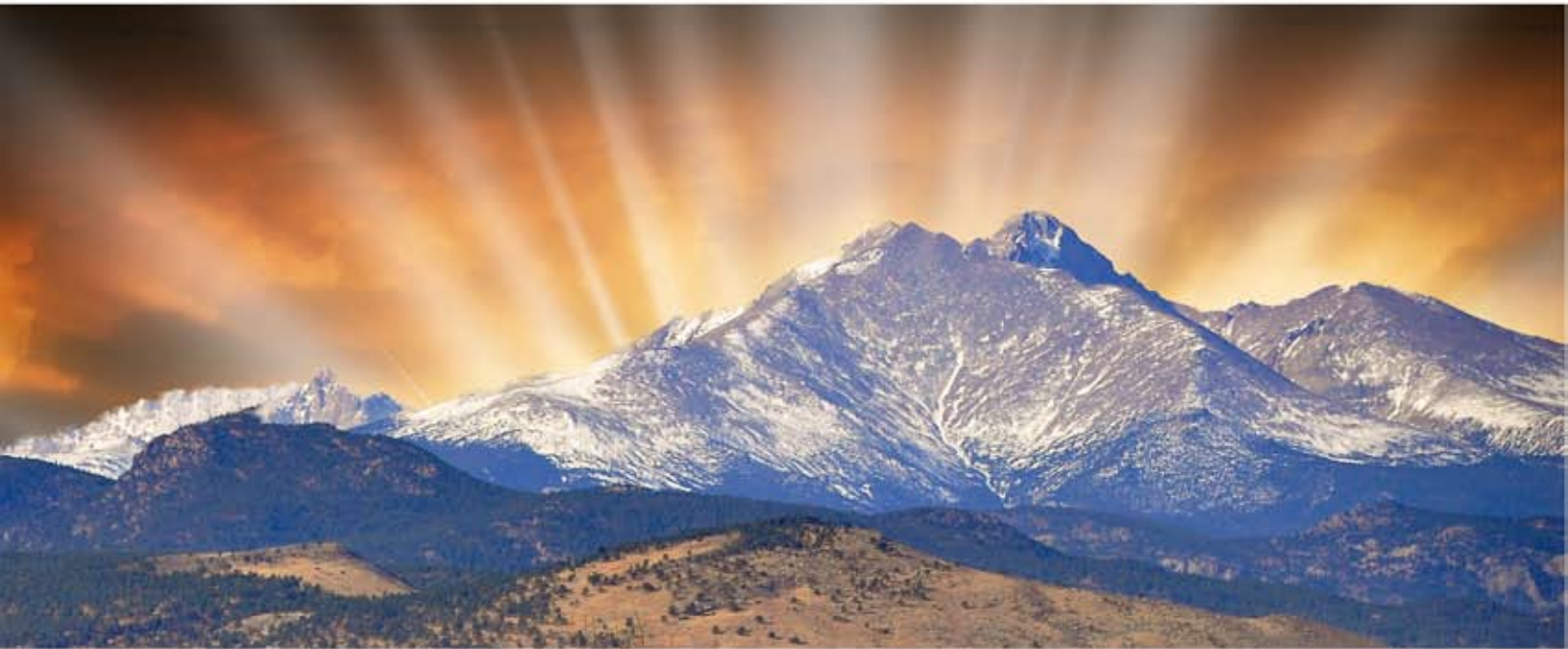




# 2010 Annual Report



**LONGMONT**

**Where IDEAS Become Products!**

# CHAIRMAN'S MESSAGE



**Sue Mesch**  
*2010 Chairman of the Board*  
*Xilinx*

While 2009 wreaked havoc with the Colorado and Longmont economies, 2010 saw the stabilization of the Longmont economic condition. That stabilization was reflected in the fact that we had net primary job growth of 360 positions in this year. We also saw a slight improvement in net absorption and a corresponding drop in our industrial vacancy rate. Prospect numbers were down some but company visits remained level and our announcements increased over 2009. We also worked to obtain incentives for our first new construction project for a primary employer in several years.

