

REAL LONGMONT

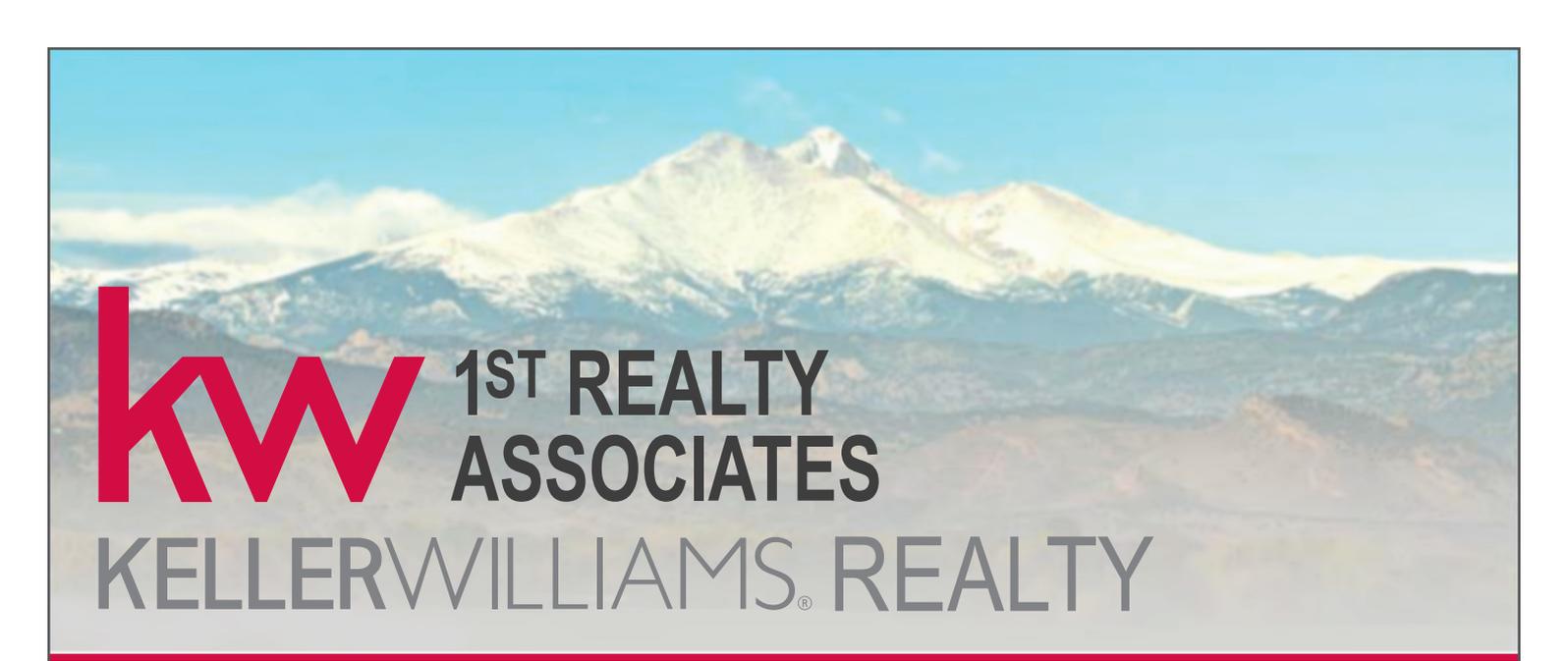
REAL OPPORTUNITY
REAL INNOVATION
REAL COLLABORATION
REAL TALENT
REAL INDUSTRY
REAL INFRASTRUCTURE



LONGMONT

ECONOMIC
DEVELOPMENT
PARTNERSHIP





kw 1ST REALTY
ASSOCIATES
KELLERWILLIAMS® REALTY

Keller Williams, 1st Realty, Inc., began in 1989 founded on the principles of trust and honesty, emphasizing the importance of having the integrity to do the right thing and always putting our client's needs first. Through this office, we represent fine homes, luxury estates and commercial properties throughout the entire Front Range area.

Benefiting from magnificent natural surroundings, Keller Williams, 1st Realty, Inc., offers its residents lifestyles with access to restaurants, shopping and location attractions. Finer properties and rentals are available from Keller Williams, 1st Realty, Inc., throughout the Front Range, a region that takes pride in its unique neighborhoods, each a treasure of its own. Our local agents are deeply knowledgeable about the city and surrounding areas, and can introduce you to the best in local living.

We invite you to contact us to help you meet your real estate needs.

