



Q4 ■ QUARTERLY UPDATE



ELEVATING BUSINESS. EMPOWERING COMMUNITY.

2017 BOARD OF DIRECTORS

APPOINTED CITY OF LONGMONT

BRIAN BAGLEY
Longmont Mayor

HAROLD DOMINGUEZ
Longmont City Manager

TOM ROINIOTIS
City of Longmont

GABE SANTOS
Longmont City Council

ELECTED PRIMARY INDUSTRY

DAVE HUMENIK
*Past Chairman
Vapor Technologies*

GREG KLEESE
Micron

WENDELL PICKETT
Frontier Companies

JOE TROUTMAN
EnerSys

JENNIFER CARACCILO
Seagate Technology

ERIC WALLACE
Left Hand Brewing

ANDY WELCH
*Chairman
Sun Construction*

ELECTED AT-LARGE

TED BENDELOW
Bendelow Law Office

ALLISON CLOSSON
*Treasurer
Adams Bank & Trust*

STACY CORNAY
*Vice Chairman
Communication Concepts PR & Advertising*

DAN GUST
*Secretary
ACE Hardware*

STAFF

JESSICA ERICKSON
President/CEO

WENDI NAFZIGER
Vice President/COO

ARIEL WISHKOVSKY
Small Business Economic Development Specialist

CRYSTAL INGRAM
Administrative & Community Services Manager

ADVANCE LONGMONT Q4 MILESTONES:

- PARTNERED WITH SVVSD AND FRCC TO HOST A DAY OF EVENTS EXPOSING STUDENTS TO MANUFACTURING OPPORTUNITIES ON NATIONAL MANUFACTURING DAY.
- KICKED OFF PLANNING FOR LONGMONT STARTUP WEEK 2018, ANNOUNCED DATES OF JULY 23-27, AND A "SMART CITIES" THEME.
- HOSTED RENOWNED ECONOMIC DEVELOPMENT SCHOLARS AND AUTHORS HAL WOLMAN AND NED HILL FOR TWO DAYS OF TOURS AND EVENTS HIGHLIGHTING LONGMONT'S ECONOMIC DEVELOPMENT SUCCESSES.
- APPEARED AS A GUEST SPEAKER AT LONGMONT OPTIMIST CLUB MEETING, EDUCATING THE COMMUNITY ABOUT LONGMONT EDP AND ADVANCE LONGMONT.
- ADDED NEW VISIONARY INVESTOR, LAND TITLE GUARANTEE COMPANY.
- PARTICIPATED IN THE GE B2B ADDITIVE MANUFACTURING EVENT IN DENVER.



LONGMONT GETS A VISIT FROM THE BROOKINGS INSTITUTE

In early October, Longmont EDP and the City of Longmont had the opportunity to host two nonresident senior fellows of The Brookings Institution and economic development thought leaders for two days of engaging discussions and idea exchanging with a variety of Partner organizations, City leaders, and business leaders from throughout the community.

One of our guests, Dr. Edward (Ned) Hill, teaches economic development policy and public finance in both the Glenn College and the City and Regional Planning section in the College of Engineering's Knowlton School of Architecture at Ohio State University. Our second guest was Dr. Hal Wolman, founding director of the George Washington Institute of Public Policy and served in that capacity from 2010-2012. Dr. Wolman is currently an emeritus professor in the Department of Political Science at George Washington University and a Research Professor in the George Washington Institute of Public Policy. The two together recently wrote and published a book titled "Economic Adversity & Regional Economic Resilience".

Over the course of their two days in Longmont, we had the opportunity to engage our guests in a lively discussion on our Advance Longmont strategy alongside many of our Partners in the implementation of that strategy, including the City of Longmont, Visit Longmont, TinkerMill, and Startup Longmont. They also had the opportunity to visit and provide feedback on the works of our Advance Longmont Partners during tours of Front Range Community College's Advanced Technology Center and TinkerMill. CoSolve also had opportunity to host a community "Coping with Adversity" event where Drs. Hill and Wolman offered some of the findings of their book and answered questions from the audience relative to Longmont and their perceptions of our community's economic development strategy. Finally, we hosted a luncheon with several members of the Longmont EDP Board of Directors and business leaders where our guests provided incredibly valuable and positive feedback regarding Longmont's progress over the last several years, especially in light of the 2008 recession and 2013 floods.

Key takeaways from the time spent with Drs. Hill and Wolman were that Longmont is very well-positioned to be resistant and resilient to future economic and natural events due to industry diversification, significant investments in infrastructure post-flood, strong manufacturing base, and an active entrepreneurial ecosystem.

A couple of their main recommendations were to:

- leverage the presence of a strong local community college,
- continue to focus on the revitalization of our downtown district as a draw for a skilled and talented workforce, and
- ensure a continued focus on industry and wage diversification to ensure opportunities and upward mobility for all of Longmont's citizens.

Longmont EDP would like to extend our sincere gratitude to former City Council member Sarah Levison for this incredible opportunity to connect with Ned and Hal, as well as to capitalize on that opportunity to further our strategy to put Longmont on the map as a desirable destination for all types of businesses to locate, thrive, and grow.



ADVANCE LONGMONT PARTNERS

CITY OF LONGMONT
www.longmontcolorado.gov

VISIT LONGMONT
www.visitlongmont.org

LONGMONT AREA
CHAMBER OF COMMERCE
www.longmontchamber.org

THE LATINO CHAMBER
www.thelatinochamber.com

ST. VRAIN VALLEY
SCHOOL DISTRICT
www.svvsd.org

FRONT RANGE
COMMUNITY COLLEGE
www.frontrange.edu

TINKERMILL
www.tinkermill.org

LONGMONT COMMUNITY
FOUNDATION
www.longmontfoundation.org

BOULDER SMALL BUSINESS
DEVELOPMENT CENTER
www.bouldersbdc.com

STARTUP LONGMONT
www.startuplongmont.com

LONGMONT HOUSING
AUTHORITY
www.longmonthousing.org

LONGMONT DOWNTOWN
DEVELOPMENT AUTHORITY
www.downtownlongmont.com

Q4 IMPACT:

17

NEW LIKES ON FACEBOOK

707

TOTAL LIKES ON FACEBOOK

23,321

TOTAL REACH ON
FACEBOOK

9

NEW FOLLOWERS ON
TWITTER

8,066

TOTAL IMPRESSIONS ON
TWITTER

197

PROFILE VISITS ON TWITTER

4

MENTIONS ON TWITTER

10

E-MARKETING CAMPAIGNS
SENT

30.2%

AVERAGE OPEN RATE

MARKETING

ADVANCE LONGMONT GOAL: Longmont is recognized locally, nationally, and globally as a premier business location.

