



Economic Health Office
300 LaPorte Avenue PO
Box 580

Fort Collins, CO 80521
970.221.6505
970.224.6107 - fax

fcgov.com/business

Welcome to Fort Collins!

Located 60 miles north of Denver, at the base of the Rocky Mountains, Fort Collins, Colorado, offers exciting recreational opportunities, unique cultural offerings, and is a regional center for employment and shopping.

It is home to home to Colorado State University and an outstanding public school system. Our historic downtown is home to great local dining, live music and entertainment, and is one of several thriving business districts throughout the community.

Fort Collins is also known for its entrepreneurial spirit and thriving local economy. Innovation occurs across industry sectors – bioscience, clean energy, software and craft brewers are just a few of the sectors that flourish here. The university, the city and community businesses actively pursue collaborations that result in local innovations with global impact.

Fort Collins frequently receives national recognition as a great place to do business. Just a few of our recent accolades include:

- No. 9 Best Performing Cities: *Milken Institute*
- Best American Cities for Creatives: *Thrillist*
- Best U.S. Places to Travel in 2019: *Forbes*
- No. 2 Brain Concentration Index: *Bloomberg*
- No. 3 U.S. City with Highest Economic Confidence: *Yahoo*
- No. 14 Best Place to Live: *Livability*
- No. 4 U.S. City to Raise a Family: *MarketWatch*
- 2017 recipient of Malcolm Baldrige National Quality Award
- No. 2 Best City for Small Business Owners: *ValuePenguin*

I am honored you are considering Fort Collins - if you are seeking the Colorado lifestyle and an exciting business environment, you'll find it here.

Sincerely,

A handwritten signature in black ink, appearing to read "Wade Troxell", with a stylized flourish at the end.

Wade Troxell, Mayor

Meet the Economic Health Office

Need business support or help navigating the City organization for your expansion or retention efforts? Through its Strategic Plan, the City is committed to a healthy economy that is vibrant, resilient and integrated with the social and environmental fabric of the community.

What we do

Through the Economic Health Strategic Plan, our team helps guide the City's vision in five key areas:

- Community Prosperity
- Grow Our Own
- Place Matters
- The Climate Economy
- Think Regionally

We can connect your business with:

- Business retention/expansion expertise
- Partner organizations
- Redevelopment assistance
- Targeted industry clusters and funding
- Data inquiries

Stay connected!

For more City resources and information, go to



www.fcgov.com/business

JOSH BIRKS, DIRECTOR

970.221.6324, jbirks@fcgov.com

SEONAH KENDALL, Sr. Economic Health Manager

970.416.2164, skendall@fcgov.com

FOCO INFO

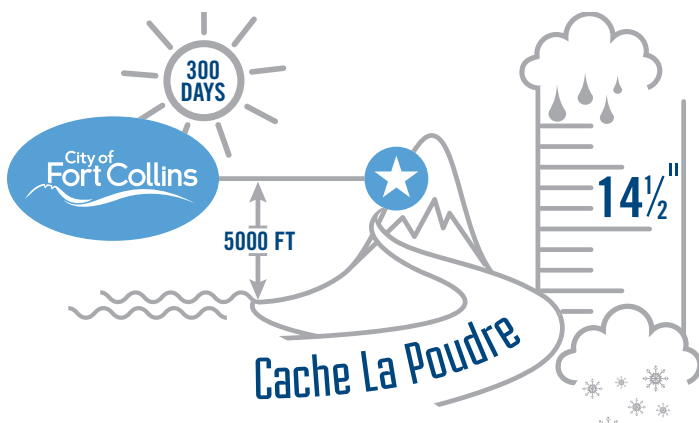
VOTED TIME MAGAZINE'S "MOST SATISFIED CITY" - 2014

- Fort Collins was founded as a military fort in 1864 and incorporated as a town in 1873.
- Fort Collins is a home rule city with a Council/Manager form of government.
- The Council is made up of six district council members who are elected on a non-partisan basis for a four-year term and a Mayor who is elected at-large on a non-partisan basis for a two-year term.
- This rapidly urbanizing community operates under a sophisticated and comprehensive development plan and is a full-service city. Fort Collins is currently in the process of updating City Plan for 2040.
- Fort Collins is home to Colorado State University, the state's only land-grant university, with approximately 34,000 students enrolled.
- Fort Collins continues to reinvest in community improvements. Voter-approved capital improvement initiatives have enabled the City to build parks, municipal offices, and transit improvements.