606 MOUNTAIN VIEW AVE, SUITE 100
LONGMONT, CO 80501
303-776-3200



kellerwilliamslongmont.com

LONGMONT ECONOMIC DEVELOPMENT PARTNERSHIP:

Elevating Business, Empowering Community

Focusing on economic growth and stability, the Longmont Economic Development Partnership (EDP) offers a one stop shop for coordinating a variety of services useful to both existing and prospective Longmont businesses. Its wealth of resources includes data sets on demographics, utilities, education, transportation, major employers, labor force and more. From site selection services to training and development to access to capital, Longmont EDP's wealth of connections and resources provides the foundation for a successful endeavor.

Founded in 1981, the Longmont EDP is funded with both public and private dollars. The City of Longmont, Boulder County, and Platte River Power Authority are the supporting public sector partners and more than 150 private sector businesses are economic partners of the organization. The Advance Longmont Partners also help drive Longmont EDP's collaborative economic development efforts. The Advance Longmont Partners include: TinkerMill, Longmont Downtown Development Authority, City of Longmont, The Longmont Housing Authority, Startup Longmont, Boulder County Small Business Development Center, Front Range Community College, St. Vrain Valley School District, The Latino Chamber, Longmont Area Chamber of Commerce, Longmont Community Foundation, and Visit Longmont.

For more information, call (303) 651-0128 or visit www.Longmont.org

A MESSAGE FROM THE MAYOR

As Mayor of the City of Longmont, I invite you to learn more about our community, where we pride ourselves on being REAL people doing REALLY cool things. We share a business-friendly philosophy that fosters a self-sustaining ecosystem. We have built an infrastructure that supports innovators and entrepreneurs, as well as large, global primary industry employers. As a community, we share the same vision, we work in collaboration, and we empower growth at every stage.

You will see throughout the pages of this book that there is real talent being cultivated here. You will learn about the real innovation happening at the TinkerMill, the largest makerspace in the Rocky Mountain Region. You will recognize that we are a city of real industry, engaged in cutting edge R&D that is translating ideas into products. You will read about the investments this community has made in real infrastructure to create an environment that allows for all our businesses and residents to thrive. And you will come to understand that it takes a culture of real collaboration amongst community leaders in both the public and private sectors to accomplish these great things for the benefit of the Longmont community. There is real opportunity here in Longmont, CO, a vibrant and cutting edge community that we hope you will find to be a desirable location to live, work, and build a business.

We look forward to seeing you here soon!

Sincerely,



Mayor Dennis Coombs



BizWest

The Business Journal of the
Boulder Valley and Northern Colorado

2016 produced by
BizWest Media LLC
BIZWEST.com
970.221.5400

Vice President of Strategic Partnerships
Sandy Powell ■ spowell@bizwestmedia.com
Writer ■ Kay Rios ■ kay.rios@colostate.edu
Cover Images ■ Nathan Pulley Photography ■ pulleyphoto.com
Designer ■ Carmen Ruyle Hardy ■ bycarmencita.com

REAL OPPORTUNITY



Photo by Nathan Pulley

“Longmont has much to offer businesses considering expansion or relocation,” says Jessica Erickson, President/CEO of Longmont Economic Development Partnership (EDP). She is referring to the multitude of competitive assets within the community that make the business case for investment in Longmont undeniable. Competitive assets include a citywide to-the-premise gigabit fiber optic network; reliable and affordable electricity; relatively low residential and commercial real estate costs; a supportive business environment; and access to the most highly educated labor force in the country.

Quality of life is an important factor for growing and maintaining a premium economy, Erickson says. “Affordability is certainly a part of it, but so is access to amenities, the creation of a place where talent wants to live so we can maintain a talent pool for our businesses to draw upon.”

All of what Longmont has to offer, in turn, draws visitors and drives another segment of the economy, says Nancy Rezac, Visit Longmont Executive Director. “Calculating numbers from all of our prominent venues, I estimate that Longmont receives over 600,000 visitors each year. And our hotels generate over \$18 million in sales annually.”

Visitors contribute to the economic vitality of the area, Rezac says. Visit Longmont offers grants to local businesses for a variety of events. “In 2015, with just the nine events that received grants, 207,000 attendees were attracted, generating close to 2,000 hotel room nights and bringing in another \$262,000 in revenue for local business.”

Longmont EDP is attracting new businesses that add to the offerings for locals and visitors alike, Rezac says. “It’s working to attract the culinary craft industry which includes breweries, cheese making and all of the farm-to-table businesses. There’s just so much to do and see with our great breweries, special events, and the trail system. And people tend to relocate to an area they’ve visited and liked so, with what Longmont EDP is doing, they are easily encouraged to relocate their businesses here.”

Erickson also noted that potential economic development opportunities exist here from a site and building perspective. “Longmont still has greenfield opportunities, as well as significant opportunities for infill projects. We have a significant amount of outdated flex/industrial space being very successfully repositioned into Class A high tech environments.”