Q4 TARGETED DIGITAL COMMUNICATIONS:

- **Q3 Economic Update – 26.4% Open Rate**
To inform the public, our investors, all businesses and parties interested in the economic well-being of our community of the activity of the Longmont EDP in Q3.
- **Q3 Investor Update – 24.4% Open Rate**
To inform Longmont EDP Investors of the activities of the Longmont EDP and show ROI.
- **Site Selectors Q3 Update – 22.4% Open Rate**
Targeted to national site selectors to market Longmont to an external audience and highlight the unique developments and opportunities Longmont has to offer.
- **Commercial Real Estate Update – 38.1% Open Rate**
Targeted to commercial brokers and developers throughout the Metro Denver and northern Colorado regions to highlight commercial real estate availability and opportunities in the Longmont area.
- **Target Industry Update Q4 2017- 23.2 Open Rate**
To inform and update our existing primary employers on news and developments in our target industries, both locally and nationally/globally, as well as the services we provide.

If you are interested in receiving one of these targeted communications, please contact Crystal Ingram at longmontedp@longmont.org.

ADDITIONAL eMARKETING CAMPAIGNS SENT IN Q4:

LAR-Longmont EDP Investor Thank You Email, Commercial Brokers of Longmont Meeting Invitation, Ned Hill & Ken Wolman Breakfast Invitation, Investor Meet and Greet Invitation, EZ Contribution Project, and Elevate Committee Training Invitation.

UPCOMING EVENTS:

February 28th

Advance Longmont Economic Development Summit

Bringing together business and community leaders, City leadership, and industry experts for a full day of informative and engaging sessions and speakers providing insight into the national, state and local economies.

April 17th

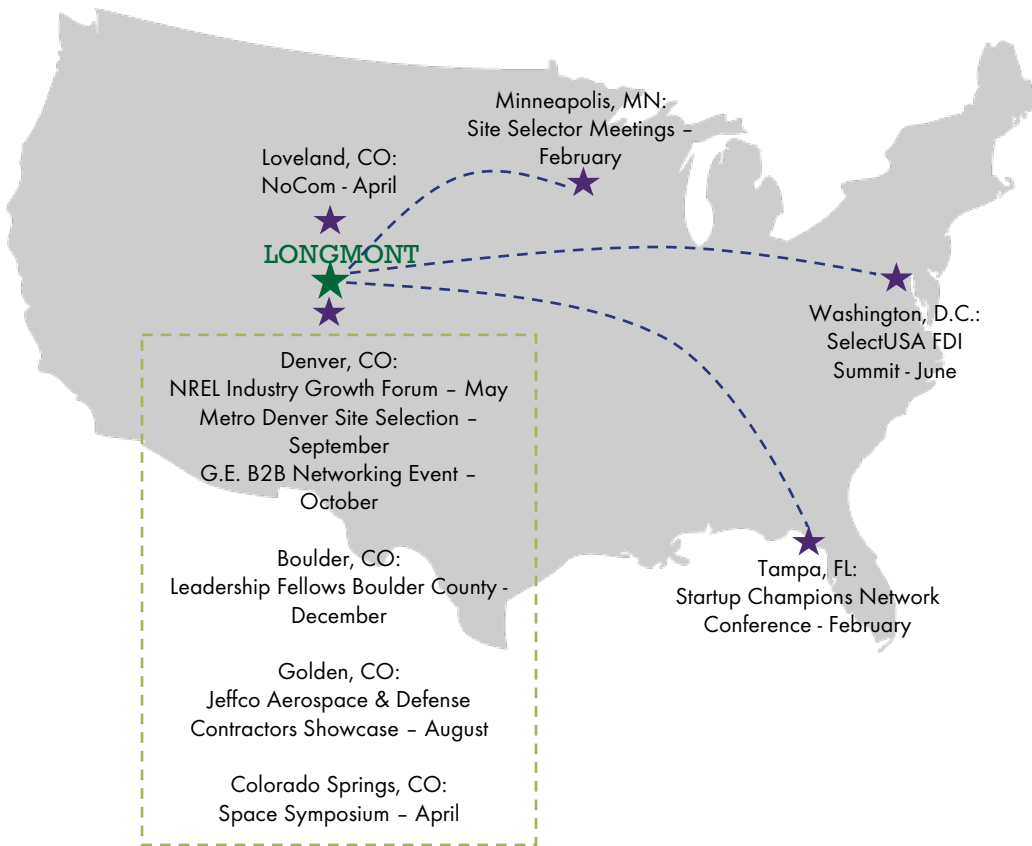
Mayor's Summit on Entrepreneurship

Mayors, County Commissioners, and Economic Development executives from around the Northern Colorado and Boulder County regions, along with stakeholders in the regional entrepreneurial ecosystem, are invited to join Longmont Mayor Brian Bagley for a conversation about how entrepreneurs are supported in the region, where there are resource gaps, and what role each community's leadership can take in filling those gaps for the entire region.