LOCATION & CLIMATE:

- Fort Collins is located near the foothills of the Rocky Mountains and alongside the banks of the Cache La Poudre River.
- The city lies approximately 5,000 feet above sea level.
- Residents enjoy a moderate, four season climate with an average of 300 days of sunshine and 14.5 inches of precipitation a year.
- July is the average warmest month (Avg. High 86°F - Avg. Low 57°F)
- January is the average coolest month (Avg. High 42°F - Avg. Low 14°F)



SMART

FUN

INNOVATIVE

GENERAL POPULATION CHARACTERISTICS:

- The current estimated number of housing units in Fort Collins as of 2018 is 69,702 (City of Fort Collins).
- Fort Collins has a population of 167,830 as of 2018 (City of Fort Collins).
- The average annual population growth rate is 2.1% percent (State of Colorado 2016).



- Median age is 29.2 years old (American Community Survey 2013-2017 5-year estimate).
- Median household income is \$57,652 (American Community Survey 2013-2017 5-year estimate).
- Approximately 30.9% of the population 25 years and older has completed a bachelor's degree or higher (American Community Survey, 2013-2017 5-year estimate).



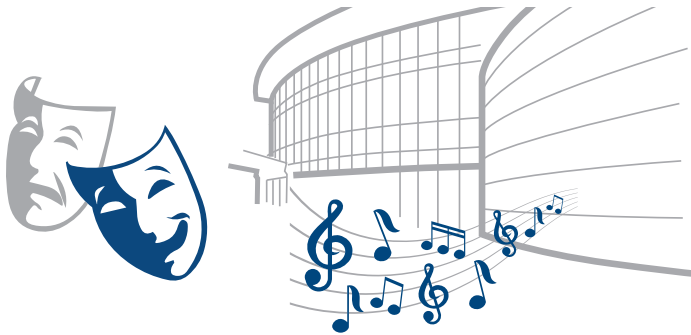
SERVICES & AMENITIES:

- The City maintains a vibrant array of parks and recreational opportunities.
- As of December 2018, the City employs 2,100 people.
- The Fort Collins Senior Center is home to a pool, spa, gymnasium, track, billiards room, auditorium, and health and wellness center.

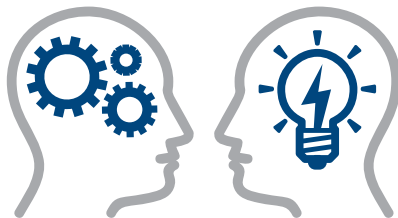


SERVICES & AMENITIES:

- Fort Collins supports safe and reliable public transportation through Transfort, with 22 routes – including MAX Bus Rapid Transit, FLEX regional transport, and the late-night Gold Route – that connect popular destinations, employment centers, medical campuses, schools, Colorado State University, and Front Range Community College.
- 200 miles of on-street and off-street trails for pedestrians and bicycles.
- The Lincoln Center is the City's cultural arts center. Activities include professional theatre, dance, music, visual arts, and children's programs.
- 35.62 miles of multi-use trails and designated a Silver Walk Friendly Community.



- The City has a unique division called Sustainability Services, which encompasses Social, Economic, and Environmental Sustainability departments.
- The Fort Collins Museum of Discovery displays the history of Fort Collins and Larimer County from prehistoric times to present day.
- The City provides full-service Utilities, including electric, water, stormwater, and wastewater. In addition, broadband services are coming soon to deliver high speed internet, voice, and video services to the community and local industries.
- Hired key Connexion staff, working on providing broadband to the community. The City is the first community
- FCTV and fcgov.com provide comprehensive information about issues, services, and programs.
- Resident's Academies - CityWorks101, CityWorks Alumni Forums, and Police Academy.
- The Northern Colorado Regional Airport is jointly owned by the cities of Fort Collins and Loveland. The airport serves privately owned aircraft to commercial airlines and is one of only 14 federally certified commercial airports in the State. Located along Interstate 25 in the heart of Northern Colorado, the Airport is minutes away from Downtown Loveland, Fort Collins, Greeley, Windsor, Estes Park and is 50 miles north of downtown Denver.
- Home to a certified Colorado Creative Industries Downtown Creative District.