There does, however, continue to be a gap in the market when it comes to warehouse and manufacturing

space to meet the needs of today’s manufacturers. “We see that as an opportunity as well,” explained Erickson. “We believe there is opportunity for someone to come in and invest in speculative industrial development. If they build it, we are pretty certain we can fill it.”

Kimberlee McKee, Longmont Downtown Development Authority Executive Director says the downtown is a good example of how the economy is being stimulated and what the opportunity is here in Longmont. “We’re working on the revitalization of downtown to promote and attract new businesses. We’re thrilled with the amount of investment in our downtown and we’ve seen a great influx of restaurants, businesses and craft breweries.”

That energy is also bringing employees who want to live in the downtown area,” she says. “We’ve added market rate apartments and we just completed 13 brownstone residential units for sale.”

McKee says Longmont is emerging as a craft destination and has been designated as one of 12 Colorado Creative Districts. “We became a certified district in 2014 and the purpose is to create hubs of economic activity that promote each community’s unique identity and enhance areas as appealing places to live, conduct business and attract visitors.”

ATTESTING TO THE QUALITY OF LIFE AND ALL THAT LONGMONT HAS TO OFFER ITS BUSINESSES AND RESIDENTS, IT HAS RECEIVED A NUMBER OF ACCOLADES IN RECENT YEARS.

In 2016, Longmont ranked number 23 of 100 Best Places to Live by Livability, an online resource used for researching communities. Through propriety research studies, articles and original photography, it examines topics related to community amenities, education, sustainability, transportation, housing and the economy. It found that Longmont “offers not only easy access to spectacular hiking and mountain adventures but a thriving arts scene, great schools, affordable housing options, and quality health care.” Downtown Longmont recently became a certified Colorado Creative District and features galleries, art exhibits and shops. A network of paved trails leads to more than 75 works of art located throughout the city.

In 2015, WalletHub designated Longmont as number 9 of Best U.S. Cities for First Time Home Buyers. WalletHub compared 300 U.S. cities to determine the attractiveness of their first-time home-buyer markets and used 18 key metrics, ranging from housing costs to real-estate taxes to property crime rates. It also designated Longmont as #22 in its Healthy Housing markets. This ranking used 14 key metrics with data set ranges from median home-price appreciation to home price as a percentage of income to job growth.

Westword magazine designated Longmont number 3 in its Most Family-Friendly Communities in Colorado listing in 2015.

This was based on several factors:

■ **Safety (35%):** Cities were ranked by the number of violent crimes and property crimes per 100,000 residents. Source: FBI statistics.

■ **Housing Cost (30%):** To rank cities on housing cost, it calculated the percentage of the average income required to rent the average 2 bedroom apartment. Sources: Apartment List, American Community Survey.

■ **School Quality (25%):** Cities were ranked on high school graduation rate for public school districts based in that city. Comparing schools across different states can be challenging, but high school graduation rate gives a good estimate of overall school quality. Source: Department of Education data.

■ **Child Friendliness (10%):** Communities with a greater percentage of children tend to be more child friendly, so *Westword* scored cities based on the percentage of the population that’s under 18. Source: American Community Survey.

In 2015, Longmont also won the number 4 slot as the Best Place to Trick or Treat in the U.S. by Smart Asset, a financial technology company based in New York City. Its website says it “provides transparent, automated, and accurate advice on big personal finance decisions. SmartAsset helps users arrive at the best answers and make the best decisions concerning their finances.” The ranking of Longmont reads: “Situated beneath iconic Longs Peak in the Front Range of the Rocky Mountains, Longmont enjoys perfect fall weather for an evening of trick-or-treating. The average high temperature on October 31st is 60.6 degrees—not too cold, but with a bit of an autumn bite. This year, the town will hold its 39th annual Halloween Parade & Trick-or-Treat Street. Costumed kids of all ages (and stroller-pushing adults) march through Longmont before hitting up downtown storefronts for candy.



SUPERHEROES!
FOR EDUCATION

Through our ABC program, Community Ambassadors, and other community events, we support the most valuable resource in our community—our young people. Join us in our quest... be a Sunflower Bank Superhero!

Bringing out the best in lives we touch... Creating Possibility.

25 E. Ken Pratt Blvd | Longmont | 303-651-2542
1738 Pearl St | Boulder | 720-931-5969

SunflowerBank.com

SUNFLOWER BANK
MEMBER FDIC



Photo by Nathan Pulley

INNOVATION
BEGINS
AT AN
EARLY AGE.

REAL INNOVATION

Through the creation of a culture of collaboration between makers, designers, and entrepreneurs, new visions of products and technology are brought to life and ideas are translated into tangible, manufactured products. The Advance Longmont Partners work together to create that culture and the result is an inspired business climate that is receptive to entrepreneurship.

