http://www.crej.com/news/northglenn-retail-center-changes-hands-4-23-million)

**New Owners Hope to Fill Vacant Spots in Northglenn Marketplace** [www.northglenn-thorntonsentinel.com/stories/new-owners-hope-to-fill-vacant-spots-in-northglenn-marketplace,255759](http://www.northglenn-thorntonsentinel.com/stories/new-owners-hope-to-fill-vacant-spots-in-northglenn-marketplace,255759)

**Northglenn Shopping Center Sells for \$48M** [www.9news.com/money/business/northglenn-shopping-center-sells-for-48-million-redevelopment-planned/484255394](http://www.9news.com/money/business/northglenn-shopping-center-sells-for-48-million-redevelopment-planned/484255394)

**Innovation not just for big, trendy businesses** – Consultant touts small opportunities at Northglenn business award breakfast <http://northglenn-thorntonsentinel.com/stories/business-entrepreneur-northglenn-nura,255944>.

**Colorado's best (and worst) 2017 small cities** (Northglenn ranked 12<sup>th</sup> out of Colorado's 16 best small cities) <https://www.bizjournals.com/denver/news/2017/10/30/here-are-colorados-best-and-worst-small-cities.html?ana=tw>

### **Northglenn High School STEM Looking for Business Volunteers**

Northglenn High School STEM is always looking for businesses and professionals to partner with. If you are a business or a professional who would be willing to support the STEM program and help create the next generation of thinkers who are ready for the 21st century workforce, please contact the STEM Coordinators to schedule a school tour or get more information. Contacts: Nick Kosovich - [Nick.Kosovich@adams12.org](mailto:Nick.Kosovich@adams12.org) or Leslie Foster - [Leslie.Foster@adams12.org](mailto:Leslie.Foster@adams12.org).

### Upcoming Business Events

#### **Count the Lights at the Northglenn Marketplace at 104<sup>th</sup> & I-25**

Out looking at Christmas lights? Stop by the 11th annual Count the Lights Contest being held at the Northglenn Marketplace on Interstate-25 and 104th Avenue from **Nov. 22 until Dec. 18** at 5 p.m. This Northglenn holiday tradition is an event the whole family will enjoy. Children ages 6-18 can try and guess the number of lights on the antique firetruck. If they are close, they could win valuable prizes. Count the Lights is sponsored by the Northglenn Urban Renewal Authority, Northglenn Historic Preservation Commission, and Dodge Signs.

#### **Northglenn Holiday Business After-Hours and Networking Event**

On **December 8<sup>th</sup>**, Northglenn businesses are invited to share some holiday cheer and light hors d'oeuvres at our annual business holiday event co-hosted by the Northglenn Historic Preservation Commission. It will be held at the historic Stonehocker farmhouse located at 10950 Fox Run Parkway from 4:30 PM – 7 PM. For more information or to RSVP, contact Jill Mendoza at [jmendoza@northglenn.org](mailto:jmendoza@northglenn.org) or 303-450-8938.

### Past Business Events

#### **North Metro SBDC Business Conference**

Staff and Northglenn businesses participated in the Small Business Development Center's (SBDC) *Get Your Business in Motion* small business conference on Oct. 20<sup>th</sup>.

#### **Adams County Commissioners' Career Expo**

On November 14<sup>th</sup> the Economic Development staff participated in the Adams County Commissioners' Career Expo. This is the largest 8<sup>th</sup> grade career fair in Colorado, with more than 5,700 students. The day was filled with opportunities to discover career options and speak with industry professionals.

#### **Northglenn Business After-Hours and Networking Event**

On November 16<sup>th</sup>, the Northglenn Economic Development division, the Independent Electrical Contractors Rocky Mountain and Horizons North Credit Union hosted an open house celebration and business after-hours event. Businesses brought non-perishable food items and unwrapped toys to benefit The Immaculate Heart of Mary Food Bank in Northglenn.

