

ADMINISTRATION MEMORANDUM
15-10

DATE: April 13, 2015

TO: Honorable Mayor Joyce Downing and City Council Members

FROM: John R. Pick, City Manager *JRP*
Debbie Tuttle, Economic Development Manager & NURA Executive Director *DT*

SUBJECT: **April Economic Development Update**

SCL Health Builds New Community Hospital

The city of Northglenn sold 5.7 acres of vacant land located north of E.B. Rains Jr. Memorial Park and Webster Lake to SCL Health. Construction of a 60,000-square-foot community-based hospital and medical office facility will begin this summer. The three-story facility plans to open in late 2016 and will bring more than 100 permanent jobs to the community. The building will also include additional space for private physician practices.

SCL Health also operates three larger Denver area hospitals - Good Samaritan Medical Center in Lafayette, Saint Joseph Hospital in Denver, and Lutheran Medical Center in Wheat Ridge - as well as many physician offices and clinics. The Northglenn hospital will be the largest of four community hospitals built by SCL Health in the metro Denver area.



Artist's rendition of new 60,000 square-foot SCL Health Community Hospital that will be built at 11890 Grant Street, near the corner of 120th Avenue and Grant Street.

As part of the expansion initiative, SCL Health entered into a joint venture agreement with Emerus, a nationally-recognized innovator in the delivery of efficient medical care, to build and manage these smaller inpatient facilities. “We are honored to partner with SCL Health as they begin to expand their footprint throughout the Denver metro area. SCL Health’s strategy represents a new, innovative approach to providing quality, accessible medicine,” said Dr. Toby Hamilton, MD, Chief Executive Officer of Emerus.

These hospitals will be state-licensed and offer many of the same services found in larger traditional hospitals, such as an emergency room, inpatient beds and laboratory and imaging services, yet smaller in size with easy access and conveniences. “We are so happy to welcome SCL Health to our community,” said Northglenn Mayor Joyce Downing. “The hospital will bring not only new jobs and capital investment to the city, but also provide valuable healthcare services for our residents.”

The health care business models over the years have changed, and smaller, more accessible hospitals located within neighborhoods provide a convenient alternative to traditional large hospital campuses. “People want the convenience of having advanced care close to home,” said Tajquah Hudson, SCL Health’s Senior Vice President and Chief Strategy Officer. “This facility will offer Northglenn and neighboring communities the care they expect and deserve close to where they live, work and play.” The new smaller community hospitals will be equipped to respond to almost any medical issue, including those that may be life threatening and require complex, critical care or surgical intervention. An added benefit to this community hospital is the inpatient beds it offers in a convenient, personalized setting, close to home. If a patient requires an overnight stay, the hospital offers comfortable inpatient beds and around-the-clock care. “A great patient benefit is that an ER-trained physician is on-site, 24/7,” said Wood. “The smaller setting allows for very attentive care for those patients who require overnight medical care.”

For more information about the project visit <http://www.northglenn.org/news/new-community-hospital-coming-northglenn>. Also visit www.sclheathsystem.org or www.emerus.com.

2nd Annual Business Survey

Below is the infographic created to provide an overview of the 2015 Northglenn Business survey. To view the full survey visit www.northglenn.org/2015businesssurvey.

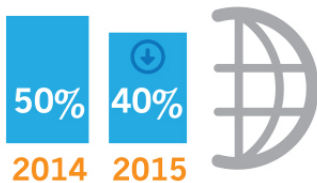
2015 Northglenn Business Survey

Business retention is the foundation of a healthy local economy, and is a priority for the city.

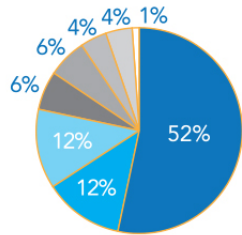
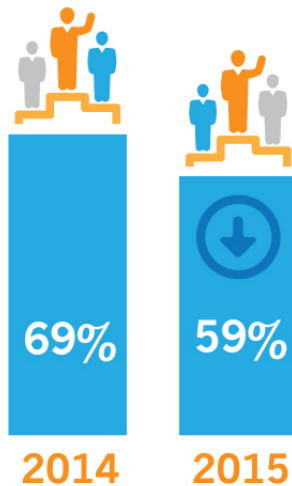
In order to better understand the business climate of Northglenn, the Economic Development Division distributed a survey to all companies in the city. This was the city's 2nd annual business survey, and 91 responses were received.