For more info, visit WWW.LONGMONT.ORG/EVENTS

WHERE WE'VE BEEN

OUT-BOUND MARKETING OPPORTUNITIES IN 2017



SHOWCASING LONGMONT

INTERNAL MARKETING EVENTS IN 2017

- New Tech Longmont - ongoing
- Advance Longmont Economic Development Summit - January
- Leadership Longmont - January
- Unity in the Community - February
- Longmont Innovation Week Proclamation Celebration - February
- Cornerstone Awards Gala - April
- Longmont Aerospace Summit - April
- Longmont Startup Week Unveiling Event - May
- Advance Longmont Partners Leadership Summit - August
- Community Impact Awards - September
- CDBG Disaster Recovery Grant Info Session - September
- National Manufacturing Day - October
- Village at the Peaks Merchant Meeting - November
- Shop Loco Shop Mobs - November/December
- Investor Meet & Greet - December

IN-BOUND MARKETING EVENTS AND VISITS IN 2017

- Commercial Brokers of Longmont - ongoing
- Innovation Tour - February
- Mayor's Summit - February
- NoCo Lunch & Learn - March
- Presentation/Breakfast with Chino, Japan Visitors (May)
- Longmont Startup Week - July
- Real Estate Showcase - September
- Visit/Tour with Nonresident Senior Fellows from The Brookings Institute - October



ADVANCE LONGMONT

Longmont EDP is charged with leading the Advance Longmont economic development strategic plan for Longmont. The Advance Longmont plan involves a comprehensive and collaborative approach to drive and deliver results, and calls for extraordinary cooperation by partner organizations throughout the community in achieving the economic development vision of Longmont:

"Sitting at the intersection of high technology and manufacturing, Longmont exemplifies the best of the Front Range, offering a unique combination of infrastructure, high quality of life, skilled workforce and business-friendly climate while remaining affordable and welcoming."

OUR 2017 GOAL:

Identify and execute on tactics to engage a broader range of constituents in the implementation of the Advance Longmont strategy through both financial support of the strategy and active involvement in the activities of the partnership.

Q4 IMPACT:

592/10

JOBS ANNOUNCED BY
NEW PRIMARY INDUSTRY
BUSINESSES
(Jobs/Businesses)

45/5

JOBS CREATED BY
EXPANSIONS OF
EXISTING BUSINESSES
(Jobs/Businesses)

112

NEW JOBS PENDING
ANNOUNCEMENT

780

POTENTIAL NEW JOBS
BASED ON ACTIVE
PROSPECTS

2.2%

LONGMONT
UNEMPLOYMENT RATE

10.5%

COMBINED COMMERCIAL
REAL ESTATE VACANCY
RATE

NORTH METRO ENTERPRISE ZONE: A RECAP ON OUR SUCCESS

The North Metro Enterprise Zone (EZ) saw an increase in tax credit use in 2017, with a total of 191 business pre-certified at the beginning of the year, and 36 of which actually certified and earned tax credits. This activity spurred an investment of \$29 million in associated tax credits.

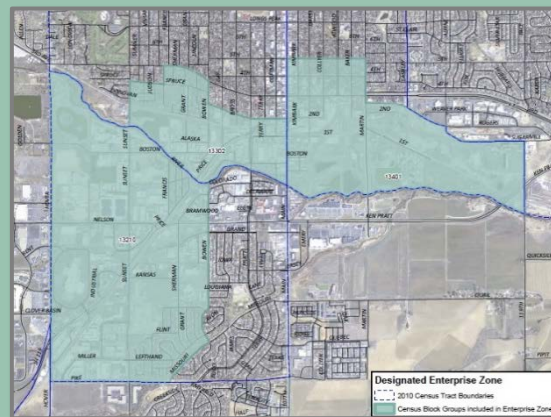
A total of \$643,000 in EZ tax credit were earned by the 36 companies, averaging \$17,861 return per company. Some of the highlights of the program in 2017 included:

- 145 employees trained,
- 70 employees added to qualifying healthcare plans, and
- a net gain of 242 jobs.

The North Metro EZ gives businesses an array of income tax credits. Some of these tax credits include: investment tax credit, commercial vehicle tax credit, job training tax credit, new employee tax credit, and an employer sponsored health insurance tax credit, just to name a few. For more information on how your business can utilize these credits, please contact the Longmont EDP for more information. You can also visit www.choosecolorado.com/ez to see if your business is in the Zone and eligible for the tax credits.

PLEASE REMEMBER that it is necessary for every business in the EZ to pre-certify on an annual basis. To pre-certify annually, please visit: www.choosecolorado.com/ez

Tenemos esta información en español. Si usted requiere un punto de contacto que puede hablarle en español, no dude en ponerse en contacto con Ariel a través email ariel@longmont.org o teléfono a 303-651-0128.



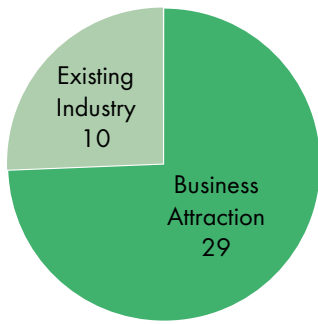
TARGET INDUSTRIES

	Advanced Technology	Bioscience	Creative Arts & Culinary	Professional Services & I.T.	Total All Industries
2016 Jobs <i>Projected</i>	2,994	286	7,072	3,188	13,540
2017 Jobs <i>Projected</i>	3,004	317	7,126	3,220	13,667
Net Gain/Loss <i>Projected</i>	10	31	54	32	127
% Gain/Loss <i>Projected</i>	(0.33%)	10.8%	0.8%	1.0%	.94%

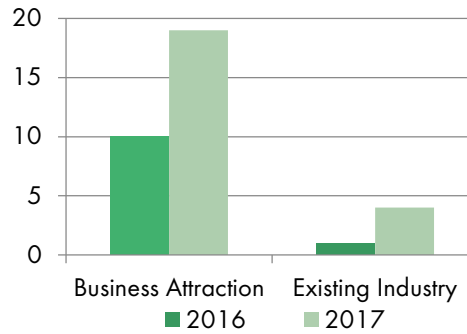
PROJECT PIPELINE



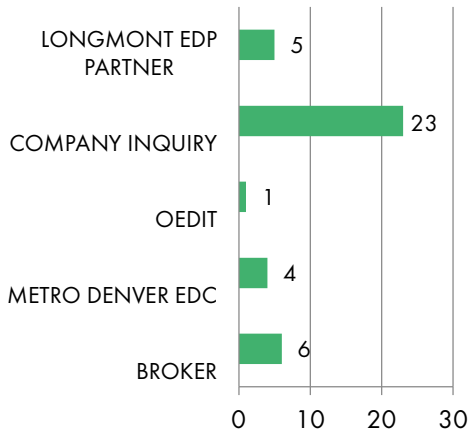
ACTIVE PROJECTS (Q4)