#### **Shop at Northglenn Small Businesses on Nov. 25<sup>th</sup>**

Businesses throughout Northglenn and the nation celebrated *Small Business Saturday* on Nov. 25<sup>th</sup>. This day is dedicated to celebrating and supporting small businesses that make a huge impact in our economy. According to the United States Small Business Administration, small businesses nationwide represent:

- **28.8** million businesses
- **63%** of all net new jobs created over the past 20 years
- **48%** of all employees
- **33%** of consumer's holiday shopping will be at a small business
- **76%** of all consumers plan to go to one or more small business during the holiday season

There are more than 900 small businesses in our city, and Northglenn proclaimed Nov. 25<sup>th</sup>, 2017 as *Small Business Saturday*. We encouraged residents and visitors of our community to shop and dine at a local Northglenn small business.

### 2017 New Business Announcements

At the end of **October**, Northglenn had a total of **925** businesses. Of that total, **725** are storefronts and **200** are home-based businesses. This year Northglenn has announced **43** new storefront businesses, reporting **322** jobs, and absorbing **130,058** square feet of office, industrial and retail space. The net business totals are listed below. Visit [www.shopnorthglenn.org](http://www.shopnorthglenn.org) for a list of all Northglenn businesses.

**YTD 2017 New Storefront\* Business Licenses**

Month Announced	New Storefront Businesses	New Employees	S/F Absorption
January	2	39	35,260
February	2	122	7,900
March	5	9	10,500
April	12	52	26,907
May	2	11	8,832
June	1	5	1,680
July	3	15	10,697
August	7	43	16,529
September	3	4	2,287
October	6	22	10,266
<b>TOTALS</b>	<b>43</b>	<b>322</b>	<b>130,058</b>
Closed Businesses**	14	111	50,777
<b>NET NEW TOTALS</b>	<b>29</b>	<b>211</b>	<b>79,281</b>

\* Seasonal, temporary, storage facilities, and home-based businesses are not included in the total new 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.

\*\* See full list of closed businesses in Attachment A.

### New Storefront Businesses

**Broncos Locker** leased 1,856 square feet at 680 E. 120<sup>th</sup> Avenue, Unit B. This is one of three official Bronco team stores in Colorado. They employ six people. For more information, visit [www.denverbroncos.com/footer/team-stores](http://www.denverbroncos.com/footer/team-stores) or call 303-920-5133.

**Northglenn XXL Storage LLC\*** is a newly constructed 80,000 square foot self-storage facility located at 10824 Leroy Drive that employs two people. A ribbon cutting was held to celebrate the grand opening of the facility on Nov. 14th. For more information, visit [www.xxlstorage.com](http://www.xxlstorage.com) or call 303-694-6495.

**Conclusive System LLC** leased 2,187 square feet at 11160 Huron Street, Unit 32. The company provides academic degree audit system software for colleges and universities, and employs five people. For more information, call 303-704-4196.

**Andrea's Angels, Inc.** leased 948 square feet at 10465 Melody Drive, #320. This company provides non-medical personal care and homemaking tasks to anyone needing assistance and employs one person. For more information, visit [www.andreasangelsinc.com](http://www.andreasangelsinc.com) or call 720-949-1361.

### New Storefront Businesses (continued)

**Taco Star** leased 1,768 square feet at 1050 W 104th Avenue, Unit A. This fast casual Mexican restaurant employs eight people. For more information, call 720-940-7193.

**Old Will Knott Scales** leased 3,507 square feet at 10650 Irma Drive, #23. This online scale reseller employs one person. For more information, visit [www.oldwillknottsscales.com](http://www.oldwillknottsscales.com) or call 303-954-0609.

### New Home-Based Businesses

**Biologic Hemp LLC** is a home-based online retailer of organically produced cannabidiol (CBD) oil. For more information, visit [www.biologichemp.com](http://www.biologichemp.com) or call 720-899-6459.