CITY OF FORT COLLINS - HONORS & AWARDS

- No. 4 Best U.S. Cities to Raise a Family: MarketWatch - Apr 2019
- No. 9 Best Performing Cities: Milken Institute - Jan 2019
- Best American Cities for Creatives: Thrillist - Mar 2019
- No. 7 Safest Driving Cities: Allstate - Jun 2019
- Best U.S. Places to Travel in 2019: Forbes - Dec 2018
- No. 2 Brain Concentration Index: Bloomberg - Nov 2018
- No. 3 U.S. Cities with Highest Economic Confidence: Yahoo - Nov 2018
- Overall Rating: Fort Collins Renters: Apartment List - July 2018
- No. 1 City in America for Cycling: PeopleForBikes - May 2018
- 14th Best Place to Live: Livability.com - Mar 2018
- 5th Best Performing City: Milken Institute - Jan 2018
- 2017 recipient of Malcolm Baldrige National Quality Award
- 3rd Best College Town to Live in Forever: College Ranker - July 2017
- No. 9 City for Millennials: Millennial Personal Finance - Feb 2017
- 1st Stable and Growing Housing Market: Realtor.com - Jun 2017
- 11th Happiest City in America: Yahoo! Finance - Mar 2017
- 2nd Best Cities for Small Business Owners: ValuePenguin - Feb 2017

WHAT FORT COLLINS RESIDENTS THINK

- 81% rated the overall quality of City services as good or very good.

- 8 in 10 indicated that the City was a good place to raise children.



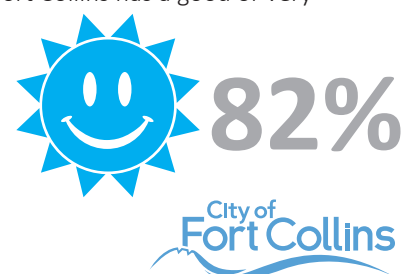
- 93% of residents say that Fort Collins has good recreational trails.

- 92% of residents rated Fort Collins as great place to live.

- At least three-quarters rated their neighborhoods as a very good or good place to live and raise children.

- 71% of residents say that Fort Collins has a good or very good air quality.

- 82% of residents say that Fort Collins has a great environment.



FORT COLLINS AREA ECONOMIC SUMMARY

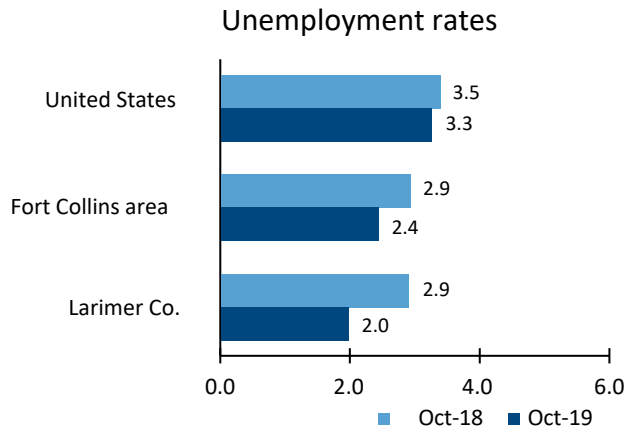


Updated December 6, 2019

This summary presents a sampling of economic information for the area; supplemental data are provided for regions and the nation. Subjects include unemployment, employment, wages, prices, spending, and benefits.

All data are not seasonally adjusted and some may be subject to revision. Area definitions may differ by subject. For more area summaries and geographic definitions, see www.bls.gov/regions/economic-summaries.htm.

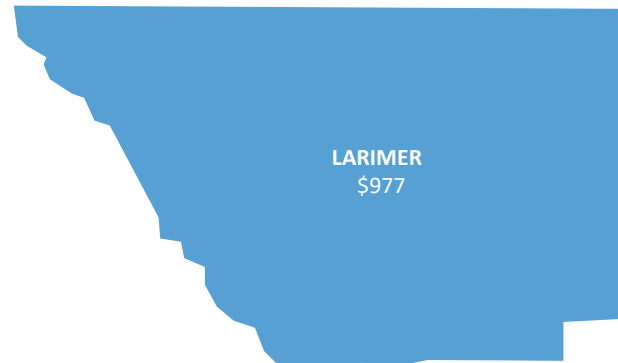
Unemployment rates for the Fort Collins area, selected area counties, and the nation



Source: U.S. BLS, Local Area Unemployment Statistics.

