

**CITY MANAGER'S OFFICE  
MEMORANDUM 17-07**

**DATE:** February 13, 2017

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

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

**SUBJECT:** November through January Economic Development Report

**10<sup>th</sup> Annual Count the Lights Winners**

Sydney Howorko of Thornton was the big winner of the city's 10th Annual Count the Lights Contest. The 11-year-old had the closest guess of the number of lights that were placed on the Northglenn Historic Preservation Foundation's antique firetruck displayed in the parking lot of the Northglenn Marketplace. For her guess, Howorko received the \$1,000 grand prize. Youth up to age 18 were invited to participate, and no previous winners were eligible to win again.



*2016 Winners of the 10th Annual Count the Lights Contest.*

**10<sup>th</sup> Annual County the Light Winners**

1. Sydney Howorko, 11, Thornton, \$1,000
2. Nico Erickson, 5, Thornton, \$500
3. Aviana Nguyen, 3, Thornton, \$250
4. Athena Aiello, 8, Thornton, \$150
5. Alonzo Aiello, 7, Thornton, \$100

A special thanks to the Northglenn Urban Renewal Authority (NURA), which donated \$2,000 in prize money, the Northglenn Historic Preservation Foundation for loaning the firetruck, and Dodge Signs for producing the signage for the event. Also, Cinzzetti's, Caliber Collision, Gunther Toody's and

Horizons North Credit Union all made in-kind donations as additional prizes for the winners. Additionally, a special thanks to the merchants that hosted a voting box at their business.

**NURA Space Donation Brings Holiday Cheer**

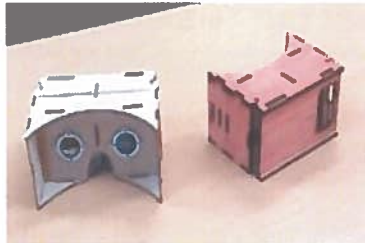
The Northglenn Urban Renewal Authority (NURA) donated space at the former RiteAid building, located at 1000 W. 104<sup>th</sup> Avenue, to the Adams County Santa Shop. Joyful Journeys Community Enrichment located in the Northglenn Industrial Park has operated the Adams County Santa Shop for the past three years with over 250 volunteers. Joyful Journey's primary focus is to provide food, clothing, hygiene products and school supplies to children in low income areas. Over the holiday season, the Santa Shop served 300 families with a total of 627 children throughout Adams County, of which 47 were from Northglenn. All families were referred through Adams County government assistance programs or the Adams County Five Star school district. Many Northglenn churches and businesses donated to the Santa Shop. For more information call [303-667-9695](tel:303-667-9695) or visit <http://joyfuljourneysce.blogspot.com/>.



*"We are so thankful to the Northglenn Urban Renewal Authority for donating this space to us this year. It made all the difference in the services we could provide to the 300 families we served, but also for our volunteers" said Tasha VanMarter, Executive Director.*

## NHS STEM Students Win Grand Prize in the Congressional App Challenge

Five Northglenn High School STEM engineering students are coding their way into the future by designing an app that allows users, with the help of a virtual reality Google Cardboard headset, to view Northglenn like never before. The students, Caleb Dudley, Jacob Johns, Joey Lovato, David Kopala and Tommy Kopala, all seniors at Northglenn High School STEM, designed the app using software and coding languages that include Unity 3D, C-Sharp and Visual Studio. The app was rolled out as part of the City of Northglenn's 5<sup>th</sup> Annual Business Appreciation Breakfast. Users can download the app to their smartphone and use a Google Cardboard headset or similar headset to begin their virtual exploration of the Northglenn community.



*Google Cardboard headset and app created featuring the city's history.*



*Northglenn High School STEM students win grand prize at the Congressional Challenge highlighting the Northglenn community. From left to right: Joey Lovato, Thomas Kopala, Congressman Ed Perlmutter, Jacob Johns, and Caleb Dudley.*

The students recently won first place in the Congressional App Challenge for their Northglenn app. The contest was sponsored by the U.S. House of Representatives. To see a 2D video of the virtual world, visit: [www.youtube.com/watch?v=7f-n60DjU6E&feature=youtu.be](http://www.youtube.com/watch?v=7f-n60DjU6E&feature=youtu.be).

## New Businesses Coming Soon

**Taco Star** has leased 2,925 square feet at 1050 W. 104th Avenue. This quick-serve Mexican restaurant plans to open Q/2 2017.

**Hart's Café** leased 908 square feet at 11922 Washington Street. This east coast-style restaurant will serve hot breakfast and deli sandwiches. They plan to open Q/1 2017.

**Northglenn Self-Storage 104<sup>th</sup>** is currently under construction on 2.3 acres at 2255 E. 104th Avenue (104th & York) with a three-story self-storage facility. It will have approximately 110,000 square feet of space with 811 self-storage units.

## New Business Updates

- **IHOP** plans to open the new restaurant at the Northglenn Marketplace at the end of February or early March.
- **SCL Community Hospital** opened to the public on January 16<sup>th</sup>.

## Business Expansions

**ARC of Adams County**, located at 641 E 112th Avenue plans to expand their facility by 1,200 square feet with total improvement costs valued at \$250,000.

## Justice Center Subcontractor Info Meeting

The Economic Development department is reaching out and encouraging Northglenn businesses to attend the informational meeting for potential subcontracting opportunities on the new Justice Center. It will be held:



Subcontractor informational meeting to be held March 1<sup>st</sup> at 9 a.m. on the new 45,000 s/f Justice Center facility.

**March 1, 2017 - 9 a.m. – 11 a.m. - Northglenn M&O Facility - 12301 Claude Ct.**

### 2016 New Business Licenses

At the end of December, Northglenn had **923 licensed** businesses. Of that total, **716** are storefronts, and **207** are home-based businesses. Through the end of December, Northglenn announced **90** new licensed storefront businesses (up from 56 at the end of 2015), reporting **478** jobs (down from 677), and the absorption of **259,716** square feet of office, industrial, and retail space (up from 216,280).

### **2016 Total New Storefront Business Licenses**

Month Announced	New Storefront Businesses	New Employees	S/F Absorption
January	36	155	61,529
February	5	19	13,843
March	10	33	45,963
April	3	20	9,891
May	1	8	600
June	1	1	1,535
July	5	59	31,914
August	9	90	36,724
September	3	14	4,329
October	11	63	43,297
November	6	16	10,091
December	0	0	0
<b>TOTALS</b>	<b>90</b>	<b>478</b>	<b>259,716</b>

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

### Net New Businesses/Jobs/SF Absorption

In 2016, the city reported 90 new storefront businesses, and 40 closed businesses. This resulted in a net gain of **50** new companies, **203** net new jobs, and **60,704** net square feet absorption space.

### **New and Closed Storefront Licensed Businesses \* January – December 2016**

Business Name	# of Businesses	# of Employees	S/F Absorption
New Storefront Licensed Businesses	90	478	259,716
Closed Storefront Licensed Businesses	-40	-275	-199,012
<b>Net Totals</b>	<b>50</b>	<b>203</b>	<b>60,704</b>

*\*This information is based on businesses that have opened or closed their business through the Northglenn business license department.*



### New Storefront Businesses

**Althaus Law LLC** leased 750 square feet at 11150 Huron Street, Suite 100. This law firm is dedicated to estate planning services and employs one person. Hours of operation are Monday – Saturday from 8 a.m. – 5 p.m. For more information, call 720-340-2783 or visit [www.althauslaw.com](http://www.althauslaw.com).

**Flowerbox** leased 600 square feet at 11221 Washington Street, Unit B. This floral and gift store employs one person. Hours of operation are Monday – Saturday from 8 a.m. – 6 p.m. For more information call 303-255-4776.

**Injury Rehabilitation Specialists** leased 6,800 square feet at 11411 Pearl Street. The medical facility provides injury rehabilitation services and employs five people. Hours of operation are Monday – Friday from 9 a.m. – 6 p.m. For more information call 303-577-9780 or visit [www.injuryrehabcolorado.com](http://www.injuryrehabcolorado.com).

**The Salvation Army** leased 22,000 square feet at 540 E. 120<sup>th</sup> Avenue. This Family Store is the largest retail sales and donation center in the western region. They provide gently used clothing, home goods, toys, and other items. All donation proceeds are used to fund their Adult Rehabilitation Centers. Hours of operation are Monday – Saturday from 9 a.m. – 6 p.m. For more information visit [www.salvationarmyusa.com](http://www.salvationarmyusa.com) or call 303-285-2992.

**Urban Squeeze LLC** leased 935 square feet at 11310 Huron Street, Suite 220. This spa provides massages, facials and personal care services and employs three people. Daily hours of operation are Tuesday – Saturday from 9 a.m. – 8 p.m. For more information call 720-445-5228 or visit [www.facebook.com/UrbanSqueezeMassage](http://www.facebook.com/UrbanSqueezeMassage).

### New Home-Based Businesses

**Barrett Business Solutions** is a home-based business offering bookkeeping services and employs one person. Hours of operation are Monday – Friday from 8 a.m. – 5 p.m. For more information call 303-284-7986.

**Basset Games** is a home-based business offering games and collectables for sale and employs one person. Hours of operation are Monday – Friday from 8 a.m. – 5 p.m. For more information call 562-754-4850.

**Colorado Custom Shirts** is a home-based business offering screen printing services and employs one person. Business days and hours vary. For more information call 970-443-3116.

**VIPet Sitter Service LLC** is a home-based business offering pet care services and employs one person. Daily hours of operation are from 7 a.m. – 10 p.m. For more information call 303-464-0557.

### Ribbon Cuttings

The following three grand openings and ribbon cuttings were celebrated in January:

- Jan. 26<sup>th</sup> - **Beltran's Meat Market**, 11920 Washington Street, Unit B
- Jan. 27<sup>th</sup> - **The Salvation Army Family Store**, 540 E. 120<sup>th</sup> Avenue
- Jan. 31<sup>st</sup> - **Urban Squeeze**, 11310 Huron Street, Suite 220

### **Lunch & Learn: The Employee Life Cycle**

The Economic Development division is holding a *Lunch & Learn* on February 22<sup>nd</sup>. The presentation will be given by HR humorist Courtney Berg and she will focus on: *Recruiting, hiring and retaining employees costs money and takes time. This seminar will help businesses manage the Employee Life Cycle. The Employee Life Cycle is a solid framework used to help you hire the right person and manage them. Class participants will learn the steps in the Employee Life Cycle: What to do before you hire someone, How to orient them to your company, and How to effectively set expectations and manage their behavior - saving you both money and time.*

**Wednesday, February 22, 2017**  
11:30 a.m. to 1:00 p.m.  
Northglenn City Council Chambers  
11701 Community Center Drive

### **2016 - NURA Resolutions**

The Northglenn Urban Renewal Authority (NURA) passed the following resolutions at the December 13<sup>th</sup> board meeting:

#### **December 13, 2016 Board Meeting**

- Resolution N/16-39 – Denali Dental – Business Improvement Grant (BIG)
- Resolution N/16-40 – DHM Design Corporation Second Amendment to the PSA

#### **January 11, 2017 Board Meeting**

- Resolution N/17-1 – Designating Official Public Posting Places
- Resolution N/17-2 – Election of 2017 Officers
- Resolution N/17-3 – Beltran’s Meat Market – Business Improvement Grant (BIG)
- Resolution N/17-4 – Evergreen-104th & Huron LLC – 1<sup>st</sup> Amendment to the Purchase & Sales Agreement
- Resolution N/17-5 – Z & A Management, LLC – 1<sup>st</sup> Amendment to the Business Improvement Grant (BIG)
- Resolution N/17-6 – Z & A Management, LLC – 1<sup>st</sup> Amendment to the Business Utility Assistance Grant (BUAG)
- Resolution N/17-7 – Z & A Management, LLC – 1<sup>st</sup> Amendment to the Improvement Reimbursement Agreement

A joint meeting was held with Council and NURA on January 23, 2017 to discuss upcoming projects and goals. The next NURA meeting will be held on March 8, 2017 at 5:45 p.m. in the City Council chambers.

**Northglenn Business Anniversaries**

Help us recognize and thank the following **27 businesses** which celebrated milestone anniversaries in Northglenn. ***Congratulations!***

**35 Years**

Office Plaza North Association, Inc.  
Red Lobster #328

**25 Years**

*Creative Arts & Bronzes*  
Lee's Discount Auto Body

**20 Years**

Cracker Barrel  
Near Design & Planning, Inc.  
Northglenn Chiropractic Center

**15 Years**

Ann's Nails  
Auri-Stim Medical, Inc.  
Law Office of Michael Grills  
Tires Plus #8082

**10 Years**

Absolute Pool Management

**10 Years (cont'd)**

Cards N' Such  
Charter Drywall Denver, Inc.  
D & E Steel Services, Inc.  
General Nutrition Center #5738  
Herbrick Agency  
Roeslein & Associates of Denver LLC  
Twin Small Engine Repair, Inc.