TinkerMill is a prime example of how that collaborative culture works. TinkerMill is the largest makerspace/hackerspace in Colorado and the surrounding Rocky Mountain region. "It supports the concepts of a community workshop and fields an exceptionally talented membership that supports each other and the community in learning, teaching, collaborating and creating," says Ron Thomas, TinkerMill's Executive Director and one of its founders. Like-minded people interested in art, technology, science and business share tools and knowledge, prototype new ideas, products and services as they begin new ventures and meet new people. In addition to dozens of independent artists, consultants, engineers, makers and scientists who work at TinkerMill as individual members, over 30 companies have started, are currently housed, or develop prototypes there.

Longmont is the right place for new ideas. As proof, Thomas says, "Longmont has the second highest concentration of patent issuance in Colorado. And it's a wonderful place to live so it attracts highly skilled people who could live anywhere but chose to live here. It's a perfect storm because we also have such an incredibly well educated and talented work force."

Innovation in Longmont happens at all levels and all ages. It encourages education, leads to higher productivity and

inspires entrepreneurship which, in turn, creates new businesses and new jobs and intensifies competition. The Innovation Center of St. Vrain Valley Schools shows how innovation begins at an early age.

"We describe it as a maker space and entrepreneurial zone," says Patty Quinones, Assistant Superintendent of Innovation for the St. Vrain Valley School District (SVVSD). "It offers students the access to cutting edge technology and allows them to use industry standard equipment to create solutions. They can apply their STEM (Science, technology, engineering and math) knowledge to real world research and development projects for industry."

The inspiration for the Center came from Skyline High School, where the STEM program began, Quinones says. "We were always interested in integrating STEM into the core curriculum and a Race to the Top grant allowed us to do that to a greater degree." When SVVSD received a Race to the Top grant for \$16.6 million in 2012, the effort was expanded and the District was able to develop the Innovation Center.

"Academic and workforce alignment is a primary focus of the Innovation Center's vision for all students, especially our minority and at-risk populations," Quinones says. "We have an Innovation Center business advisory board and we get feedback about competencies needed in industries. So we can adjust our programs and what we are teaching students in the Center. That way, we are on track with what industry really needs."

It all falls within the work of economic development and stability, she says. "We are closing the gap between workforce competition and an academic foundation. In this way, we can help our students be ready for college or for work."



Photo by Bruce Partain

The Advance Longmont market assessment, using U.S. Patent & Trade Office and U.S. Census Bureau data, in 2013 showed that Longmont had the second highest number of patents per capita in Colorado.

According to the data, the five years from 2008–2013, Longmont averaged 45 patents for every 10,000 residents, which was well above the U.S. average of four per 10,000 in the same period.

Among benchmarked regions, only the city of Boulder had a higher share of patents per capita but, as a non-university town, Longmont's patent production is incredibly high. Patents in Longmont are predominantly concentrated in technical fields, particularly in the areas of data storage, management, and recovery, and medical.



Sun Construction
& Facility Services, Inc.
303-444-4780
SunConstruction.com

FULL-SERVICE COMMERCIAL/INDUSTRIAL GENERAL CONTRACTOR
ADAPTABLE. ENGAGED. COMMITTED.

*Providing Local Support Through
Active Community Service,
Trusted Business Relationships, and
Continual Employee Development.*

REAL TALENT

Longmont has a large talented workforce that is easily retained because of what Longmont has to offer and it is constantly replenished thanks to a wealth of educational opportunities.

Those opportunities begin in the St. Vrain Valley School District (SVVSD). “Students can choose what high school to attend based on their interest and passion,” says Patty Quinones, Assistant Superintendent Of Innovation for SVVSD. “This allows them to start exploring areas sooner and get a better focus on what they choose for their future.”

She says the STEM (Science, technology, engineering, and math) program prepares students for success. An expansion of that program and creation of an Innovation Center were possible because of a Race to the Top grant and it’s made an impact. “In just four years, we’ve seen a change in student engagement and rigor in those core areas. And it’s not just an add-on but being taught in classroom environments.”

Starting in 2016 at Skyline High School, SVVSD entered into a cooperative agreement with Front Range Community College (FRCC) and IBM to offer its students the opportunity to graduate with a high school diploma and Associate of Applied Science (AAS) degree in 4–6 years. P-TECH is initially offering a pathway in Computer Information Systems (CIS) and the District will support concurrent enrollment during grades 9-12. Students receive dual credit from SVVSD and FRCC. Along with college courses, students receive mentorships and internships through IBM to provide real-world experiences to supplement their academic coursework. All of these options help provide a future labor force.

