



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, and licensing.

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.

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.



GROWTH OPPORTUNITIES

LONGMONT EDP POP-UP WORKSHOPS

Longmont EDP Pop-Up Workshops are a new format for educational, professional development, and information sharing 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.

THE SCHALLERT GROUP DESTINATION BUSINESS BOOTCAMP

Longmont EDP offers scholarships for Jon Schallert's Destination Business BootCamp. Jon Schallert is an internationally-recognized speaker and business expert. His 2 1/2 day, 14-step process is for business owners, retailers, and entrepreneurs interested in learning specific tactics and techniques to increase sales and profits to turn their business into a Consumer Destination.



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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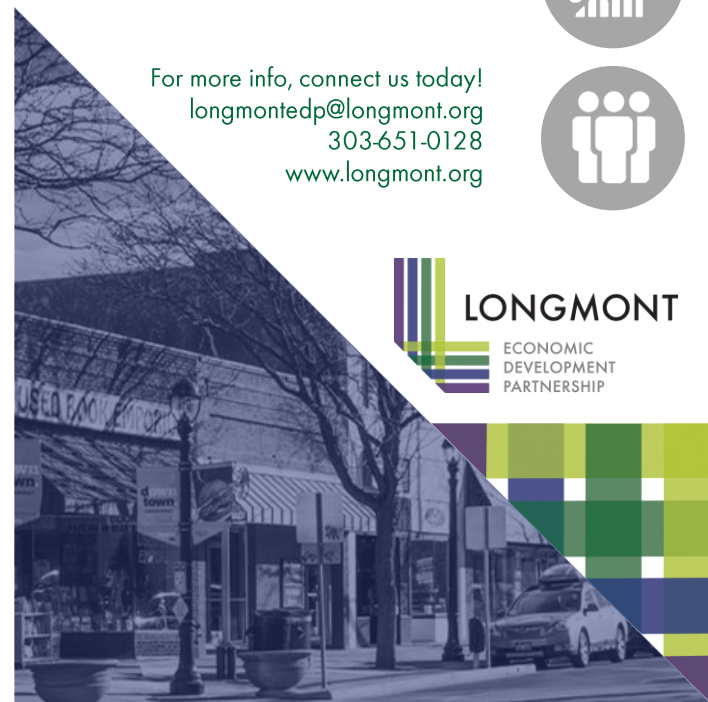
ADVANCE
LOCAL BUSINESS

HOW CAN WE HELP ADVANCE YOUR LOCAL BUSINESS?

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 Economic Development Partnership supports Longmont's local businesses by assisting you with access to grant and funding options, 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

SHOP LOCO SHOP MOBS



Shop LoCo Shop Mobs are a collaborative effort to encourage Longmont residents to spend their retail dollars locally. Retail centers and districts across the city can contact any of the partner organizations to receive a Shop Mob kit and resources to host a Shop Mob weekend. During the week leading up to a Shop Mob weekend, our partners and participating retailers will work together to promote the Shop Mob weekend.

280
EXISTING &
PROSPECTIVE
BUSINESSES
ASSISTED
IN 2016

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.



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.

\$15,000
IN GRANTS
AWARDED
IN 2017



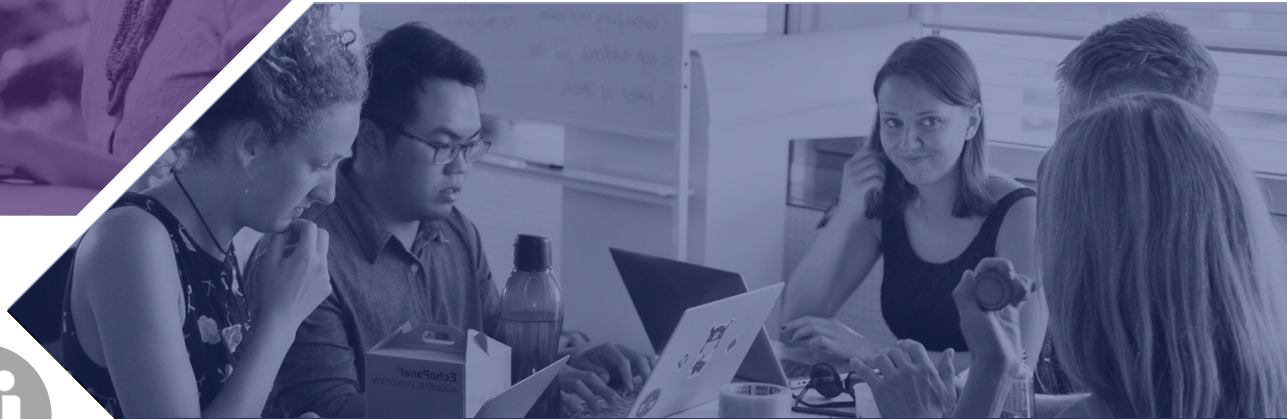
Innovate! Longmont is an individualized business accelerator program for early stage startups with a mission of partnering with innovative entrepreneurs to help transform vision and passion into successful, scalable ventures that will strengthen our community's economic health.



YOUR VOICE FOR LOCAL BUSINESS

LOCAL BUSINESS ADVISORY COMMITTEE

In order to further support our local businesses, the Longmont EDP has formed a Local Business Advisory Committee as a means of receiving an on-going dialog around the challenges and opportunities of doing business in Longmont. The committee informs and receives support from the Longmont EDP staff and Board of Directors, as well as City Council. The committee consists of appointed and nominated local business representatives who meet monthly and hold a minimum two-year term. This committee takes on projects of its choosing to assist and advise Longmont City Council on an "as needed" basis.



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.



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.

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

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.