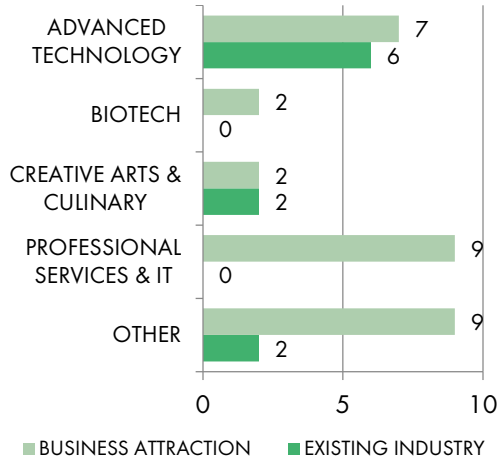
NEW PROJECTS Q4



PROJECT LEAD SOURCES



PROJECT INDUSTRY CLUSTERS



PRIMARY INDUSTRY

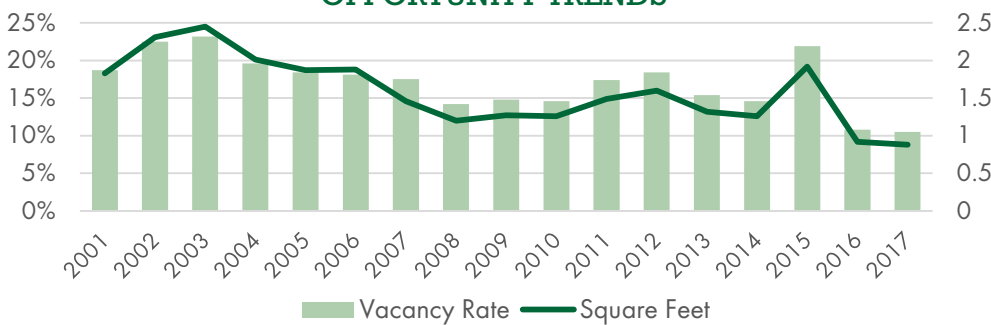
Longmont EDP recognizes Primary Employers as any Longmont business which brings in at least 51% of its revenue from outside the Boulder County region. These businesses help stimulate the local economy by infusing external funds into the community and redistributing that income through wages and local tax revenues.

Longmont EDP provides a variety of services to advance Longmont's Primary Industry sector:

- Site Selection Services
- Primary Industry Advocacy
- Small Business Assistance
- Training & Development
- New or Expanding Facility Options
- Incentives
- Data & Demographics
- Connections
- Resources

COMMERCIAL REAL ESTATE

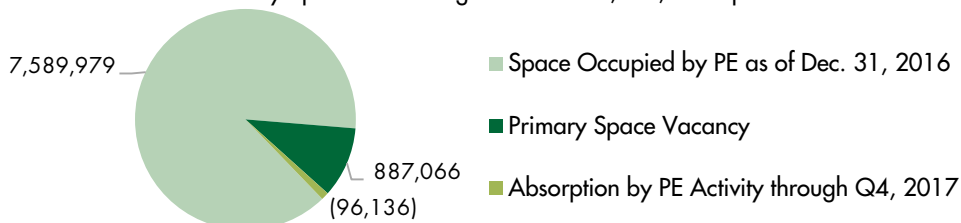
COMMERCIAL REAL ESTATE OPPORTUNITY TRENDS



REAL ESTATE DATABASE SUMMARY

(in Square Footage)

Total Primary Space in the Longmont Area: 8,402,026 sq. ft.



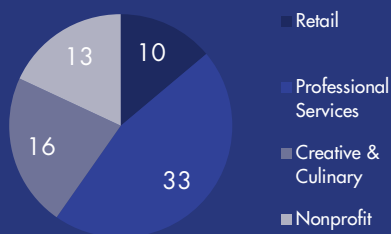
OUR 2017 GOAL:

Encourage the relocation, expansion, and retention of primary businesses and jobs in Longmont through targeted marketing and outreach efforts.

Q4 IMPACT:

72

MEETINGS WITH
LOCAL BUSINESSES



\$2,721,000

IN SMALL BUSINESS LOANS
AWARDED TO VOICE DIVINE,
TINKERMILL, COLORADO TECH
SHOP, J.D.'S PLUMBING &
HEATING, GLOBAL PRO INC.,
BOWEN STREET GARAGE INC.,
HESLIFT LLC, MULAY'S SAUSAGE,
QMAP TRAINING LLC
95 Jobs Retained, 272 Jobs Created