**5 Years**

Avis Rent A Car System LLC  
*Defcon One Arms*  
Embracing Choices for Better Living LLC  
Farmers Insurance-Rus Moses  
*Legacy Teledata Services, LLC*  
National Driver Training Denver  
The Wing Cave and Grill, Inc.  
*Top Knot Floors LLC*

*Italics: Denotes home-based business.*

**Northglenn Commercial Real Estate Update**

The table below summarizes the available Northglenn office, industrial and retail space at the end of December 2016 (Q/4) compared to Q/4 of 2015. Office vacancy rates increased from 7.2 to **8.2%**, industrial building vacancy rates increased from .2% to **3.3%**, and retail vacancy rates decreased from 9.3% to **7.0%**.

Property Type	Q/4 2016 # of Properties	Q/4 2016 Total S/F	Q/4 2016 Vacant S/F	Q/4 2016 Avg. S/F Lease Rate	Q/4 2016 % Vacancy	Q/1 2015 % Vacancy	Q/2 2015 % Vacancy	Q/3 2015 % Vacancy	Q/4 2015 % Vacancy
Office	35	679,648	52,159	\$18.41/fs	<b>8.2 %</b>	10.1%	9.3%	8.1%	7.2%
Industrial	45	1,089,350	35,436	\$7.74/nnn	<b>3.3%</b>	0%	.3%	3.8%	.2%
Retail	125	1,858,203	141,521	\$14.65 nnn	<b>7.0%</b>	8.4%	8.8%	9.0%	9.3%

*Source: Historical data can vary based on revised Costar reporting methods and reclassification of properties. Sublease properties are included in the figures.*

**Businesses Advertise on the Digital Billboard**

Each month six Northglenn businesses can participate in the Digital Advertising Billboard Signage (DABS) program. For more information on the program visit [www.northglenn.org/dabs](http://www.northglenn.org/dabs). The following ten (10) Northglenn businesses took advantage of advertising on the billboard from December through February:

**December:**

- Holy Donuts
- Woodley’s Fine Furniture
- Bingo Oasis
- Dodge Sign Company
- Horizons North Credit Union
- Horizons North Credit Union

**January:**

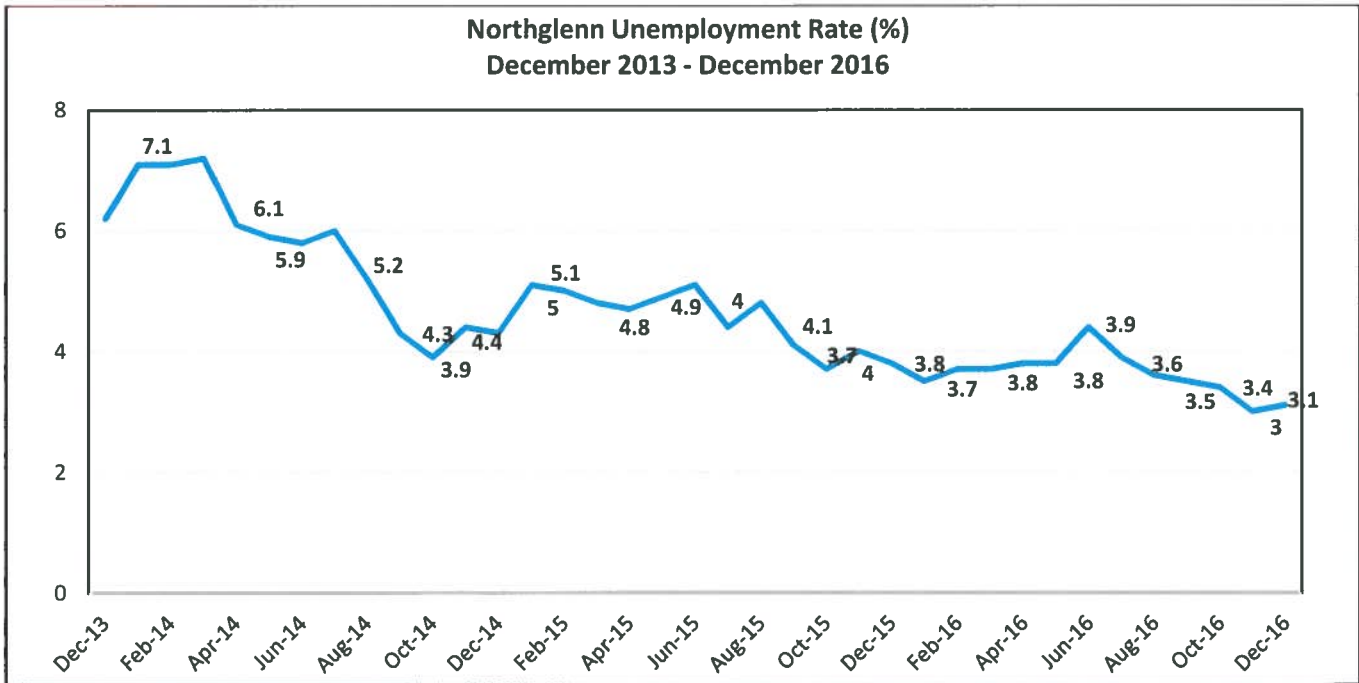
- Charlie’s Auto
- Woodley’s Fine Furniture
- Grow Depot
- ilovekickboxing.com
- Horizons North Credit Union
- Erives Heating & Air, Inc.