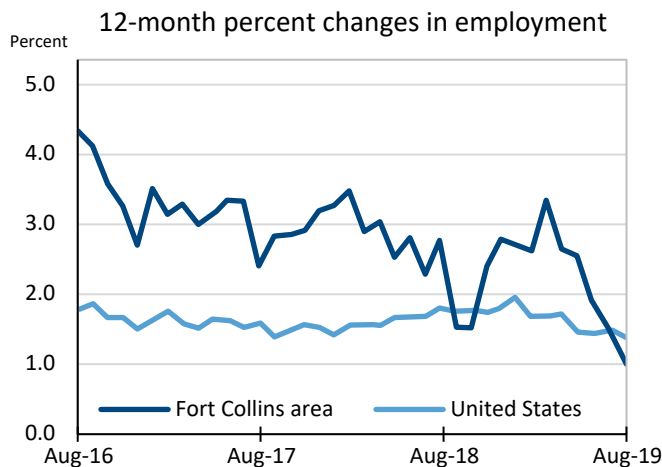
Average weekly wages for all industries by county

Fort Collins area, 2nd quarter 2019
(U.S. = \$1,095)



Source: U.S. BLS, Quarterly Census of Employment and Wages

Over-the-year changes in employment on nonfarm payrolls and employment by major industry sector



Source: U.S. BLS, Current Employment Statistics.

Fort Collins area employment (numbers in thousands)	Aug. 2019	Change from Aug. 2018 to Aug. 2019	
		Number	Percent
Total nonfarm	173.8	1.7	1.0
Mining, logging, and construction	12.5	0.5	4.2
Manufacturing	14.7	0.1	0.7
Trade, transportation, and utilities	27.1	(0.7)	(2.5)
Information	3.0	0.0	0.0
Financial activities	7.1	0.0	0.0
Professional and business services	21.7	0.9	4.3
Education and health services	18.8	0.6	3.3
Leisure and hospitality	23.2	(0.4)	(1.7)
Other services	6.6	0.2	3.1
Government	39.1	0.5	1.3

Source: U.S. BLS, Current Employment Statistics.

Top 10 Industries

Health Care & Social Assistance	15,600
Educational Services	15,300
Accommodation and Food Services	10,400
Retail	10,300
Manufacturing	7,600
Professional, Scientific, and Technical Services	7,000
Public Administration	4,800
Administrative and Support and Waste Management and Remediation Services	4,800
Construction	2,800
Other Services (except Public Administration)	2,500

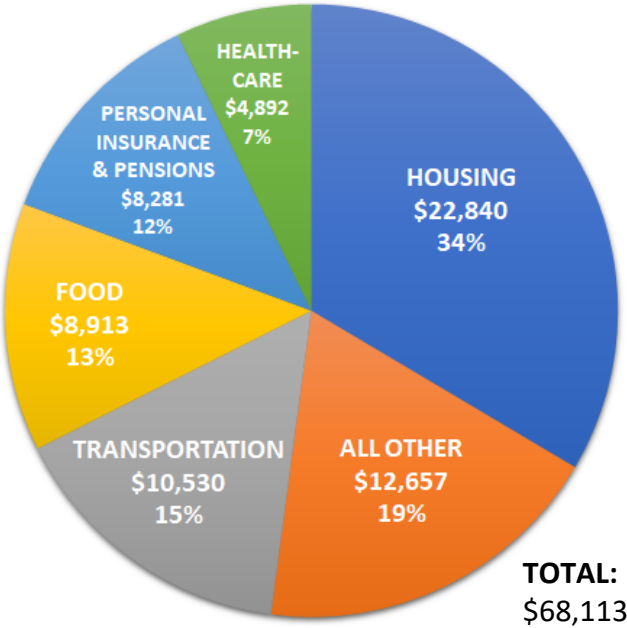
Source: Unemployment Insurance Administration; Quarterly Census of Employment and Wages Data