Looking toward the future, the Economic Council also achieved several important milestones. In regard to continued interest from companies who need rail service (that numbered 10 prospects in 2010), staff received letters of intent to serve the identified sites from both rail providers and continued the pursuit of getting necessary regulatory changes to the 2 identified sites. Those changes were approved by City Council in January of 2011. Staff also continued dialogue with both land owners and potential developers so see that the project moved forward as quickly as possible.

Staff also was successful in getting additional financial support from the City of Longmont for enhanced marketing in 2011. These modest funds will allow us to pursue additional marketing opportunities that we were unable to take advantage

of in recent years. In addition to the numerous efforts identified in the pages of this annual report during 2010, the Board challenged staff to review its program and bring a fresh and dynamic approach to our efforts in 2011. Those proposed changes were adopted as part of our 2011 Retreat in February of this year.

The Economic Council is bullish on 2011. Renewable energy and aerospace are still areas that hold real potential for our economy and the mini boom we have seen in manufacturing track along these industry sectors as well. Two Thousand Ten was a pivotal year in the Longmont economy and we've seen slow improvement in the national economic picture. As such we are optimistic about the opportunities in 2011 and we remain committed to doing all in our power to make the most of our opportunities and to foster the improvement in job opportunities for Longmont residents and a better local economy for all.



# SUPPORTING LOCAL INDUSTRY

## *Employer Retention*

For more than 20 years, the Longmont community has reached out to its industry through an annual update. Unlike many programs, this update is conducted by a group of 25+ business volunteers – the Existing Industry Committee – who interview each of our primary employers, every year! The purpose of these updates is to identify industry trends, gather strategic intelligence, address concerns, identify new opportunities and offer support to industry. The information gathered from these interviews is used to assist the Economic Council in providing programs of interest on topics suggested; to learn more about each company in our service area in an effort to better serve their needs; and to track trends among our primary industry sectors. Our volunteer base continues to be successful (and nationally recognized) at gathering information, proven again in 2010 with a response rate of 68%.

As a follow up to these interviews and through constant communication, Economic Council staff meets with primary employers on a regular basis. In 2010, staff had 56 meetings with existing primary employers on topics ranging from expansion needs, incentives, customer growth and exposure assistance, facility tours, and City services along with regular meetings to update us on company plans and how the Economic Council can assist in those expansion efforts. An effort was also made to include the new Economic Development Manager for the City, Brad Power in these meetings.



*Brooke Gunn, ResourceMFG, Chairman of the Longmont Area Economic Council's Existing Industry Committee.*

## *Primary Employer Forums*

Each year, the Economic Council makes an effort to present programs on important topics to our local industry. In 2010, the Longmont Area Economic Council offered information to our primary employers through email on Promotion Opportunities through the Economic Council, Department of Energy Small Business Funding, Boulder County Energy programs, and Front Range Community College's Energy Boost programs.

\* **Enhancing the Business Environment** – The Economic Council is always striving to improve Longmont's business environment. As part of that effort in 2010, the Economic Council participated in the Google project, offering enhanced telecommunications services to primary employers and residents. Staff also participated on the Airport Master Plan committee in an effort to extend the airport runway, enhancing infrastructure for our existing and new primary employers.

\* **Assisting Primary Employers** through City Incentives – Economic Council staff along with City Staff, worked with OnCore Manufacturing to acquire City incentive funding for the building of a new manufacturing center in Longmont.



# SUPPORTING LOCAL INDUSTRY

## PRIMARY EMPLOYER

### OPEN HOUSES

The Economic Council continued its efforts in 2010 to help promote and expose the new and expanding primary employers to Longmont through open houses and ribbon cuttings by TerraLUX and IWT America. The Economic Council hosted a celebration at Oskar Blues this year recognizing RidgeviewTel and Oskar Blues as Colorado Companies To Watch in 2010.



*Jim Miller, CEO of TerraLUX is congratulated by Mayor Bryan Baum at their open house.*



*Vince and Melinda Jordan are recognized as one of Colorado's Companies to Watch at a celebration at Oskar Blues brewery.*



*Advance Tooling Concepts expanded its operations in 2010 and held an open house showcasing their new space.*

### Welcome Efforts

The Economic Council welcomes all new primary employers through a visit from the Council President to officially welcome them to Longmont and to offer our support for their company's needs regarding growth. Also offered to new companies is the opportunity to host an open-house which the Economic Council can assist in coordinating.