### NURA Updates

The following resolution was approved by the NURA board at the November 8<sup>th</sup> regular board meeting:



Resolution N/17-45 – Sponsorship of Count the Lights Event

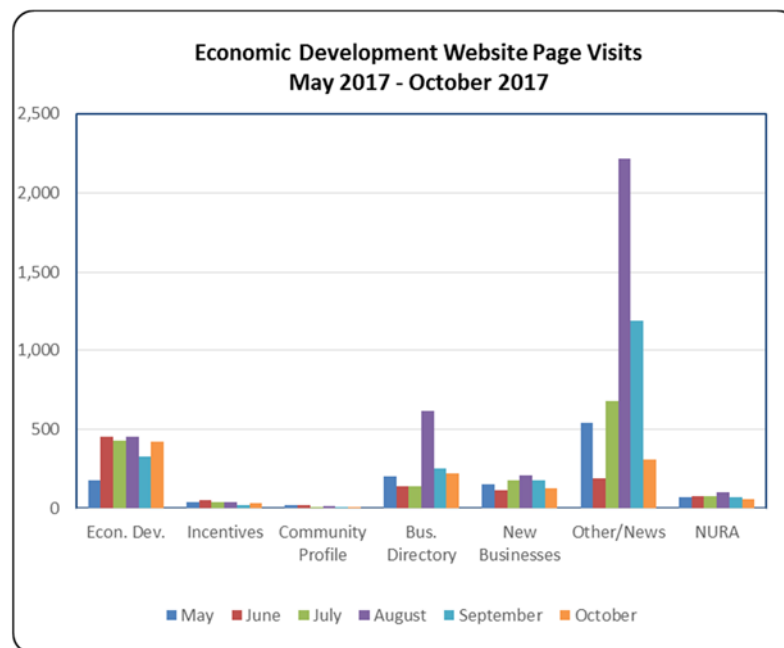
### TweetReach Snapshot

If you have not already followed the Northglenn economic development twitter account, this is the time to do it. Please follow us @NorthglennBiz. Below is a snapshot of the Twitter activity in September.

Total Followers	New Followers	Total # of Tweets	Impressions	Engagements	Engagement Rate
121 ↓	1 ↑	40 ↑	2,448 ↓	105 ↑	3.3% ↑

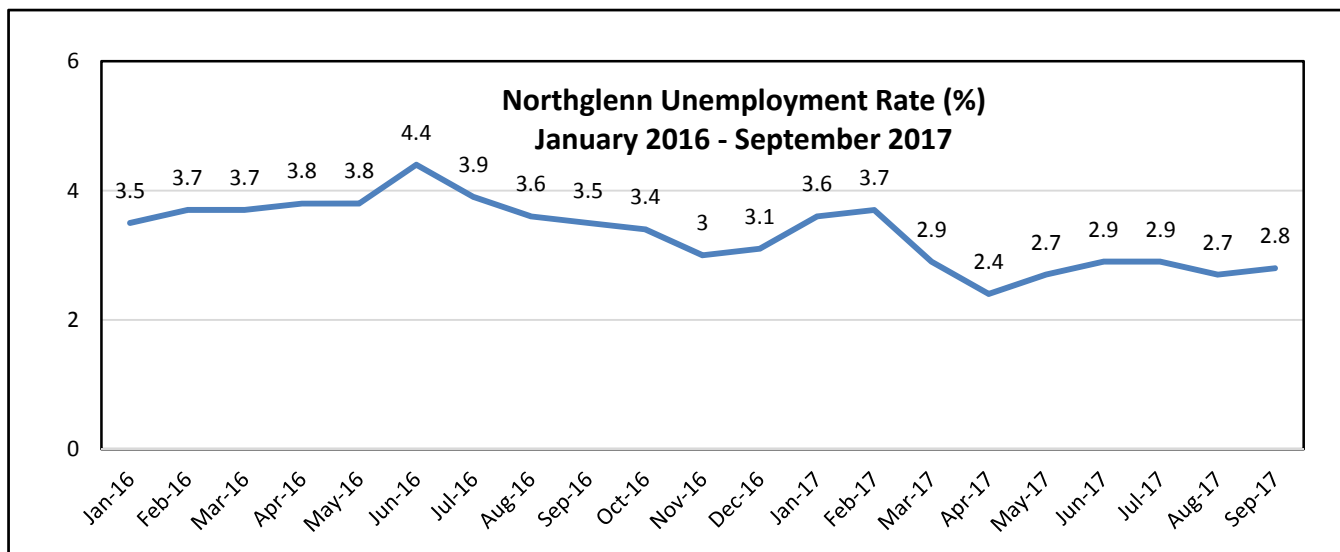
### ED Website Visits

In October, there were **1,191** Economic Development/Business website page visits.



