



P.E.E.R. PRIMARY EMPLOYER EXECUTIVE ROUNDTABLE

Longmont EDP executive roundtables utilize the Edward Lowe Foundation's unique PeerSpectives™ CEO roundtable methodology designed especially for leaders of second-stage growth companies. PeerSpectives™ has procedures in place to help each group focus on identifying and processing business leaders' core issues and ensuring a balanced discussion that is not dominated by any one topic or individual. Perhaps even more important, the PeerSpectives™ system emphasizes the sharing of experiences rather than advice giving. Being a part of a PeerSpectives™ roundtable gives overburdened business leaders an outlet to rely on supportive peers who are either "living it" or already "been there, done that." Longmont EDP offers the only licensed PeerSpectives™ facilitator in the state of Colorado.



ACCESS TO GRANTS & FUNDING OPTIONS

Longmont EDP provides info, resources, and access to capital through a variety of grant programs and connections with local banks, micro lenders, crowd funding organizations, and other funding options.

STARTUP GRANT

Awards up to \$3,000 for startup associated expenses, such as utility connections, licensing fees, or marketing costs.

RETAIL CONVERSION GRANT

Allocates up to \$7,500 on permissible property improvements, in partnership with the Longmont Downtown Development Authority.

ADVANCE LONGMONT TARGET INDUSTRIES GRANT

Awards up to \$10,000 for building improvements or expansion associated expenses for businesses within one of our four target industries.

SMALL BUSINESS LENDING PROGRAM

The Small Business Lending Program is a partnership between the Longmont EDP, the City of Longmont, and the Colorado Enterprise Fund. This program is designed to provide loans up to \$50,000 for businesses and nonprofit organizations that have yet to qualify for traditional financing.



ECONOMIC, LABOR FORCE, MARKET DATA & DEMOGRAPHICS

Longmont EDP offers a comprehensive set of resources to provide data and demographics that are helpful for your market research, including industry statistics, workforce demographics, location information, and more.

ACCESS/INFORMATION

Access/Information provides us with customized market research and information to help you make calculated business decisions for your industry.

GEOWIZE

GeoWize will help you better understand the population of your potential business location, allowing you to analyze customer demographics and consumer market potential.

EMSI

We use EMSI to provide economic and labor force data and insights that will support your relocation, expansion, or retention efforts.

REFERENCEUSA

Our City library provides access to ReferenceUSA, a premier source of business and residential information for reference and research, allowing you to conduct competitive analysis, research potential business areas, and create effective marketing plans.

ECONOMIC UPDATES

Longmont EDP provides regular updates on the current conditions of our local economy. These updates include data, news, and information on primary industry, local business, and startup community activity and trends, real estate developments, and prospect activity.

**TO LEARN MORE,
CONNECT WITH US TODAY!**



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**ADVANCE
PRIMARY INDUSTRY**

HOW CAN WE HELP ADVANCE YOUR PRIMARY BUSINESS? [WITH UNDER 100 EMPLOYEES]

Primary industry helps stimulate the local economy by infusing external funds into the community and redistributing that income through wages and local tax revenue. Longmont Economic Development Partnership supports Longmont's primary industry by assisting you with site selection, incentive negotiation, providing you with a wealth of resources, training and development opportunities, and making the right connections. We are available to help relocate, grow or sustain your successful venture.

For more info, connect us today!
longmontedp@longmont.org
303-651-0128
www.longmont.org



SUPPORTING YOUR BUSINESS AT EVERY STAGE

LONGMONT EDP POP-UP WORKSHOPS

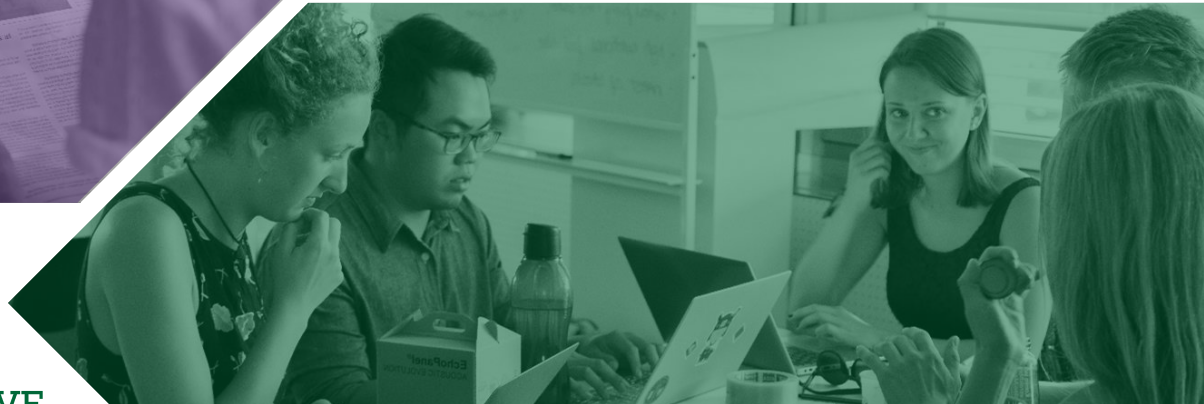
Longmont EDP Pop-Up Workshops are a new format for educational and professional development that allows us to be incredibly nimble in bringing you content that is timely and relevant to your business.

These workshops are about discovery, information sharing, and networking with likeminded business leaders in a fun and unique environment. Given the flexibility that the pop-ups offer in terms of format and topic, we are able to host workshops with a short turnaround based on identified resource and information needs in Longmont's business community.

WE ARE YOUR BUSINESS ADVOCATE

Longmont EDP works with elected officials and community leaders to help shape policies that promote business creation, sustainability, and growth in Longmont.

47
EXISTING PRIMARY
BUSINESSES
ASSISTED
IN 2017



PARTNERING WITH THE SMALL BUSINESS DEVELOPMENT CENTER

Longmont EDP has partnered with the Boulder Small Business Development Center (SBDC) to support the growth and resiliency of Longmont's startups and small businesses.

FREE ONE-ON-ONE CONSULTING

Meet with a business advisor who understands your situation and can devise an action plan to help your business progress. Areas of consultation may include business plan development, financial projections, benchmarking, marketing strategy, operations, licensing, and more.

SMALL BUSINESS WORKSHOPS

SBDC's free or low-cost workshops are presented by industry experts on topics such as startup essentials, business planning, marketing/branding, social media and SEO, QuickBooks, taxes, valuation, and more.

LEADING EDGE ENTREPRENEURSHIP SERIES

A 10-week program that builds to a complete business plan to test feasibility, access financing, or act as a blueprint for launch and growth.

TECHVENTURE ACCELERATOR

A multi-session Cohort Group series designed to help existing biotech, IT, aerospace, cleantech, and advanced manufacturing companies to overcome growth and development hurdles.

SYSTEMATIC SELLING SERIES

This 4-part series will walk you through the sales process by covering the following topics: building your prospecting plan, booking your first appointment, succeeding at a sales meeting, and closing the deal.



Visit www.bouldersbdc.com for more info.



INCENTIVE NEGOTIATION

Longmont EDP is responsible for the initiation and negotiation of all City and State incentives for primary industry relocation and expansion. Once it's determined that you are eligible for an incentive, we will usher you through the process of pursuing and maximizing all available incentive opportunities.



REAL ESTATE SITE SELECTION

Longmont EDP offers services to businesses looking to relocate or establish a new location in Longmont. Services include property searches for available commercial properties, connections to local relocation specialists, and incentive negotiation. We maintain a database of available commercial properties and a strong connection with local commercial brokers and developers through regular meetings with the Commercial Brokers of Longmont.

CONNECTIONS

We work closely with local Longmont businesses, resource organizations across the state, and local government entities to help forge valuable relationships that will contribute to the success of your business. We are happy to provide referrals as needed.

NORTH METRO ENTERPRISE ZONE

The Enterprise Zone (EZ) is a state funded program that was created to promote a business-friendly environment in economically distressed areas by offering state income tax credits that incentivize businesses to locate and develop in these areas. EZ tax credits are available for new hires, insurance programs, equipment, and more, and can have a significant impact, from \$1,000 up to \$500,000. Longmont EDP serves as the North Metro Enterprise Zone administrator.

\$643,000
EZ TAX CREDITS
EARNED BY 36
BUSINESSES
IN 2017

AVERAGE OF
\$17,861
EZ TAX CREDITS
EARNED PER
COMPANY
IN 2017