\$3,000

SCHALLERT GROUP
DESTINATION BOOTCAMP
SCHOLARSHIP AWARDED TO
GEORGIA BOYS, BOOTSTRAP
BREWING, IVY ROSE

\$37,500

IN RETAIL CONVERSION
GRANTS AWARDED TO
BOOTSTRAP BREWING,
GEORGIA BOYS, LONGTUCKY
SPIRITS, CHEBA HUT, IVY
ROSE/COLNET

\$9,325

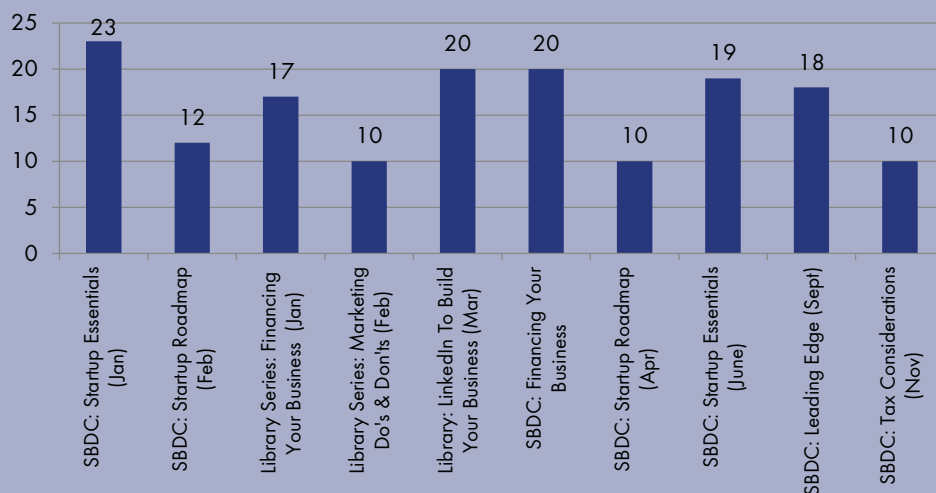
IN SMALL BUSINESS STARTUP
GRANTS AWARDED TO
LONGMONT VELO, BUTORA,
ABUELITAS EMPANADAS

SMALL BUSINESS WORKSHOPS

Small Business workshops are hosted in Partnership with the Boulder SBDC, Longmont Library, and the City of Longmont.

2017 WORKSHOPS

Total Attendees 159, Avg. per Class 16



UPCOMING WORKSHOPS

JANUARY 23rd

STARTUP ESSENTIALS

Attorney Theresa Pickner walks you through the nuts and bolts of starting your own business, including legal entity selection, taxes (sales, use, and payroll), liability protection, registering your trade name, and more. This workshop will help save time and stress by helping you determine which agencies to contact along with the forms you will need, and by providing the information necessary to make key decisions before completing your paperwork. You will receive a digital packet containing reference materials and forms you will need to get your business started right away. Attendees may also arrange for a private consultation for up to an hour with Theresa Pickner at no extra charge.

MARCH 14th

BOOT CAMP DE PLANIFICACIÓN DE NEGOCIOS

¿Buscan saltar iniciar su concepto de negocio? Este campamento le ayudará rápidamente desarrollar su plan de negocios y determinar la factibilidad de lanzar su negocio. Este taller consisten en 10 horas de entrenamiento y cubre esenciales empresariales, marketing, organización y resumen financiero. Además, cada participante podrá hacer 5 horas de gratis, asesoría uno-a-uno con el consejero de SBDC. Esta serie está presentado en español.

LOCAL IMPACT OF SBDC PARTNERSHIP:

830

HOURS OF CONSULTING

204

LONGMONT BUSINESSES
RECEIVING CONSULTING

LONGMONT EDP - SBDC PARTNERSHIP PROVIDING ASSISANCE TO LONGMONT SMALL BUSINESSES

The Longmont EDP engages in a strategic partnership with the Boulder Small Business Development Center (SBDC) to provide Longmont's small businesses with such services as free one-on-one consulting, training and development, and a connection to resources. These services are available to ALL Longmont small business. For more information, please contact the Longmont EDP at 303-651-0128.

LOCAL BUSINESS

Longmont EDP supports all locally owned or operated businesses whose majority of revenue comes directly from the local community. Local businesses play a significant role in Longmont's economic health by providing goods and services to residents and primary employers alike.

Retention and expansion of these businesses provide quality local employment and wages.

Longmont EDP provides a variety of services to advance Longmont's Local Business community:

Free One-on-One Consulting
Free/Low-Cost Training & Development
Access to Capital
Connections
Resources

OUR 2017 GOAL:

Improve Longmont Economic Development Partnership's understanding of the local business sector in Longmont.
Develop, test, and implement programming that delivers value to all businesses within this sector of Longmont's economy.

A MESSAGE FROM YOUR CHAIR



STACY CORNAY
Chair of the Local Business
Advisory Committee

Strong local businesses are the foundation of a healthy community. Local businesses provide jobs, services and products that are necessary for residents' quality of life. Nonprofits benefit from contributions and support. Government entities benefit from sales and use tax revenues, as well as property taxes. Understanding this important link, the Longmont EDP founded the Local Business Advisory Committee (LBAC) in 2016.

The purpose of the LBAC is to provide an on-going dialog and input concerning the challenges and opportunities local businesses face when doing business in the City of Longmont. Topics addressed in 2017 included homelessness and panhandling, retail marijuana sales, workforce housing, code updates, building and permitting process,

and how to encourage more people to shop local. Several of the topics addressed by the LBAC were taken under consideration at the request of City leadership. Members appreciate this important link and work diligently to become informed about issues and to provide input that will be useful moving forward.

I'm very pleased to be Chairing this important group. We are a new group, so there are some growing pains, but the amount of information and dialog that we've been able to share with each other and City leadership is quite impressive. Looking forward, I believe that this group will continue to grow as a powerful voice for Local Business and that the Longmont EDP, the City, and our community will benefit from the further development of this group in 2018 and beyond. I look forward to another great year working to maintain and enhance the local business community in Longmont.

SHOP LOCO SHOP MOBS

This holiday season, the Longmont EDP, in partnership with the Longmont Area Chamber of Commerce and the Longmont Downtown Development Authority, worked together on the launch of "Shop LoCo", a campaign designed to encourage Longmont residents to spend their shopping dollars locally. The Shop LoCo theme was promoted through a series of four Shop LoCo Shop Mobs across the city. During the Shop Mobs, customers were encouraged to enter into a prize drawing each time they made a purchase and were asked to sign a Shop LoCo pledge. Retailers within the designated Shop Mob areas donated prizes for the gift basket prize drawings and worked with the partner organizations to promote their Shop Mob locations.



Response to the Shop Mobs was outstanding! From the four Shop Mobs that were hosted over the holiday season, we saw a total of 1,041 participants amongst the 84 participating retailers. The Shop Mob locations included:

- Downtown Longmont | November 24-27 | 409 participants
- Village at the Peaks | December 1-4 | 242 participants
- Harvest Junction | December 8-11 | 326 participants
- Prospect | December 15-18 | 64 participants

In 2018, we will continue to promote Shopping LoCo by hosting a variety Shop Mobs throughout the year. Local retail centers and districts across the city interested in hosting a Shop Mob can contact any of the partner organizations to receive a Shop Mob kit and resources to host a Shop Mob weekend.