AN EXPANSION OF STEM AND CREATION OF AN INNOVATION CENTER WERE POSSIBLE BECAUSE OF A RACE TO THE TOP GRANT AND IT’S MADE AN IMPACT.



Photo by Bruce Partain

That is certainly a FRCC goal says Andy Dorsey, FRCC President. “We help create the future workforce in three ways. First, each year we educate over 2,000 job-ready graduates of technical programs that range from nursing to machining. Each program teaches not only technical skills, but also life skills like critical thinking, problem solving, communication and teamwork. Second, we are the largest source

of transfer students to major universities in the state and those students do as well as students who start at four-year colleges. Third, we help businesses train their workforce in a variety of key skills, ranging from Lean Manufacturing to web development to leadership and conflict resolution.”

Dorsey says that FRCC works closely with industry to determine current and future needs. “Each of our more than 30 career/technical education programs has an advisory board of local industry representatives who help us create and update curriculum. Industry also helps create all our new programs. For example, we worked with more than 30 businesses to design our Machining Program and recently worked with a number of local industry representatives to design a pilot Optics Technician program.”

The Machining Program is a good example of how FRCC approaches industry needs, says Program Director George Newman. “In 2013, companies reported a critical shortage in skilled machinists locally and statewide. The shortfall occurred because there was a lack of new machining graduates from secondary and post-secondary vocational programs, a shifting of manufacturing from China back to the U.S., and the retirement of machinists in the baby-boom generation. Many companies had to turn away business because they didn’t have the necessary manpower to meet delivery dates.”

FRCC met the need, Newman says. “Our program is training well over 100 machinists per year which contributes to the health of the local economy.”

Pioneering World-Class Care – in the heart of the community

Longmont United Hospital has played a vital role in Northern Colorado for more than 60 years as an integral part of the community delivering high-quality, compassionate care. As part of Centura Health – the region’s leading health care network – Longmont United Hospital works with 21,000 of the best hearts and minds in medicine. With a network of 6,000 physician partners and access to the most advanced technology – **we’re pioneering health in our community.**

To learn more visit www.luhcares.org
or contact us at 303-651-5111



REAL

INFRASTRUCTURE

Longmont has a long history of investing in the infrastructure needed for a growing community. Currently, it enjoys the best water supply along the Front Range, a portion of sales tax dedicated to transportation improvements, its own electric utility and generation arm, and a high speed fiber-optic network serving the city.

The link between infrastructure and economic development is strong, says David Starnes, Redevelopment and Revitalization Manager for the City of Longmont. "It's important in presenting the city as business friendly and supporting projects in the community. Infrastructure is a leveraging tool for stimulating private investment, encouraging industry and creating and attracting high quality jobs. That's the foundation for creating an overall high quality of life."

The infrastructure, Starnes says, includes such things as drainage, buildings, transportation, water, and parks. "All of this can draw private development. Numerous studies have shown that public infrastructure increases productivity growth, makes private investment more efficient and competitive and it lays the foundation for future growth industries." Investing in the infrastructure is good planning, he says. "Matching identified infrastructure and capital improvements to specific community supported plans is one strategy that sets the framework and provides the public sector support to undertake reinvestment in key areas of the city. It's this type of public-private partnership that creates and maintains a business environment that encourages the retention, growth and continued profitability of business which, in turn, benefits the city tax base and our residents."

In addition to the physical infrastructure assets, Longmont has a business infrastructure offering a combination of intellectual resources (research universities, federal labs), process services (machine shops and contract manufacturers), financial services and trade associations. All of these help companies find the resources they need to not only survive but thrive.

Another exciting resource is NextLight, Starnes says. "This is a very efficient and fast fiber optic network, and it's attracting new businesses to Longmont."

Scott Rochat, Public Relations and Marketing Specialist for Longmont Power & Communications (LPC), confirms that. "We saw that early on when NextLight was started. We broke ground in August of 2014 to expand beyond that core loop and businesses immediately started contacting the city and Longmont (EDP)."

Demand for NextLight skyrocketed beyond projections, Rochat says. In fact, "take rates" for NextLight now exceed 50 percent. LPC's original business plan had forecast a rate of 37 percent after five years. Based on that, network construction efforts were accelerated and are expected to be completed a year ahead of the original schedule. When the network is completed, Longmont will be the first gigabit city in Colorado.

"We're attracting a lot of attention all over the country," Rochat says. "Other cities want to know how we're doing what we're doing."

NextLight offers a fiber connection directly to the premises with connection speeds of up to 1 gigabit or even faster for businesses that want a custom service. "All of this creates an environment that makes good business sense for a new or existing employer," Rochat says.