### Northglenn Unemployment Rate

The chart below indicates that Northglenn's unemployment rate was at **2.8%** at the end of September 2017. This rate is lower than last year at this time (3.4%). This rate is slightly up from 2.7% in August and is higher than the state average at 2.3%, and the county average at 2.4%.



### Staff Reference

If you have any comments or questions, please contact Debbie Tuttle, Economic Development Manager and NURA Executive Director, at [dtuttle@nothglenn.org](mailto:dtuttle@nothglenn.org) or call 303-450-8743.

**2017 Northglenn  
Closed Storefront Businesses**

Business Name	Street#	Street Name	Start Date	Closed Date	# of Employees	S/F
Farmers Insurance - Alan Carpenter	11160	Huron Street, Suite 201A	1/1/2016	1/26/2017	2	1,535
Timothy Brown Insurance Agency Inc.	10465	Melody Drive, Suite 200	7/5/2015	3/30/2017	3	900
Summit Funding	11990	Grant Street, Suite 200	1/1/2016	3/30/2017	7	2,554
ToyTec Lifts	10650	Irma Drive, Suite 23	12/17/2007	3/31/2017	12	7,500
Kindercare Learning Centers LLC	701	W. 114th Avenue	2/8/1988	5/31/17	20	5,880
Hannah's Liquor	11215	Washington Street, Unit B	7/11/2016	7/26/2017	1	1,100
Colorado Christian University	10190	Bannock Street, Suite 200	1/2/2008	6/30/2017	44	14,000
Payless Shoesource #5731	10620	Melody Drive, Unit B	11/19/1999	7/31/2017	3	2,380
Holy Donuts Dot Coffee	980	W. 104 <sup>th</sup> Avenue	10/8/2015	8/29/2017	2	1,500
State 38 Exotics	1028	W. 104 <sup>th</sup> Avenue	4/7/2017	10/2/2017	3	2,131
Michael T Martin P.C.	11166	Huron Street, Suite 28	7/1/2014	10/5/2017	2	1,800
TN Transport Inc.	11990	Grant Street, Suite 570	1/1/2016	10/5/2017	8	3,199
Tirey O'Neil LLC	11990	Grant Street, Suite 218	1/1/2016	10/5/2017	3	2,102
Data Fusion Corp	10190	Bannock Street, Suite 246	3/1/1999	10/6/2017	1	4,196
<b>YEAR END TOTALS</b>		<b>14 Companies</b>			<b>111</b>	<b>50,777</b>