**February:**

- Charlie’s Auto
- Woodley’s Fine Furniture
- Grow Depot
- Redline Automotive Tire Pros
- Horizons North Credit Union
- Erives Heating & Air, Inc.

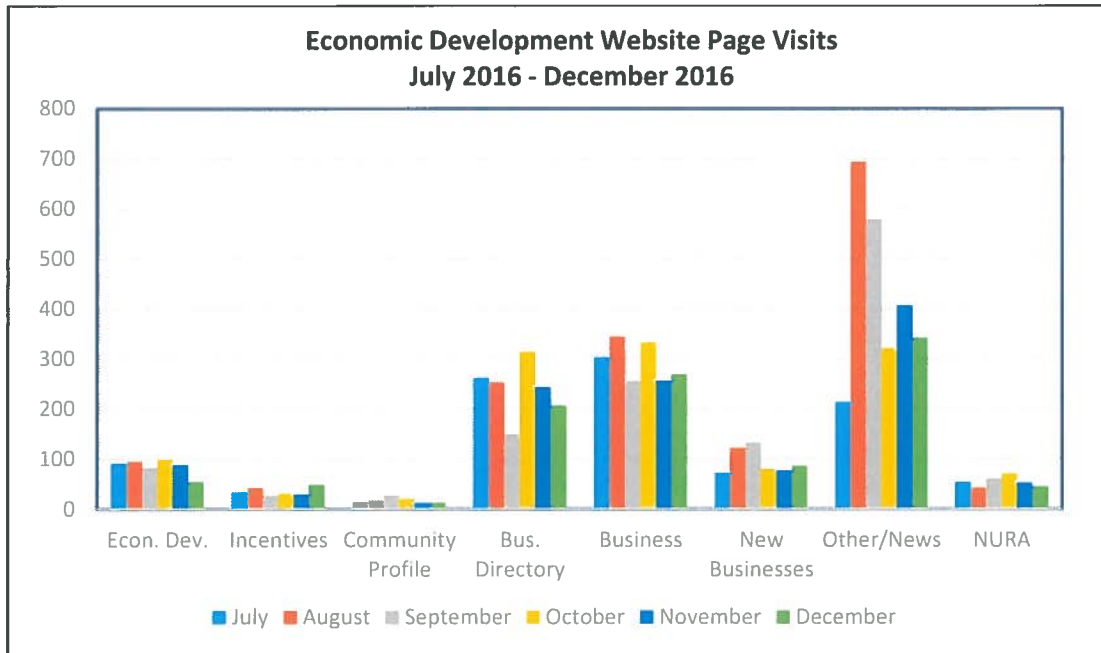
**Northglenn Unemployment Rate**

The chart below indicates that Northglenn’s unemployment rate was at **3.1%** at the end of December 2016, which is lower than last year at this time at 3.8%. This rate is slightly up from 3.0% in November, and higher than both the state average at 2.7% and county average at 3.0%.



**ED Website Visits**

In November there were **1,164** Economic Development/Business website page visits and in December there were **1,066** Economic Development/Business website page visits.



**Year-End Website Analytics:**

In 2016, the following annual website analytics were achieved:

- Shop Northglenn – **2,417** page Views – [www.ShopNorthglenn.org](http://www.ShopNorthglenn.org)
- Economic Development Website – **12,429** Page Views – [www.northglenn/ed](http://www.northglenn/ed)
- **754** E-Newsletter Participants

**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 our Twitter activity from November 2016 – January 2017.

Total Followers	New Followers	Total # of Tweets	Impressions	Engagements	Engagement Rate
73	11	13	1,708	47	0.7%

**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.