LSW SOCIAL MEDIA IMPACT IN 2017:

119

NEW LIKES ON FACEBOOK

702

TOTAL LIKES ON FACEBOOK

43,037

TOTAL REACH ON
FACEBOOK

673

TOTAL PAGE VIEWS ON
FACEBOOK

109

NEW FOLLOWERS ON
TWITTER

429

TOTAL FOLLOWERS ON
TWITTER

45,449

TOTAL IMPRESSIONS ON
TWITTER

98

MENTIONS ON TWITTER



Longmont StartupWeek

JULY 23-27, 2018

SMARTER TOGETHER:

PEOPLE | COMPANIES | MONEY | INFRASTRUCTURE

Longmont Startup Week 2018 is off to the moon! This community-driven event encapsulates the spirit of the entrepreneur. LSW has exponentially grown over the years and has no sign of slowing. Building on the success of this year's event, we are currently working with a planning committee of nearly 30 talented professionals and volunteers to reach as many entrepreneurs, intrapreneurs, investors, and talent as possible. Our vision for LSW18 is to invigorate and nurture our entrepreneurial ecosystem, leveraging Longmont's innovative human, social capital and infrastructure. We are excited to include the local startup and business community to be part of the development and execution of this startup community celebration. We are working on some partnerships that have never been attempted before, content that has never been delivered before, and components of the event that will be the first on the globe.

Our planning committee and partners are engaged as ever, and are eager to release information about this event as it becomes official. Keep an eye out for opportunities to get involved with LSW! We will be releasing event information soon!



Like us on Facebook www.facebook.com/longmontstartupweek

Follow us on Twitter @longmontstartup

Sign up for email updates on the LSW website: <http://longmont.startupweek.co>



Q4 UPDATE

The 4th quarter showed major collaboration, partnerships, and consolidation of our programs and resources. Working with our primary startup partners such as Startup Longmont, CoSolve, Tinkermill, and Boulder SBDC, Longmont EDP has bolstered our resource offerings to strategically provide powerful services to our startup businesses.

The development of our upcoming resource guide encompasses all of our program offerings for all business sizes. This has been one of the major pieces of work we have executed in Q4 2017. In regards to startup service offerings, our services run the gamut from data analytics for smart business decisions to grant programs that we administer.

Longmont EDP partnered with several Northern Colorado communities to address strengths and weaknesses in our startup spaces. We hope this regional effort will help further our successes with the Mayor's Summit which has proven to be successful work in addressing entrepreneur's needs. The Northern Colorado collaboration is in very preliminary stages; nonetheless, these partnerships serve as powerful tools and we look forward to telling the local startup world what has blossomed from this.

The startup world is alive and well. Much of this activity is a direct impact from Boulder County's economic health and ideal business climate. It wouldn't be fair to talk about one business in particular, as many businesses and partners have helped us find success. Longmont is an exciting place to be in the startup world! With NextLight fiber, City utilities, and a vibrant business community, we are positioned for even more success.



LONGMONT IGNITE! HAS EVOLVED

The Longmont Ignite! Fund for entrepreneurs and startups has evolved into Innovate! Longmont. Innovate! Longmont is an individualized business accelerator program for early stage startups with a mission of partnering with innovative entrepreneurs to help transform vision and passion into successful, scalable ventures that will strengthen our community's economic health.

Innovate! Longmont was established by a group of community-minded individuals who believe that investing in our local entrepreneurs will add to the economic vitality of Longmont. The network of investors and contributions by Innovate! Longmont alumni continues to grow and gain exposure throughout the region.

We are working to fully kickoff this program
in conjunction with Longmont Startup Week.
Stay tuned for more details!



ADVANCE
STARTUP COMMUNITY

STARTUP COMMUNITY

Longmont EDP acts as a support organization to Longmont's startup community. Longmont maintains a strong and vibrant network of innovators and entrepreneurs who continue to strengthen the economic health of the community through creation and attraction of new businesses and jobs to Longmont.

**Longmont EDP provides a variety of
services to advance Longmont's
Startup Community:**

Free One-on-One Consulting
Access to Capital
Finding a Location
Business Planning Assistance
Connections
Resources

OUR 2017 GOAL:

Advance regional and national recognition of Longmont's growing startup community in order to attract new resources and partnerships intended to support the continued growth of this sector of Longmont's economy and our ability to retain our startup businesses as they scale and grow.

LONGMONT EDP INVESTORS

VISIONARY INVESTORS



CONSTRUCTION MANAGEMENT & GENERAL CONTRACTING



CHAMPION INVESTORS



CATALYST INVESTORS

Actis, LLC
Ahlberg Funeral Chapel
BizWest Media
Broadcom Limited
Communication Concepts PR & Advertising
Elevations Credit Union
First National Bank
Frontier Companies
Longmont Area Chamber of Commerce

MAGI Real Estate Services
McLane Western
Micron Technology Inc.
Neenan Archistruction
NewMark Merrill Mountain States
PFP Longmont Holdings
Pratt Management
RE/MAX Traditions Commercial/Residential
Roche Constructors

Sunflower Bank, N.A.
Tebo Properties
The Colorado Group
U.S. Bank
Vapor Technologies
Wells Fargo
Western Digital
White Lodging Services Corp.
Xcel Energy

ADVOCATES

Adams Bank & Trust
Bank of Colorado
Burden Incorporated/RLET Properties
Colorado Business Bank
Comcast
Education Foundation for the St. Vrain Valley
EnerSys
First American Title Company
Front Range Community College
High Plains Bank
Intel Corporation

Intellisource
JBSK
Left Hand Brewing Company
LSE Builders Group
Oskar Blues Brewery
Pumphouse Restaurant
RapidPro Manufacturing Corp.
Rawlins National Bank
ResourceMFG
St. Vrain Manufacturing, Inc.
St. Vrain Valley School District

