



JEFFERSON  
ECONOMIC COUNCIL

# Jefferson Economic Council

*Opening the future for business in  
Jefferson County*

May 19, 2009



## **Mission**

JEC is dedicated to preserving and enhancing economic vitality for the citizens of Jefferson County, through the retention and expansion of primary jobs



## Economic Development Organizations

Focus on job creation and retention

Large businesses, public/private partnerships

Approximately 100 investors

## Chambers of Commerce

Focus is small business assistance and public affairs

Small businesses

Approximately 800 members

Public Policy



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# Principles of Economic Development

Quality of life begins  
with a good job!





## Primary jobs bring new wealth to a community

External Market

### Primary Employers

Pay employee wages,  
suppliers and contractors

Purchase retail goods and  
professional services and  
help generate new  
construction

Export Goods/Services

Payment



Any Community U.S.A.



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# Principles of Economic Development

New capital investment brings new wealth  
to a community





# Principles of Economic Development

**New primary jobs + new capital investment =  
greater tax base**

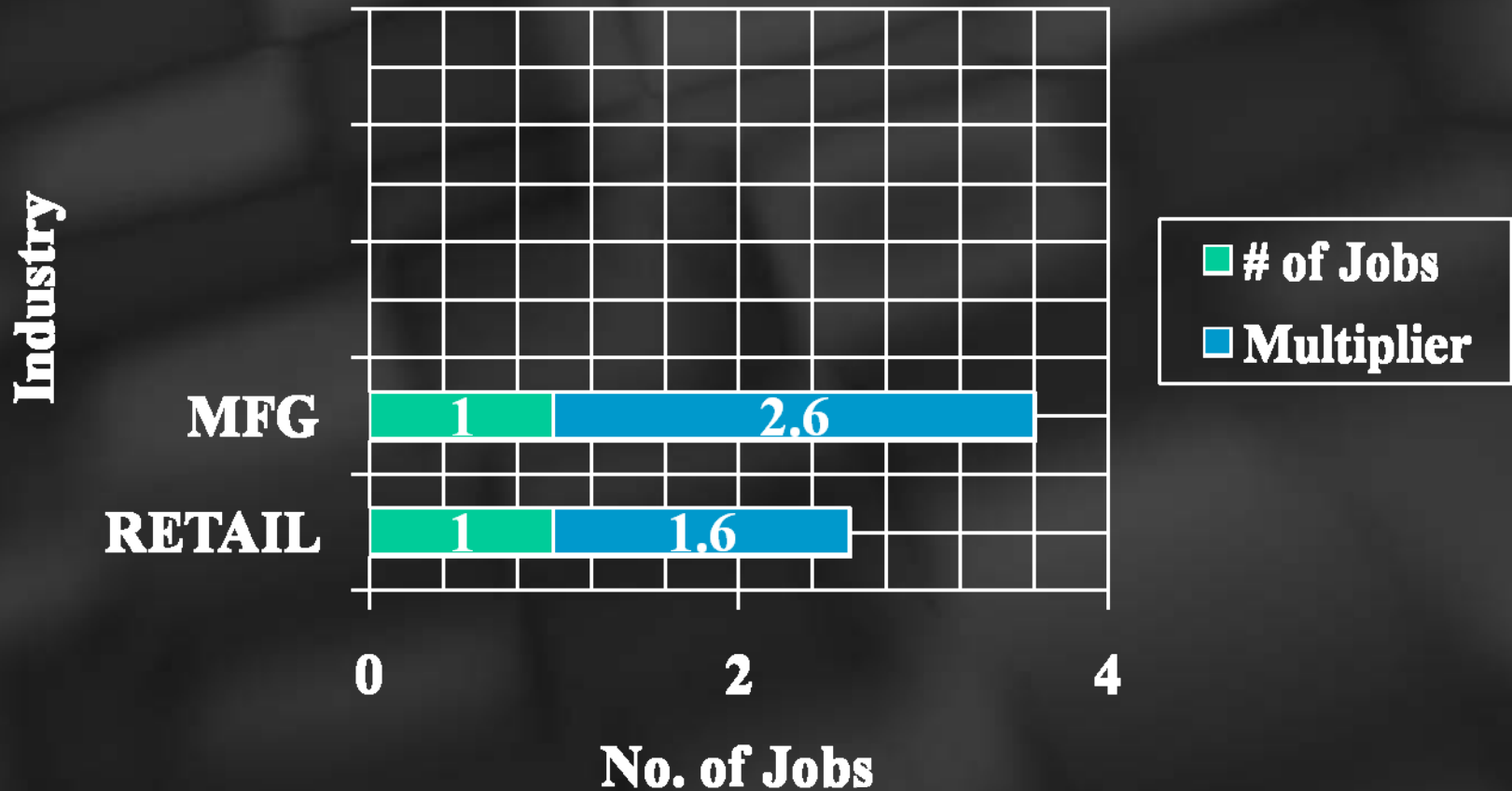


**More roads,  
schools, police  
and fire  
protection,  
libraries, etc.**



# *Total number of spin-off jobs created by one new job*

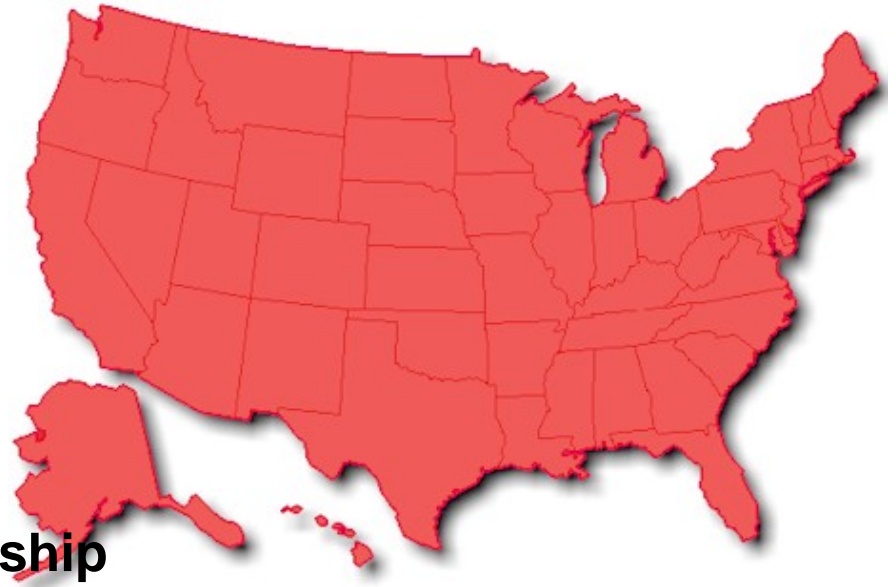
## Job Multipliers





## Location Decision Factors

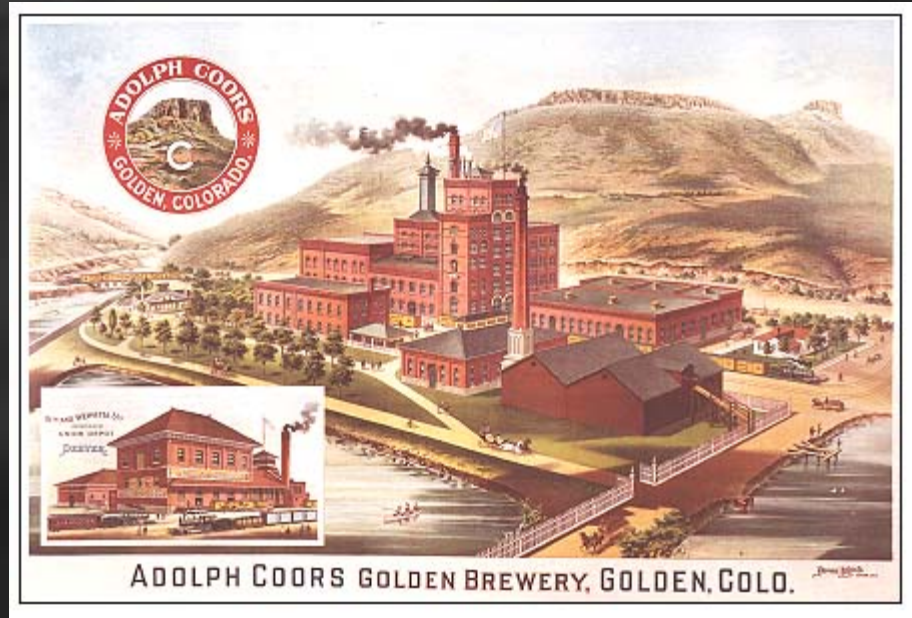
- Proximity to markets
- Ease of international travel
- Local labor skills and availability
- Tax and regulatory environment
- Quality of life issues
- Cost of doing business
- Strong and stable political leadership
- Incentives
- Infrastructure
- Proximity to major universities
- Concentration of existing industries
- Available real estate