"Technology and a fiber network like this makes Longmont more attractive to companies," he adds. "There are a lot of reasons fast broadband is so essential to a business. The amount of data processing by a business or home has grown exponentially thanks to the ability to send and receive high quality images and video and that will continue. Because of our high-speed, 100 percent fiber connections, we can deliver that data with a speed and reliability that companies would be hard-pressed to find anywhere else."





Photos by Nathan Pulley



In 2014, Longmont hit number 23 out of 510 of the largest cities reviewed by NerdWallet in its Most Improved Cities Since the Recession.

According to the National Bureau of Economic Research, the recession officially ended in June 2009 and many U.S. cities have seen signs of recovery in economic indicators. At the five year anniversary of the recession's official end, NerdWallet crunched the numbers to find the cities that improved the most and considered the following factors:

- **Labor market:** To assess improvement in a city's labor market, NerdWallet measured the percentage change in unemployment in the civilian labor force from 2009 to 2012 and calculated the change in median household income.
- **Housing market:** The change in median home value was calculated from 2009 to 2012.

Longmont scored an overall 75 points out of 100.

NerdWallet is an online source for information, insight and consumer-driven advice about personal finance.



Photos by Nathan Pulley

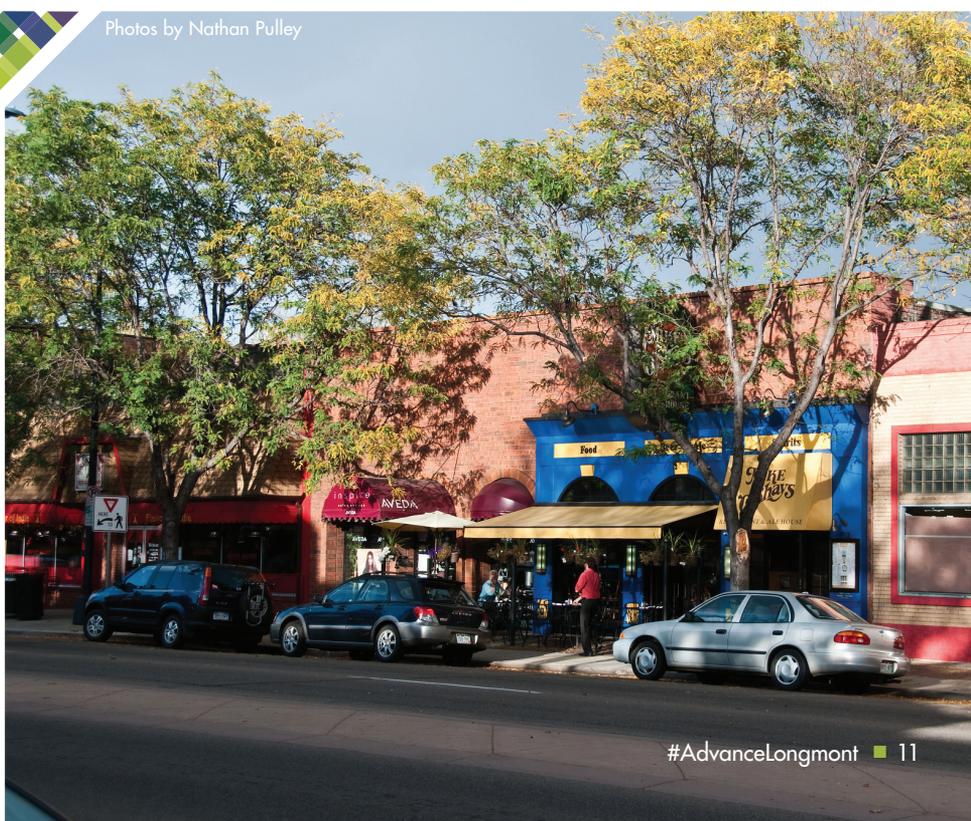




Photo by Nathan Pulley

REAL INDUSTRY

Longmont is uniquely positioned at the intersection of high technology and traditional manufacturing, but its roadways trail into other industries providing a path for the future. That path, says Jessica Erickson, President/CEO of Longmont Economic Development Partnership (EDP) is featured in the Advance Longmont economic development strategic plan that was created in partnership with the City of Longmont and the Longmont EDP.

“It looks at target industries with the potential for growth. Some of our target industries already have a strong concentration here, others we believe we have the potential to grow because we offer the infrastructure to support them.”

The Advance Longmont plan engaged members of every sector of the community, Erickson says. “It’s a very detailed strategy for pursuing economic development in Longmont for the long term. It provides direction and defines how we can collaborate to create an environment in Longmont that provides an undeniable value for businesses to grow and continue to invest here.”