# INDUSTRY RECOGNITION

An important part of keeping our business environment conducive to growing companies is sharing the stories of our companies with the community. The Economic Council holds two industry recognition events annually. The Cornerstone Awards luncheon recognizes new and expanding primary employers while the Community Appreciation luncheon recognizes primary employers who support the community beyond providing payroll for our citizens. This can be evidenced through their support for charitable groups, employee recognition programs or community efforts.

## Cornerstone Awards

Cornerstone award winners for 2010 were Dot Hill Systems, Farragut Systems, GE Energy and IWT America. Heartland Renewable Energy was recognized with the Longmont Entrepreneurial Network award.



*Hanif Jamal, Senior VP & CFO of Dot Hill Systems receives a Cornerstone Award from John Cody, Economic Council President.*

*Mark Beckett with GE Energy accepts their award.*



*John Cody presents Collis Woodward, CFO of IWT America with an award.*

## Platinum Sponsors:



## Gold Sponsors:

**The Campus at Longmont and Longmont Power & Communications.**

# INDUSTRY RECOGNITION



## *Community Appreciation Awards*

Our Community Appreciation awards in 2010 were given to Crocs for its support of the American Cancer Society; Emulex in support of Community Food Share; and LSI for its support of the Crayons to Calculators program through the Education Foundation of St. Vrain Valley. Also presented was the Tom Brock award, named in honor of the business leader who contributed so much to our community during his lifetime. The 2010 award was presented to Alex Sammoury for his longtime support of the community.



*Melissa Koester with Crocs receives one of the Community Appreciation awards from John Cody, Economic Council President along with Scott Hall of the American Cancer Society.*



*Yvonne Barstow and Larry Hofer with Emulex. Also pictured is Gerry Bristow with Community Food Share.*



*Sue Berens of LSI receives their award along with Kathy Hall of the Education Foundation of St. Vrain Valley.*



*Donna Mae Miller, Economic Council Office Manager was also recognized for ten years of service.*

### *Platinum Sponsor:*



### *Gold Sponsors:*

**GE Energy, Jim Marty & Associates, Longmont United Hospital, Longmont Power & Communications, and Western Digital.**

# PROMOTING OUR BUSINESS CLIMATE

In 2010, the Economic Council continued its efforts to better position Longmont with out of state companies that consider our area as part of their relocation due diligence. Our support of the Metro Denver Economic Development Corporation (MDEDC) and the State Office of Economic Development allows us to capitalize on their marketing efforts and larger budgets. To this end, we had 10 on-site prospect visits in 2010. Several of these visits included representation and support from the City of Longmont staff and the Mayor. The Economic Council also continues to work with the Longmont Entrepreneurial Network (LEN) and the Small Business Development Center to foster growth and expansion of start-up companies in the Longmont area.

## INCREASING OUR VISIBILITY

Longmont is a “stand alone” community on the edge of metro Denver. As such, it is important to publicize our story to metro area companies that might consider relocating and to out of state companies that are considering the Denver area for relocation. The Economic Council’s website is focused on serving the needs of Site Selectors looking to locate in the Longmont area. In 2010 we continued our efforts to increase our presence through editorial and advertising venues in regional newspapers; as well as added a new website page specific to Data Centers. Staff was involved in the City of Longmont’s Branding effort in 2010 and will participate in the roll-out of the new brand in 2011.

### *Advertising*

Paid exposure for the Economic Council included ads in and continuation of our quarterly supplements in the Boulder County Business Report, and bi-monthly ads in the Colorado Real Estate Journal.



### *Public Relations*

Local press included coverage in the Longmont Times-Call, Boulder Daily Camera, Colorado Real Estate Journal, the Boulder County Business Report and the Longmont Association of Realtors newsletter. The Economic Council was covered in the press 71 times during 2010.



### *Rail Park*

The Longmont Area Economic Council, along with City staff in 2010 worked closely to move forward on a new rail-served industrial park in Longmont. They also met with a potential developer and the land owners of two proposed sites regarding annexation and zoning changes. City Council gave unanimous approval of the project and plans will continue into 2011.