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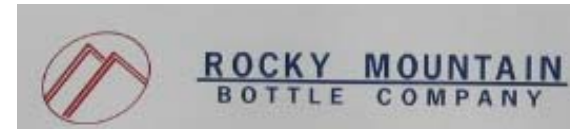
# History of Jeffco's Manufacturing Base





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# History of Jeffco's Manufacturing Base



**COORSTEK**  
*Amazing Solutions.®*

 integer

**DENTSPLY**



**GRAPHIC PACKAGING**  
INTERNATIONAL, INC.



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# History of Jeffco's Manufacturing Base



1874



1955



1967



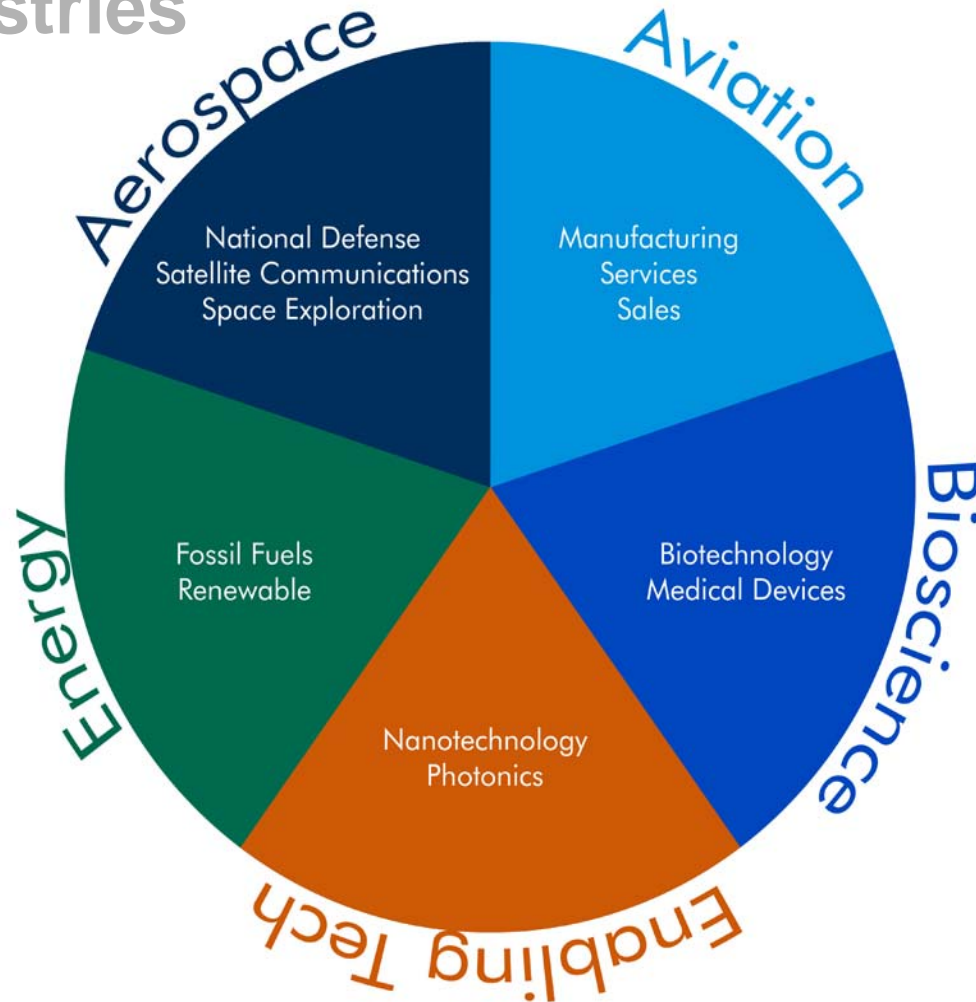
1977





# Target Industries for Business Growth

## Target Industries





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# Strong Industry Support

Testing Laboratories



Component Manufacturers/Machine Shops

Electronics Companies

Contract Manufacturers



Prototype Engineering/Development  
Companies





## CDL - March 2009

|                      |          |
|----------------------|----------|
| ■ Labor Force        | 306,639  |
| ■ Number of Employed | 283,188  |
| ■ Total Unemployed   | 23,541   |
| ■ Unemployment Rate  | 7.6%     |
| ■ Avg. Wage          | \$44,980 |
| ■ Number of Jobs*    | 207,178  |



## Challenges

1. Current Economic Conditions
2. Access to Capital
3. Affordable/Available Real Estate
4. Highly Trained and Affordable Workforce
5. Colorado's Tax Policy



## Local Employment Growth

|                                 |       |
|---------------------------------|-------|
| ■ Caridian BCT                  | 200   |
| ■ NREL                          | 3-500 |