TBK Bank
Tetra Tech Inc.
The Bagley Law Firm
TrueNorth
UCHealth Longmont Clinic
VolkBell
Western Disposal Services
Wiland, Inc.
WP Manufacturing Inc.
Wright Kingdom Real Estate

SUPPORTERS

Ace Hardware
BASIS Architecture
Bellco Credit Union
Bendelow Law Office LLC
Blackfox Training Institute
Brock & Company, CPA's, P.C.
Data Ductus Inc.
Express Employment Professionals
Fidelity National Title Company
Flagstaff Academy
Gibraltar Business Valuations
Gold Key Travel

Golden Van Lines
Greg Ludlow
Habitat for Humanity of the St. Vrain Valley
Howe Mortuary
John D. Caldwell, Inc.
Keller Williams 1st Realty
Kirkland & Company CPA's, P.C.
La Momo Maes Bakery
Longmont Community Foundation
Longmont Florist
Lyons Gaddis
Pear Project Services

Precision Solutions Inc.
Kurt Finley, Re/Max Traditions
Regel & Associates
Ron's Printing Center
State of Colorado's Division of Vocational Rehab
Summit Commercial Real Estate
TinkerMill
Visit Longmont
Webscan, Inc.
Workforce Boulder County
Wright Kingdom Commercial Services
Zephyr Management, LLC

INVESTOR HIGHLIGHTS

WESTRAC CONTRACTING CORP.

West Rac Contracting Corp. has at its foundation over five decades of building excellence. Through industry advancements and market fluctuations, one thing has remained constant, West Rac's commitment to the highest standards of construction quality. Today, that commitment is evident in the company's extensive portfolio of corporate, industrial, healthcare and retail projects. West Rac applies the direct hands on involvement of its experienced executive team backed by skilled project managers and supervisors, in-house professional architects, designers, and master planners, mechanical and electrical engineers and specialists, and an extensive pool of first-rate subcontractors. WestRac is currently developing Front Range Office Campus in Longmont comprised of both Class A office, and R&D light industrial opportunities for local businesses.



"The professional team at the Longmont EDP, through their guidance and outstanding market knowledge, demonstrated to our decision making principals that Longmont is the best value for a centrally located business hub to serve the north-northwest Denver market corridor. The Longmont EDP was able to bring to the table an extremely competent group of outside professionals as was required for the development of our company's Front Range Office Campus."

Gary Krupnick, President/Chief Operating Officer

XILINX

You may know Xilinx because they invented the FPGA. Or maybe you know them because they turned the semiconductor world upside down and created the fabless model. Today Xilinx's portfolio combines All Programmable devices in the categories of FPGAs, SoCs, and 3DICs, as well as All Programming models, including software-defined development environments. Their products are enabling smart, connected, and differentiated applications driven by 5G Wireless, Embedded Vision, Industrial IoT, and Cloud Computing. Xilinx's portfolio of software defined and hardware optimized solutions include proven C and IP based design tools that support the development of 'software defined hardware', and a new family of software development environments that supports the development of 'software defined systems'.



"Xilinx finds a great deal of benefit from investing in the LEDP, as we believe the organization is a true asset to our community. They provide us a many faceted benefit by supporting small and large business in our local and state governments, collecting and maintaining a very useful and respected real estate database, to participating in the Denver Metro network to secure good jobs for our local community. But what is most appreciated is their genuine belief in this community and a fervent appreciation to a plan for our future. This provides a healthy, happy and safe environment in which our employees are able to grow and prosper."

Sue Mesch, Sr. Manager-Global Site Services

DENE YARWOOD, REALTOR WITH WK REAL ESTATE

Dene Yarwood works diligently to match her clients with their dream homes and finds it incredibly rewarding. She prides herself on interviewing clients to get right down to the bottom of where they need to be and what they really want. She treats each client as if they're her "only" at that time and takes seriously the business of getting them from Point A all the way to Point Z. Dene's community involvement includes tutoring and mentoring, along with her husband, with the I Have a Dream Foundation. She also serves on the Board of Directors for I Have a Dream Foundation, Boulder County, and is active with A Woman's Work and is a past Director for that Board. She honors the Girl Scouts of America of which she was a member growing up, and supports the Leukemia Foundation proudly in memory of her real estate mentor Gary Taylor. She also supports the Longmont Association of Realtors, having been a Board member and now as past president. Dene's business is built by referrals, which she finds to be the greatest compliment she can receive!



"As a local realtor, I invest in the Longmont Economic Development Partnership because I recognize the work they do on behalf of and in support of economic development in our community. I feel Longmont EDP's work contributes to a strong and resilient local economy that provides opportunities for all businesses, including real estate. By partnering with the Longmont EDP, I personally have benefited from connections with new businesses they have attracted to our community and would strongly encourage others to do the same."

Dene Yarwood, Realtor, WK Real Estate



WHY INVEST?

Building a vibrant economy to help Longmont reach its full potential requires a strong, collective voice. The Longmont Economic Development Partnership is that voice. We are backed by visionary leaders who are ready to act and invest to create a prosperous community. When you invest in the Longmont EDP, you become a leader in the growth of your city. Your company gains a competitive advantage through access to economic research and business development opportunities. Your increased visibility and engagement enable you to make vital connections with influential business, government and community leaders.

LONGMONT'S ECONOMIC DEVELOPMENT VISION

The Longmont EDP leads a comprehensive, collaborative economic development strategy to promote and strengthen our community's economic health. The Longmont EDP is working alongside community leaders in unprecedented ways to ensure Longmont's continued success. In addition, we offer our Investors the opportunity to become actively involved in creating Longmont's economic future through informative and engaging events, committees, and collaboration opportunities. We are committed to making Longmont a desirable destination to live, work, and build a business, and we seek to engage Investors that share this commitment to Longmont's long-term success. It is only through the dedicated efforts and engagement of our Investors that we are able to achieve Longmont's economic development vision:

"Sitting at the intersection of high-technology and manufacturing, Longmont exemplifies the best of the Front Range, offering a unique combination of infrastructure, high quality of life, skilled workforce, and business friendly climate while remaining affordable and welcoming."



ELEVATING BUSINESS. EMPOWERING COMMUNITY.