Average hourly wages for selected occupations

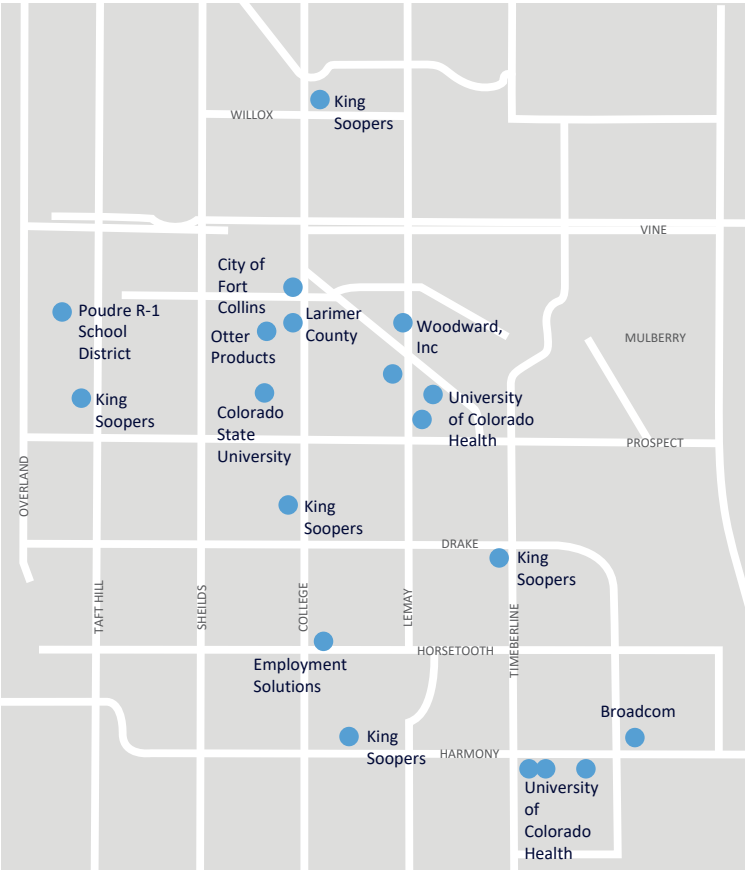
Occupation	Fort Collins	United States
Total, all occupations	\$24.54	\$24.98
Computer hardware engineers	\$65.49	\$56.06
General and operations managers	\$39.39	\$48.32
Registered nurses	\$34.84	\$34.45
Conservation scientists	\$30.39	\$29.39
Accountants and auditors	\$31.13	\$33.86
Computer user support specialists	\$26.06	\$24.50
Library technicians	\$15.05	\$16.37
Construction laborers	\$14.95	\$16.51
Stock clerks and order fillers	\$13.58	\$12.36
Tellers	\$14.02	\$14.16
Retail salespersons	\$11.79	\$11.64
Fast Food Cooks	\$11.40	\$10.73

Source: Emsi Data Set, Q4 2019

Average annual spending and percent distribution for selected categories



Source: U.S. BLS, Consumer Expenditure Survey.



Fort Collins Top 10 Employers

Colorado State University	8,400
University of Colorado Health	5,400
Poudre R-1 School District	4,500
City of Fort Collins	2,100
Larimer County	2,000
Broadcom (Avago Technologies)	1,200
Woodward, Inc	1,200
King Soopers (Dillon Companies Inc)	910
Otter Products	880
Employment Solutions	730

Sources: various, including BizWest Book of Lists, CDLE, Labor Market Information, newspaper articles, and annual reports

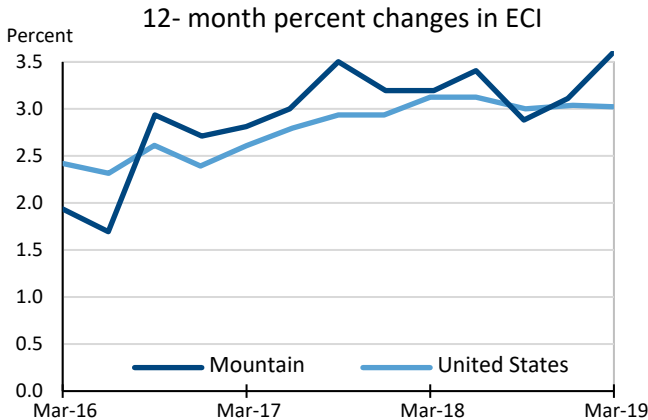
Employer costs per hour worked for wages and selected employee benefits by geographic division

Private industry, June 2017	Mountain (1)	United States
Total compensation	\$33.47	\$34.44
Wages and salaries	23.85	24.14
Total benefits	9.63	10.30
Paid leave	2.35	2.47
Vacation	1.19	1.27
Supplemental pay	0.96	1.11
Insurance	2.51	2.76
Retirement and savings	1.30	1.31
Legally required benefits	2.52	2.66

(1) Mountain includes AZ, CO, ID, MT, NM, NV, UT, and WY.