### *Targeted Industry Exposure*

The Economic Council was active with Metro Denver EDC staff and regional partners in pursuing national industry targets for recruitment, including the IT, aerospace and renewable energy industries for our area. Staff attended several focused industry conferences in 2010 including the National Space Symposium in Colorado Springs, the Wind Energy Conference in Dallas, the NREL Growth Forum in Denver, Bio Breakfast at Fitzsimmons, and co-sponsored the German Renewable Energy event in Denver.



SPACE FOUNDATION



German American  
Chambers of Commerce  
Deutsch-Amerikanische  
Handelskammern

# ENGAGING THE COMMUNITY

## INVESTOR SERIES BREAKFAST

The Economic Council holds two Investor Series Breakfasts during the year on topics of interest to our investors. We also provide the opportunity for business announcements that our investors can share with the audience. This year the Economic Council coordinated the taping of both Investor Series breakfasts by Channel 8, Longmont's local television station to allow the opportunity for exposure to more citizens.

### *March Investor Series Breakfast "Gearing Up For Recovery"*

Our spring breakfast highlighted a panel of experts including **Tim Barth**, Airport Manager; **Mary Murphy-Bessler**, Longmont Downtown Development Authority Executive Director; **Mike Dahl**, Division Manager of Electric Operations for Platte River Power Authority and **John Cody**, Economic Council President/CEO. The panel titled "Gearing Up For Recovery" focused on gaps in our business infrastructure and utilizing new tools and ideas that will position Longmont to take advantage of opportunities that emerge as the economy improves.



*Tim Barth, Mary Murphy-Bessler and Mike Dahl address the crowd at the March Investor Breakfast.*

### *November Investor Series Breakfast "Economic Outlook Forum"*



*Dr. Martin Shields, CSU professor gives the 2011*

In November we held our annual Economic Outlook Forum. Dr. Martin Shields, Associate Professor of Economics at Colorado State University, presented his economic forecast for 2011. This event helps our investors with the latest intelligence about how we fared during the current year and what is expected for the upcoming year's economic picture.

### *Silver Sponsors*



### *Silver Sponsor*



### *Bronze Sponsors*

Comcast, Longmont Power & Communications, Longmont United Hospital, Thistle Communities and United Western Bank.

### *Bronze Sponsors*

Burden Incorporated/RLET Properties, United Western Bank, Wells Fargo Bank and Xilinx.

## *Regional Business Groups*

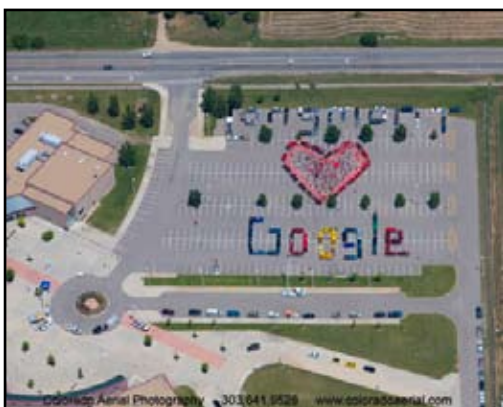
The Longmont Area Economic Council supports other area and regional groups in its efforts to be educated and to educate our citizens on regional issues. We are a member of the Boulder Regional Business Partnership that meets quarterly to discuss regional economic projects and issues. The Economic Council is also a member of and very active with the Longmont Area Chamber of Commerce and the Longmont Area Visitors Association. Again in 2010, we exhibited at the “Unity in the Community” event with the Chamber and participated on their “Economic Vitality Panel” at their Professional Pursuits luncheon.

The Longmont Association of Realtors is an integral partner of the Economic Council, through its support and activities that are a part of economic development. John Cody served on the Northern Colorado Real Estate Conference Panel hosted by the Longmont Association of Realtors and Wendi Nafziger also serves on the LAR Affiliate committee. Staff also made a presentation to the Commercial Brokers of Boulder and Keller Williams 1st Realty on economic development and participated in the Boulder County Business Report’s Real Estate Conference.



The Economic Council works closely with the City of Longmont on issues that affect primary employers. Staff regularly meets with City staff to discuss general topics such as regulation, incentives, infrastructure and specific topics such as permit and development issues for specific companies. The Longmont Area Economic Council Board carves out a portion of its annual retreat to for discussions with Longmont City Council members and staff makes regular updates and presentations to City Council at official meetings. The Economic Council participated in the “Longmont Loves Google” project and assisted in panel interviews of the City’s Redevelopment and Downtown Development directors. Staff also participated in the Multi-Cultural Business Expo hosted by the City of Longmont and promoted City small business programs throughout the year.

In an effort to educate citizens and the business community on the importance of economic development, staff meets with and participates in community functions. In 2010, staff made a presentation to the Economics Class at Skyline High School, attended the Jared Polis town meeting, met with representatives from the Boulder County Mental Health Center and participated in both the Mayor’s radio program and School Superintendent Don Haddad’s Channel 8 television program.



# Longmont Loves Google

Coordinated by RidgeviewTel of Longmont

# *INCREASING OUR REAL ESTATE EXPOSURE*

The Council presented its eighth annual Real Estate Showcase in 2010. This year's event highlighted downtown Longmont with Board member, Alex Sammoury welcoming everyone and talking about the incentives of locating your project in downtown Longmont. The event continues to be an attractive venue for brokers from metro Denver and northern Colorado. The bus tour of the Longmont Area Economic Council's service area included retail projects as well as office and industrial, and highlighted a stop at three sponsored sites. Commercial real estate brokers from throughout metro Denver and northern Colorado attended a bus tour of the Longmont area and were exposed to development opportunities. Mayor Pro-Tem Gabe Santos spoke on the City's pro-business attitude and willingness to work with brokers on their development projects in our community.



*The Real Estate Showcase was held in Downtown Longmont in 2010.*



*Denise Crosby with the Downtown Development Authority highlights development opportunities in downtown Longmont.*

## *Breakfast Sponsor*



## *Event Sponsor*



## *Bus Tour Sponsors*



# 2010 RESULTS

In 2010 while the nation-wide recession continued, the Longmont area saw an increase in primary jobs. New companies added 148 jobs while existing companies added 661. Existing job losses were the lowest we have seen in ten years with a loss of 473. Net total increase was 336 jobs in 2010, versus a loss of 819 last year. Our vacancy rate decreased just slightly to 14.6%, compared to 14.8% in 2009. Primary employers added a net 7,444 square feet in 2010. Our prospect leads were down slightly in 2010 (45 versus 52) and our new job announcements were up slightly from last year at 148. The number of actual site visits remained stable with 10 in 2010. Of the 32 industry clusters represented in the Longmont area, 21 experienced a net job increase in 2010 (compared to only 10 in 2009), with the largest increases in the aerospace, semiconductor and software industries.

Our outlook for 2011 is for continued growth, while at a cautious pace. With continued support from our regional partners, the Metro Denver Economic Development Corporation and State Office of Economic Development, and activity from direct referrals and commercial real estate brokers, we expect to be competitive for the projects that are moving forward.

## *NEW PRIMARY EMPLOYERS*

**Abound Solar**  
**Niwot Technologies**  
**RF Concepts LLC**  
**TerraLUX Corporation**

**American Recreation Products**  
**Onsemble Inc.**  
**SYNAPSE design**

**Goliath Solutions**  
**Parascript, LLC**  
**TechPubs Global Inc.**

## *EXISTING PRIMARY EMPLOYERS THAT EXPANDED*

ABSL Space Products  
Alpharma Animal Health  
Avedon Engineering  
Byers Industries  
Colorado Systems Group  
Data Storage Group  
DigitalGlobe  
Dynamic Design & Mfg.  
Federal Aviation Administration  
Integrated Cable Systems  
Intrado  
Left Hand Brewing  
LSI  
McLane Western  
OnCore Manufacturing  
Precise Cables  
QSC, Inc.  
Sangat Precision Machine  
Silicon Graphics International  
Sun Construction & Design  
Thule Organization Solutions  
Western Digital  
Xpect Solutions

Advanced Alloys  
Alpine Technology  
Baseline-Mocon  
CCNi Measurement  
Creative Foam  
DeTect Inc.  
Dohm-Icebox  
EMCO-Spirax  
GE Energy  
Intel Corporation  
IWT America  
Left Hand Design  
Madhava Honey  
Micron Technology Inc.  
Ongoing Operations, LLC  
Premier Manufacturing  
Rebit, Inc.  
Serious Materials  
Spidertrax Inc.  
Synkera Technologies  
Unisyn Medical Technologies  
Western Foundries

Aerocom Industries  
Analog Devices  
Brooks Automation  
Circuits West  
Creative Learning Systems  
Deuter USA, Inc.  
Dot Hill Systems Corp.  
Emulex  
Hart Wood Inc.  
Inter Mountain Railway  
Kozio  
Longmont Machining  
Matheson  
National Semiconductor  
Oskar Blues Brewery  
PTA Corporation  
RX Automation Solutions  
Sherwood Manufacturing  
St. Vrain Manufacturing  
Texas Instruments  
US Contract Sewing  
Wiland Direct, Inc.

**LONGMONT AREA ECONOMIC COUNCIL – 12/31/10**  
**2010 LONGMONT SERVICE AREA**  
**PRIMARY EMPLOYERS ACTIVITY REPORT**

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**2010 GAINS/LOSSES BREAKDOWN**

			<b>Jobs</b>	<b>Square Feet</b>
<b>Gains:</b>	10	New Companies	148	105,612
	67	Expanding Companies	<u>661</u>	<u>80,286</u>
		<b>TOTAL GAINS</b>	<b>809</b>	<b>185,898</b>
<b>Losses:</b>	14	Companies Closed	(156)	(105,024)
	47	Companies Cut Employment or Square Feet	<u>(317)</u>	<u>(73,430)</u>
		<b>TOTAL LOSSES</b>	<b>(473)</b>	<b>(178,454)</b>
		<b>2010 NET GAINS/LOSSES</b>	<b>336</b>	<b>7,444</b>

**PRIMARY EMPLOYERS**

		<b>Employers</b>
Estimated Employers as of 1/1/10		199
Corporate & Division Closures		(14)
New Companies		<u>10</u>
	<b>Subtotal</b>	<b>195</b>
<u>Adjustments to Primary Employers</u>		
Companies Discovered in 2010		2
	<b>Total Employers as of 1/1/11</b>	<b>197</b>

**PRIMARY EMPLOYMENT**

		<b>Jobs</b>
Estimated Employment - 1/1/10		10,710
Jobs Added by Existing Companies		661
Jobs Cut by Existing/Closed Companies		(473)
Jobs Added by New Companies		<u>148</u>
	<b>Subtotal</b>	<b>11,046</b>
<u>Adjustments To Primary Employment</u>		
Jobs Discovered in 2010		16
Jobs Removed/Adjusted in 2010		(16)
	<b>Total Employment as of 1/1/11</b>	<b>11,046</b>

**PRIMARY FACILITIES**

		<b>Square Feet</b>
Estimated Occupied Space 1/1/10		7,338,464
Square Footage Added by Existing Companies		80,286
Square Footage Vacated by Existing/Closed Companies		(178,454)
Square Footage Added by New Companies		<u>105,612</u>
	<b>Subtotal</b>	<b>7,345,908</b>
<u>Adjustments to Primary Square Footage</u>		
Square Footage Discovered		11,500
Square Footage Removed		<u>(4,000)</u>
	<b>Total Occupied Space as of 1/1/11</b>	<b>7,353,408</b>

# 2010 BOARD OF DIRECTORS

## *Officers*

**Sue Mesch**

Chairman

*Xilinx*

**Keith Kanemoto**

Vice Chairman

*Prudential Rocky Mountain Realtors*

**Chris Gunlikson**

Secretary/Treasurer

*Holland & Hart*

**Mitch Carson**

Past Chairman

*Longmont United Hospital*

## *City Representatives*

*Non-Voting Liaisons*

**Bryan Baum**

*Mayor of Longmont*

**Gabe Santos**

*Mayor Pro-Tem*

## *Staff*

**John Cody, CED**

*President, CEO*

**Wendi Nafziger, CED**

*Vice President*

**Donna Miller**

*Office Manager*

**Leona Stoecker**

*Membership Director*

## *Primary Industry Members*

**Andy Bade**

*Amgen*

**Dave Humenik**

*Vapor Technologies*

**Sue Mesch**

*Xilinx*

**Dave Quinn**

*Seagate Technologies*

**Chris Treharne**

*Gibraltar Business Appraisals*

## *At-large Members*

**Mitchell Carson**

*Longmont United Hospital*

**Brad Golter**

*Longmont Florist*

**Christopher Gunlikson**

*Holland & Hart*

**Don Haddad**

*St. Vrain Valley School District*

**Keith Kanemoto**

*Prudential Rocky Mountain Realtors*

**Bruce Robbins**

*FirstBank of Longmont*

# ECONOMIC COUNCIL INVESTORS

5M Company	Fidelity National Title Insurance Co.	Left Hand Brewing Company	District
ABSL Space Products	First Citizens Bank	Liquid Waste Management	Stan Barrett, Inc.
Actis, LLC	First MainStreet Insurance	Longmont Area Chamber of Commerce	STMicroelectronics
Adecco Technical	First National Bank	Longmont Association of Realtors	Sun Construction & Design Services, Inc.
Advance Tooling Concepts	FirstBank of Longmont	Longmont Clinic	Synkera Technologies, Inc.
Ahlberg Funeral Chapel	FlatIrons Bank	Longmont Entrepreneurial Network	T & L Construction Inc.
Alpharma Animal Health	Fox Hill Country Club	Longmont Florist	Tebo Development Company
AmFirst Bank N.A.	Front Range Community College	Longmont Signs	TerraLUX, Inc.
Amgen	Frontier Companies	Longmont United Hospital	The Colorado Group
Arete Associates	GE Energy	LSI Storage Peripherals Group	The Neenan Company
Array BioPharma	Gibbons-White, Inc.	Lyons, Gaddis, Kahn & Hall	The Terrace Center LLC
Bank of America Home Mortgage	Gibraltar Business Appraisals	MAGI Real Estate Services	Thistle Communities
Beckmann, Oral	Gold Key Travel	Magnelab Corporation	Thomas L. Beckmann, PC
Boulder County Business Report	Golden Triangle Construction	McLane Western	Times-Call
Boulder County Commissioners	Grant, Grant & Goiran, LLP	Mile High Banks	Vapor Technologies
Brock & Company, CPAs, PC	Great Western Bank	Mill Village Business Park, LLC	Volk & Bell Benefits, LLC
Brooks Automation, Inc.	Guaranty Bank & Trust Company	nSpire Health	We Work for Health Colorado
Brown & Brown Insurance	Hajek Chevrolet-Oldsmobile	OfficeScapes	Webscan
Brown's Shoe Fit Company	Highland	Pinetree Peripherals, Inc.	Wells Fargo Bank
Burden Incorporated/ RLET Properties	Holland & Hart	Platte River Power Authority	Western Digital
CB Richard Ellis/ Longmont Tech Park	Howe Mortuary	Precision Design & Machine	Western Disposal Services
Circle Capital Partners, LLC	Impressions Marketing, Inc.	Prime Real Estate Management	Western Property Advisors
Citron Work Spaces	InstruTech, Inc.	Prudential Rocky Mountain Realtors	White Lodging Services Corporation
City of Longmont	Integrated Cable Systems, Inc.	Rawlins National Bank	Workforce Boulder County
CivilArts, Inc.	Intel Corporation	ResourceMFG	WP Mfg.
Colorado Housing & Finance Authority	IntelliSource	RidgeviewTel LLC	Wright Kingdom Real Estate
Colorado Lending Source	Intrado	Rocky Mountain Medical Imaging	Xcel Energy
Comcast	IWT America	Ron's Printing Center	Xilinx, Inc.
Communication Concepts PR & Advertising	JBSK CPA's LLP	Seagate Technology Personal Storage Group	Zephyr Management, LLC
Crocs, Inc.	Jim Marty and Associates, LLC	SOSStaffing Services	
DeTect Inc.	John D. Caldwell Inc.	St. Vrain Manufacturing, Inc.	
DigitalGlobe	Jones Lang LaSalle	St. Vrain Valley School	
Distance Focus Corporation	Jon Van Benthem - Architect, LLC		
Dot Hill Systems Corporation	Keller Williams 1st Realty		
Electronic Oasis Consulting, Inc.	Krische Construction Inc.		
Elevations Credit Union	Land Title Guarantee Company		
Emulex			
Express Employment Professionals			
Fidelity Cometch, Inc.			