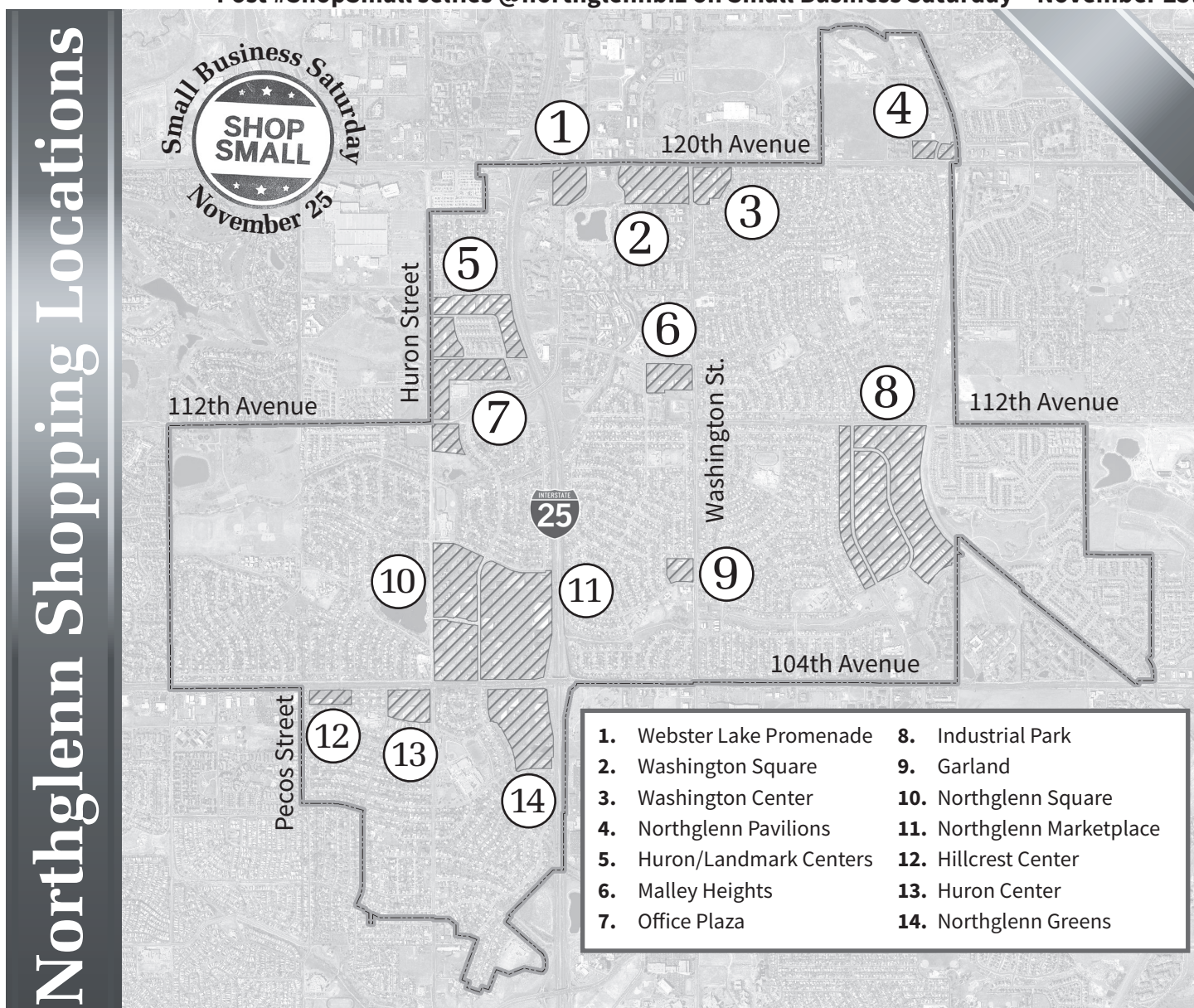
\*Note: This information is based on businesses that have formally closed their business with the Northglenn tax department or reported to the Economic Development staff. Therefore, these numbers can change during the year based on when businesses report this information.





Find city businesses online at [www.shopnorthglenn.org](http://www.shopnorthglenn.org).

Post #ShopSmall selfies @northglennbiz on Small Business Saturday – November 25!

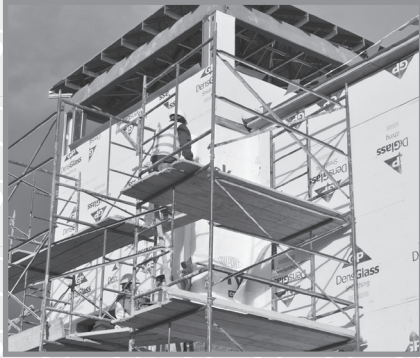




# Why Should You **shop & dine** ?

## Northglenn

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



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



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



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



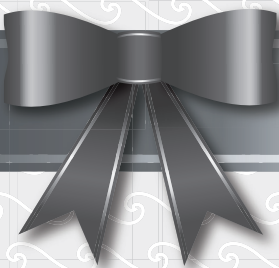
Local business owners have a vested interest in the area, so they are typically more engaged in the community.



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



Northglenn's 4% sales tax collected from local businesses amounts to over \$17.6 million annually. These funds are reinvested into the city through services including streets, parks, water and sewer, police and more!



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

Find Northglenn businesses online at [www.shopnorthglenn.org](http://www.shopnorthglenn.org).  
Post #ShopSmall selfies @northglennbiz on Small Business Saturday – Nov. 25!