Q4 2017: Real Estate Update

ADVANCE LONGMONT

ADVANCE PRIMARY INDUSTRY

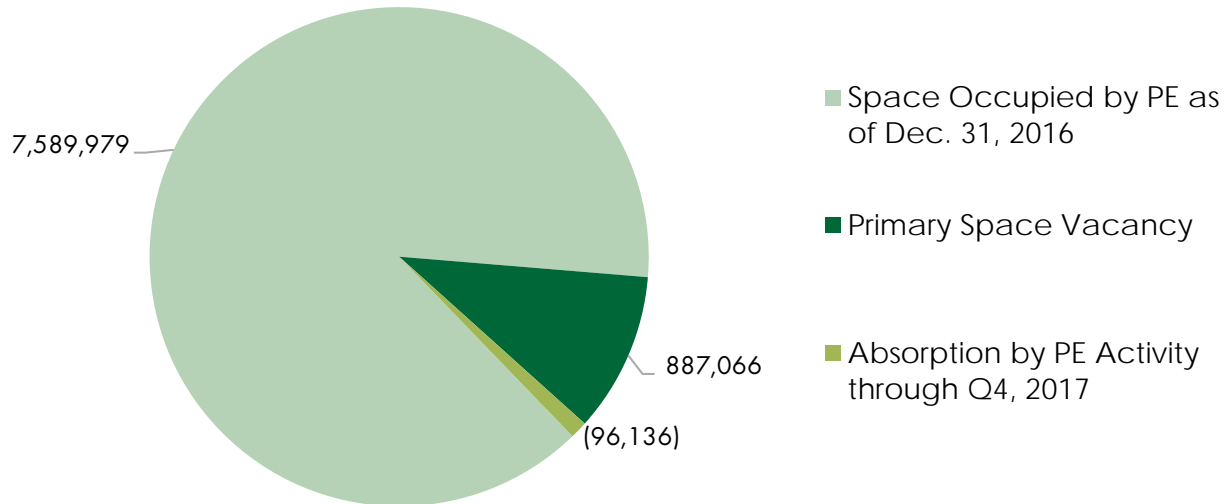
ADVANCE LOCAL BUSINESS

ADVANCE STARTUP COMMUNITY

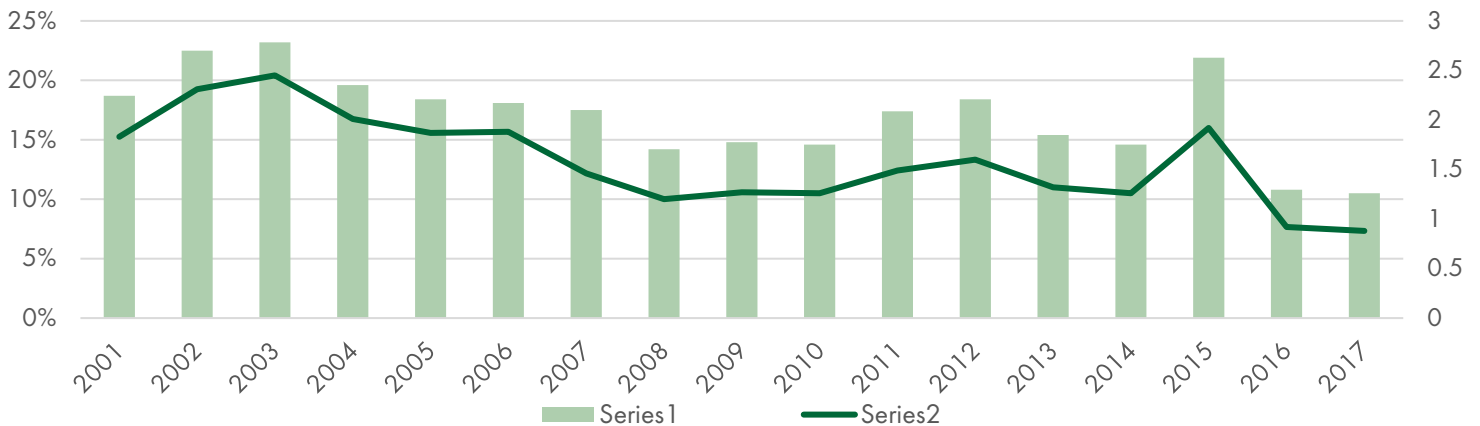
REAL ESTATE DATABASE SUMMARY

(in Square Footage)

Total Primary Space in the Longmont Area: 8,380,909 sq. ft.



COMMERCIAL REAL ESTATE OPPORTUNITY TRENDS





REAL ESTATE DATABASE SUMMARY

12/31/17

Primary Employer (PE) Occupancy

PE Occupancy as of Q4 - 2016	7,589,979
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PE Activity through Q4 - 2017

Absorption by PE Activity through Q4 - 2017	(101,235)
New Construction by PE through Q4- 2017	0
Adjustments to PE Occupancy	5,099
PE Occupancy as of Q4 - 2017	7,493,843

Non-PE Activity through Q4- 2017

Absorption of PE Space by Non-PE Companies	10,716
Non-PE Space Adjustments	48,441
Total Occupied PE Space as of Q4 - 2017	7,553,000

Vacant PE Space

Vacant Space as of 12/31/2016	(924,045)
Total Net Absorption This YTD	36,979
Current Primary Space Vacancy	(887,066)

Total Primary Space in Longmont area as of Q4 2017	8,380,909
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Vacancy Rate 12/31/17	10.5%
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Vacancy Rate 12/31/16	10.8%
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Note:

There is no clear distinction between office and industrial space. Flex space is predominant in the Longmont area. We do not have a pure office market.

Lease/Purchase Cost Ranges

Office/Flex Space	Median = \$12.50/sq. ft.	Range = \$7.00-\$18.50/sq. ft.
Industrial/Warehouse Space	Median = \$8.50/sq. ft.	Range = \$4.95-\$15.00/sq. ft.
Industrial Land	Median = \$5.00/sq. ft.	Range = \$1.30-\$20.00/sq. ft.