| ■ PrimeStar Solar               | 100   |
| ■ Lockheed Martin Space Systems | 700   |
| ■ Sartorius                     | 50    |
| ■ CoorsTek                      | 200   |





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# Active In Industry Associations



ColoradoBioScience  
ASSOCIATION

*Scaling new heights in photonics*



**CCIA**

Colorado Cleantech Industry Association



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# JEC Programming

You are cordially invited to  
**FINANCING OPTIONS FOR COLORADO'S  
RENEWABLE ENERGY COMPANIES**



June 4, 2009

7:30 – 9:30 a.m.  
1667 Cole Blvd., Suite 400  
Denver West Office Park, Bldg. 19  
Lakewood, Colorado

Sponsored by



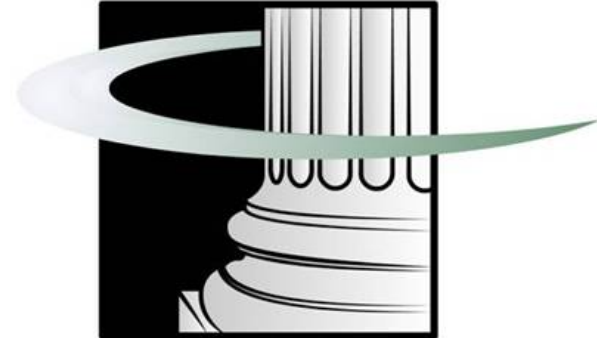
#### PRESENTATIONS

- **Federal Loan Guaranty Programs – Economic Recovery Act Implications**  
*John Herrick, Senior Counsel, Brownstein Hyatt Farber Schreck*
- **Colorado Credit Reserve Program**  
*Alex Dempster, Colorado Housing & Finance Authority*
- **Private Activity Revenue Bonds**  
*Mike McGinnis, Partner, Brownstein Hyatt Farber Schreck*
- **Federal Production/Investment Tax Credits for Manufacturers**  
*John Herrick, Senior Counsel, Brownstein Hyatt Farber Schreck*
- **Other Colorado Tax Abatement and Business Incentive Programs**  
*Michelle Claymore, Vice President, Jefferson Economic Council*

#### REGISTRATION

There is no charge for the event. However, seating is limited. Register on-line at [www.jeffco.org](http://www.jeffco.org).