Longmont offers a combination of affordability, infrastructure, workforce, education, and quality of life that is rare and increasingly sought after in a modern economy. It is also recognized as one of the most business friendly cities in Colorado with a reputation for welcoming businesses and showing an investment in programs and policies to encourage growth.

Research has shown that the most competitive local economies are diverse. They contain a broad variety of businesses that help protect from set-backs in a specific industry and offer a range of employment options to residents. Longmont has a balanced economy, with similar shares of employment in each of its industries. The largest industries in Longmont are government (23 percent and 11,200 jobs); trade, transportation, and utilities (16 percent and 7,900 jobs); and professional & technical services (16 percent and 7,500 jobs). Local top employers include the St. Vrain Valley School District, City of Longmont, West-Safety Services Division, Measured Progress, and Wiland Direct. Manufacturing, one of Longmont’s most significant industries, makes up 8 percent of the local economy with nearly 4,000 jobs, and includes firms such as Seagate Technology, GE Oil & Gas, Xilinx, and Western Digital. Longmont’s information, professional and technical services and manufacturing industries pay wages higher than the national average, making it a competitive location for attracting skilled workers. Businesses are drawn to communities with a larger than average population of young professional, age 25 to 44, because it shows a talent base that will work for many years to come and is armed with the latest skills and techniques. Longmont has a higher than average share of young professionals and they are more educated than the national average.



Photo by
Bruce Partain



Photo by
Julie Cardinal



Photo by
Bruce Partain

ADVANCE LONGMONT TARGET INDUSTRIES:

■ Advanced Technology.

Longmont has diverse existing concentrations of Advanced Technology firms in data storage, electronics manufacturing, fabricated metal product manufacturing, and related research and development. Technology design and manufacturing firms are supported by strong workforce training programs at Front Range Community College and the proximity to research at the University of Colorado and Colorado State University. The Advance Longmont strategy for this industry is to build on its unique workforce, utility, and other assets with proper support, particularly in niche sectors: aerospace & defense, data storage, computers & electronics, energy components, and agricultural technology.

■ Creative Arts & Culinary.

Creative Arts & Culinary includes industries that significantly enhance quality of life and draw in visitors. Local assets include high-quality water, nationally recognized breweries, a large and diverse arts community, a county fairground, parks and trails, and a growing dining and entertainment sector. Niche sectors include breweries & distilleries, food & beverage production, food & dining, and visual & performing arts.

■ Bioscience.

Technological innovation and an aging population continue to drive innovation in medical fields across the nation, and Longmont is positioned to play a major role in the Bioscience industry. Longmont is known as an innovative community, with a significant concentration of residents inventing new patents each year and a rare presence of chemical, pharmaceutical, and other biological product manufacturers. Longmont's manufacturing assets, concentrated research and innovation, affordable utilities, and existing company base place it in a competitive position for Bioscience development, with niche sectors of medical devices, pharmaceuticals, and diagnostics.

■ Professional Services & I.T.

Longmont has existing strengths in this industry as well as significant room for growth. Longmont has a well-educated population and draws workers from throughout the Front Range, including a steady supply of talented graduates from regional universities and colleges. In combination with a unique publically owned fiber optic broadband network, and affordable utilities, Longmont is a highly competitive location for this industry.

Longmont was included in the list of the Hackett Group's Top 10 Best Alternative for Offshoring IT and other Business Services in 2015.

Hackett Group's Global Business Services Executive Advisory program provided detailed rankings for more than 30 cities across the U.S., based on a weighted mix of factors. Five principal dimensions were weighted and taken into consideration in calculating the attractiveness of various locations. Economic considerations, including cost of labor and office space, were a primary concern. Workforce makeup, including availability, quality, labor laws, and languages, were a secondary factor. Availability of both office infrastructure and other elements such as electrical supply and airports was considered. Overall risk was examined, including the risks of corruption and fraud, political instability, data and intellectual property theft, foreign exchange fluctuation, the potential for natural disasters, and the quality of the judicial system. Finally, the quality of the business environment was considered, including the general economic climate, level of political freedom, and overall quality of life.

NerdWallet ranked Longmont as number 11 out of 38 cities it reviewed for its 2015 list of Best Places for Millennial Job Seekers in Colorado.

This was based on unemployment rates in 2013 and the average worker payroll salary in 2012, using the most recent U.S. Census Bureau data. Lower unemployment rates and higher payroll salaries scored positively. Additionally, it measured a city's median rent, including utilities, to determine if an area has reasonable rent costs. Lower costs resulted in a positive score for a city. It also looked at the percentage of millennials in a city's 2013 population and the growth of millennial residents from 2010 to 2013. Higher percentages received positive scores.