Plan on expanding their products and/or markets



Rating of the availability of a qualified workforce as good to excellent



Respondents

- Service
- Retail
- Unspecified
- Manufacturing/Distributor
- Restaurant
- Entertainment
- Non-Profit
- Other

Made capital investments in 2014



Plan on making capital investments in 2015



Top 5 Challenges

- 1 Access to Customers
- 2 Expanding Sales
- 3 Limited Room to Expand at Current Facility
- 4 Limited Working Capital
- 5 Cash Flow



See the entire survey: www.northglenn.org/2015businesssurvey

New Webster Lake Promenade Restaurants Opening

The following two new restaurants will be soon opening at the Webster Lake Promenade.

- **Parry's Pizzeria & Bar** will open on Monday, April 13th at 11 a.m.
- **Jim 'N Nick's Bar-B-Q** will open on Tuesday, May 5th at 11.a.m.

Business Networking Events

Northglenn Business Connection After-Hours Networking Event - More than forty people attended the first 2015 Northglenn Business Connection on April 2nd. It was hosted by **A TBU Massage, Alpha Channel Group, and Point Ministries** at 11172 N. Huron Street, Suite 20C.

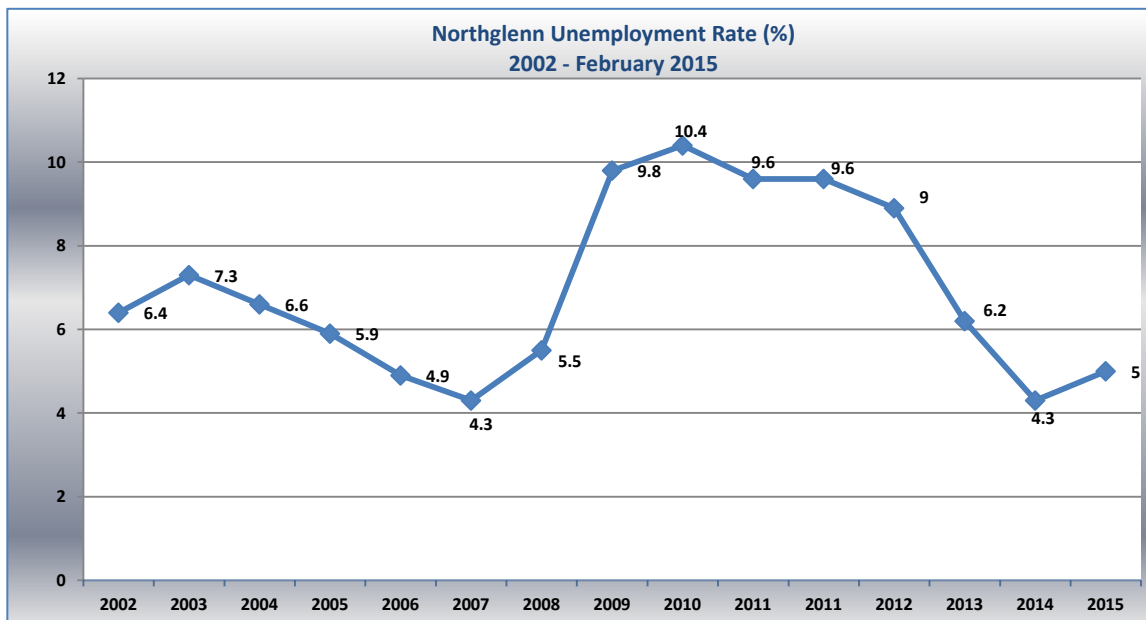
Business Education Events

Business Lunch and Learn - Cash Flow Management - On **April 9th**, Northglenn businesses attended an Economic Development sponsored seminar to learn about cash flow engineering. A simple management process that tracks seven key numbers that drive profits and cash flow.

Business Watch Pilot Program - On **April 14th** the Northglenn Police will hold its second "Business Watch" Pilot program for Melody Drive businesses. This program is modeled after the "Neighborhood Watch" for residents. It will be hosted at Adjustments for Life at 10673 Melody Drive at 8 AM. Businesses will learn how to keep their businesses, customers and employees safe. The event also provides a networking opportunity with other neighboring businesses.

Northglenn Unemployment Rate

The below chart indicates a 5% Northglenn unemployment rate for the month of February (1,005 residents reporting unemployment). This is an uptick from year-end, but substantially lower than the February 2014 rate at 7.2%. In February the state unemployment was at 4.7% and Adams County was 5.3%.



Metro Denver Economic Development Professionals

On March 17th, Debbie Tuttle, Northglenn's Economic Development Manager, was elected as the Chair of the Metro Denver Economic Development (MDED) Professionals Group. This group consists of nine-counties of economic development partners throughout the region. As the Chair she will also serve on the MDED Executive Committee.

New Business Announcements

At the end of **March**, Northglenn had a total of **909** businesses. Of that total, **698** are storefronts and **211** are home-based occupations. This year, Northglenn has announced **15** new storefront businesses, which have added **59** new jobs and absorbed **30,286** square feet of office, industrial and retail space.

YTD 2015 New Storefront Businesses

Month Announced	New Storefront Businesses	New Employees	S/F Absorption
January	7	25	14,599
February	5	13	9,188
March	3	21	6,499
Totals	15	59	30,286

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

March - New Storefront Businesses

Bling It On Beauty Salon leased 1,199 square feet at 528 Malley Drive. They provide hair and nail services, and will employ three people. Hours of operation are Tuesday - Saturday from 9 AM to 5 PM. For more information call 303-709-5170.

MDPocket leased 3,360 square feet at 475 W. 115th Avenue, Unit 6. This company provides medical reference guides and employs fifteen people. Hours of operation are Monday – Friday from 8 AM to 5 PM. For more information, visit www.mdpocket.com or call 303-353-1165.

Skin Perfection Aesthetics leased 1,500 square feet at 11154 Huron Street, Suite 103. This company provides cosmetic treatments and skincare products and employs three people. Hours of operation are Monday – Friday from 9 AM to 5 PM. For more information, visit www.skinperfectionmedspa.com or call 970-397-7065.

March - New Home-Based Businesses

DenverHomeBuyers/SellinGuide.com is a web-based real estate business that employs one person. For more information, call 303-434-0546.

MG Cleaning Systems is a home-based, janitorial and window washing business and employs three people. For more information, call 720-227-4213.

The Finger Friendly Guitar Co. is a home-based, guitar accessories business and employs one person. For more information, call 303-681-6565.

Metro State University Closing Northglenn Campus

With the changing delivery methods of education, much of which is not in traditional classrooms, Metro State University (MSU) has chosen to close its north campus located in the Metro North building at 11990 N. Grant as of August 1st. This will be the loss of five full-time employees, and numerous part-time instructors.

Q/1 2015 - Closed Storefront Business Announcements

At the end of Q/1 Northglenn had a total of **three** storefront business closures reported. These closures resulting in the reduction of **10,158** square feet of office and retail space and the loss of **40** employees.

Jepsen, Murphy and Associates closed their 5,078 square foot facility at 11411 Pearl Street in January 2015. They employed eight people. They are selling the building and have moved to 2921 W. 120th Ave in Westminster.

Employers Edge closed their 3,800 square foot facility at 10190 Bannock Street in January 2015. They employed thirty people. They moved their facility to 8585 Huron Street in Thornton.

Fantastic Beauty Salon closed their 1,280 square foot facility at 528 Malley Drive in March 2015. They employed two people.

Q/1 Net Storefront Businesses

In Q/1 based on the businesses that reported opening and closing resulted in the following **net** new companies, employees and new square footage absorbed.

Q/1 2015 Net Storefront Businesses

New/Closed Storefronts	Storefront Businesses	Employees	S/F Absorption
New Storefronts	15	59	30,286
Closed Storefronts	3	40	-10,128
Net Total*	12	19	20,128

*Based on businesses reported at the time of this report. These numbers can change as to when business report opening and closing.

NURA Activities & Updates

In **March**, NURA approved the following three agreements:

- **Palmer Plaza** Business Improvement Grant for \$12,500 for rear parking lot improvements at 11455 Washington Street in the Palmer Center shopping center.
- **Boss Stage Arcade** Business Improvement Grant for \$1,703.90 for new signage at 1004 W 104th Avenue.
- **DHM Designs** Professional Services Agreement for \$44,585 to develop landscaping design and construction plans for 104th Avenue and Interstate 25 median ramps.

Digital Advertising Billboard Signage (DABS) Program

For **April**, the following six Northglenn businesses are advertising on the I-25 & 104th Avenue electronic billboard sign:

- Beer By Design
- Caliber Collision
- Clear Creek Prospecting
- DenversHomebuyers/SellingGuide
- Fit Soldiers
- Willco Tree Service

Also, after piloting the DABS program for one year, staff recently met with Migh High Outdoors to discuss any improvements and recommended modifications to the program. We agreed to make the following changes to the program to make it more cost effective and easier for both the businesses and staff.

- Cost for advertising Northglenn businesses is \$200 for the first month, and \$450 per month for subsequent months as space is available;
- All questions, applications and checks will be sent to the City of Northglenn instead of Mile High Outdoors.

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.