1667 Cole Blvd., Suite 400 \* Golden, CO 80401 \* tel. 303-202-2965 \* [www.jeffco.org](http://www.jeffco.org)



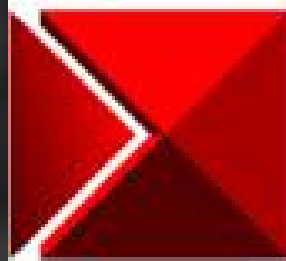
**WHERE'S THE MONEY?**  
Navigating Opportunities from the Stimulus Package and Other Contracts





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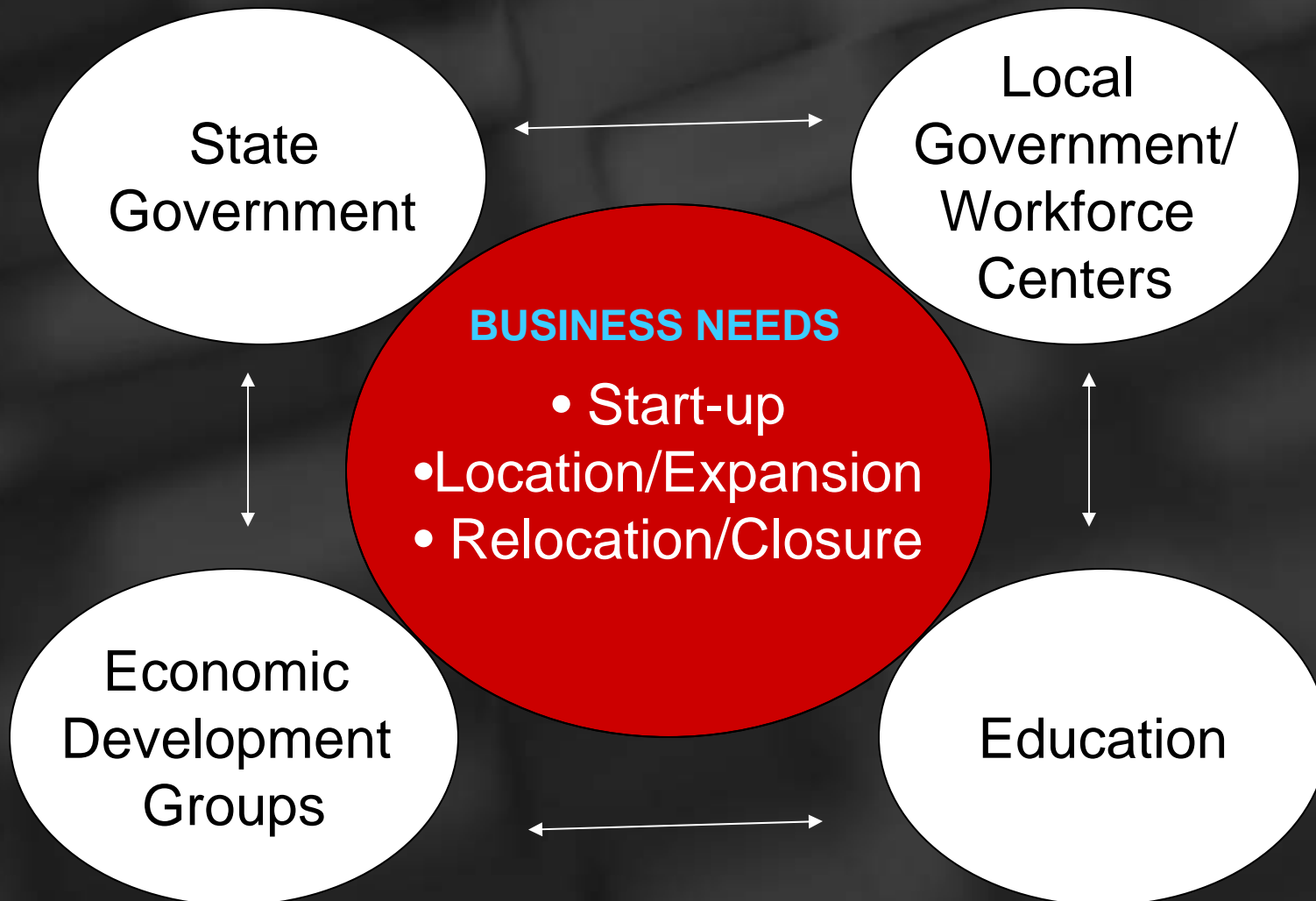
# JEC Programming



**Jeffco  
Manufacturers  
Council**



# Partnerships are key to success!





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# Thank You

*For additional information, contact*

**Michelle Claymore**

Vice President

Jefferson Economic Council

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