REAL COLLABORATION

Longmont's collaboration is witnessed by the recent combined effort of community businesses, agencies and individuals in creating a comprehensive strategic plan, Advance Longmont. The result of months of meeting, input, and regular communication created an economic development strategy and vision for the future of Longmont. The Advance Longmont Partners group was born of that strategic visioning process and today represents 13 organizations within the community working collaboratively to implement the Advance Longmont strategy. Together, the goal is to build a community that continues to meet the needs of its growing businesses, develop a workforce to support this growth and build its capacities to ensure the needs of future employers will also be met while enabling them to adapt to changing market conditions and secure economic longevity.

The Advance Longmont partnership has resulted in many instances of collaboration, says Bruce Partain, President/CEO of the Longmont Area Chamber of Commerce. "When the Longmont Area Chamber was putting together a tour of manufacturers and tech companies earlier this year, I asked Jessica (EDP) for assistance. She generously allowed her staff to spend considerable time helping map out the day, call on contacts and even take part in the tour. This expertise and resource sharing meant the manufacturers and tech companies were shown in the best light possible. Our class members learned more about the economy, and our two organizations gained collaborative experience we could use in the future."

Jose Beteta, Executive Director of the Latino Chamber of Commerce adds another example. "We started an entrepreneur program focusing on under-represented students. In the Young Rebels Entrepreneurship Competition, groups of students from different schools come up with a concept and compete for prize money. At our business conference in October, they're judged by VIPs from other chambers, scientists from NCAR, as well as representatives from Google and other local organizations like TinkerMill, and the Innovation Center. They not only judge the competitions, they offer students an opportunity for mentoring. Through collaboration with the school district, CU Boulder, Front Range Community College, the City of Longmont, Boulder, and Boulder County, we received funding. That made it successful and encouraged us to do this again next year."

"Collaborations are an absolute necessity for bringing money into the economy," Partain says. "The analogy is to grow the pie bigger while maintaining the activity you've had over the years. That takes a group effort."

That group effort is shown in a number of ways, he says. "At the Chamber, we help people build their network."

Beteta has witnessed that effort. "For us, the success of our growth has been through partnership and collaborations. We don't have the resources to do everything and didn't want to reinvent the wheel so we work with other businesses and pipeline our members to those already established."

A LOCAL COLLABORATION RESULTED IN A BIG WIN.

An innovative program for children and teens diagnosed with Autism Spectrum Disorder (ASD) and their families, pioneered by the Longmont Public Library, was awarded "Library Project of the Year Award" at the association's annual conference in Loveland on October 17, 2014.

The collaboration the library fostered with tech entrepreneur Jalali Hartman and his company, Robauto helped gain the national notice. With his knowledge, the library originated the first robot built by children with ASD for children with ASD.

The program received national attention from the Institute of Library and Museum Services (IMLS) in Washington D.C. IMLS Representatives visited the library to watch the program in action. The Senior Library Program Officer at the IMLS wrote about Longmont's Program in her official blog (<http://blog.ims.gov/?p=5285>).





Sunflower Bank

CREATES POSSIBILITY

for your

BUSINESS



As business opportunities and challenges arise, Sunflower Bank is the financial partner you need to drive your business forward and guide you with tailored solutions, transparent pricing, and local decision-making.

- Checking and Savings Solutions
- Lending Solutions
- Treasury Management
- Wealth Management*
- Credit Cards
- Mortgage Loans
- Online & Mobile Banking

ACHIEVE YOUR POSSIBILITIES.

Our experts work to help you meet your dreams and goals. We offer competitive rates with up-to 100% financing, enabling you to benefit from constantly evolving technology and industry improvements. Give us a call to learn more.

25 E. Ken Pratt Blvd | Longmont | 303-651-2542
1738 Pearl St | Boulder | 720-931-5969

*Investment and insurance products are not a deposit, are not FDIC-insured, are not insured by any federal government agency, are not guaranteed by the bank, and may go down in value.



Member FDIC



QUALITY OF LIFE

#3 MOST FAMILY-FRIENDLY COMMUNITY IN COLORADO



BUSINESS CLIMATE

#11 BEST PLACE IN COLORADO FOR MILLENNIAL JOB SEEKERS

Longmont, Colorado: REAL PEOPLE DOING REALLY COOL THINGS



INNOVATION

2ND HIGHEST NUMBER OF PATENTS PER CAPITA IN COLORADO



#AdvanceLongmont



INFRASTRUCTURE

BUILDING COLORADO'S FIRST GIGABIT CITY



WORKFORCE

ACCESS TO OVER 1 MILLION WORKERS FROM SURROUNDING AREAS



MARKETING

#23 BEST PLACE TO LIVE IN THE UNITED STATES

ADVANCE LONGMONT PARTNERS:

