

**Adams County Update:  
Employer Feedback, Emerging  
Opportunities and Existing  
Realities**

**ACED: Who We Are  
&  
What We Do**



Nonprofit 501(c)6 public/private partnership  
serving:

10 governments

450,000 residents

3200+ Primary employers

More than 100 members

Adams County

9 Municipalities in Adams County

90 + Private Businesses



The mission of ACED is to focus on the attraction and retention of **primary employers** and promoting a healthy **tax base** by assisting **primary employers** that are investing in Adams County.

A “primary” employer is a company that exports goods and/or services outside of Adams County and, therefore, imports money.

This imported money creates cash wealth for the community, which drives local commerce, household incomes and philanthropy.

## Target Clusters

- Aviation
- Energy
- Health care
- Logistics
- Manufacturing
- Wholesale Trade

NEW 5 Year Strategic Plan unveiled at ACED's Annual Member Meeting.

# Adams County Employer Feedback: What Keeps them Up at night?

## Primary Employer Survey

Approximately 3,200 Adams County primary employers surveyed.

In 2010, **77%** believe Adams County is “pro-business”.

In 2008, **91%** believe Adams County is ‘pro business’.

Since the 2008 recession, lots of people are angry at ‘the government’.

## Businesses top concerns in 2011 are:

- The economy
- Healthcare reform and costs
- Availability of capital
- Workforce quality and availability
- Property tax assessments

In 2011, do you expect the economy to:

Improve: 29%

Worsen : 14%

Remain the same: 56%

In 2011, will your employment

Increase: 25%

Decrease: 14%

Remain Stable: 61%

In 2011, do you plan for your facility size to:

Increase: 5%

Downsize: 6%

Remain Stable: 89%

## Most Common Written Comments

- The Economy is SLOW to recover
- High Level of Uncertainty from Washington, DC
- Small Business Feels Overlooked



# Business Attraction: Emerging Opportunities in Adams County

## Site Selection

- Lead generation & prospect development
- Extensive knowledge of the real estate market
- Shovel-ready database
- Research & demographics
- Economic impact studies
- Tax incentive negotiation
- 20 Minute Customer Service Rule

<b>Category</b>	<b>YTD 2010</b>	<b>YTD 2011</b>
Jobs Announced	216	655
Capital Investment	\$89 M	\$358 M
Prospects/Leads	64	83

# Major ACED Projects

## **General Electric/PrimeStar Solar**

**\$300 Million in Capital Investment**

**355 HIGH Paying Primary Jobs**

## Cooper Lighting

\$16 Million in Capital Investment

400 Primary Jobs – Unique Workforce Clause

## Oneida Cold Storage

\$18 Million in Capital Investment

46 Primary Jobs

## RK Mechanical

\$20 Million in Capital Investment

200 Primary Jobs

## **Other Companies Assisted**

Ascent Solar Technologies

Denver Newspaper Agency (The Denver Post)

FedEx Ground

FedEx Freight

Furniture Row

Shamrock Foods

Sierra Detention Systems

Whirlpool

- ASARCO Redevelopment Project
  - Former Delisted Superfund Site
  - 80 acres – 80% in Adams County, 20% in Denver
  - Financial Contribution
    - \$750,000 CDBG from Denver
    - \$10 Million Section 108 Loan
  - Once remediated:
    - 1Million SF of Industrial Space and housing up to 800 jobs

# Colorado Spaceport Designation Commercial Space Transportation

Front Range Airport as a potential location

- 4 Aerospace related prospects, including:
  - Unmanned aircraft manufacturer
  - Rocket fuel manufacturer

# Business Retention and Expansion: Existing Realities

## Why is Business Retention Important?

- Outreach to our Primary Employers
- Appreciation for the risk of capital and job creation
- Explanation of ACED services
- Active listening to their concerns and challenges
- Aggressively working on solutions

## Business Retention Box Score

Number of Visits YTD (2011)	34
Jobs Represented	831
Service Requests	92
Service Requests Completed (%)	100%
Projected Jobs	102
Projected Capital Investment	\$3.15M

# Top Issues

Attracting and Retaining a Qualified Workforce

Access to Capital (<\$250K)

Finding New Markets/Customers

## Companies Experiencing Rapid Growth....

Alpine Waste & Recycling

Green Energy Corp.

Grower's Organic

H&H Industries

Hammond's Candies

Krayden, Inc.

Rocky Mountain Natural Meats

...and Those Not As Fortunate

Questions???

Thank You, ACEC!

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