Source: U.S. BLS, Employer Costs for Employee Compensation.

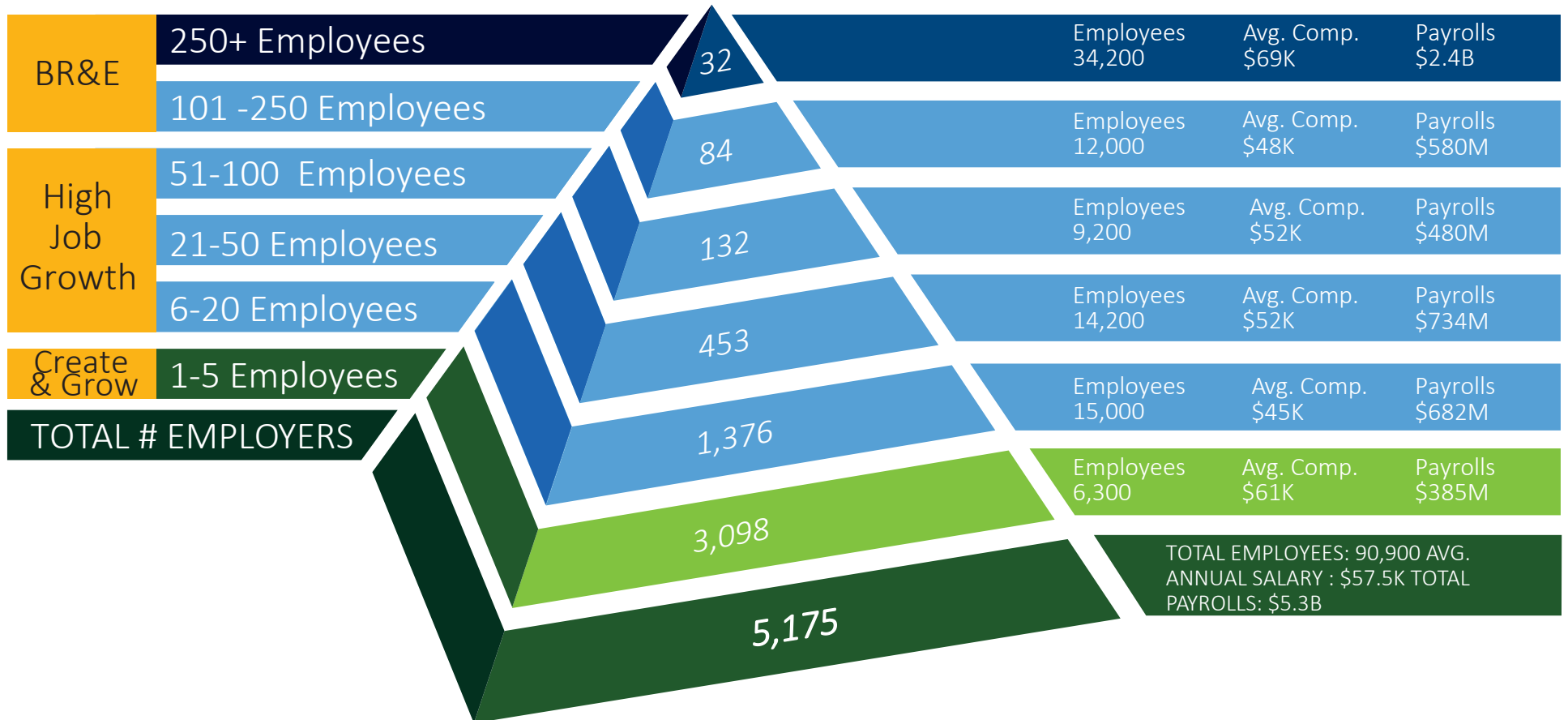
Over-the-year changes in wages and salaries



Source: U.S. BLS, Employment Cost Index.

FORT COLLINS ECONOMIC MAKEUP

2018 EMPLOYER/EMPLOYEE MATRIX



Data Source: Unemployment Administration, Colorado Department of Local Affairs, Quarterly Census of Employment and Wages

Auxiliary aids & services are available for persons with disabilities. V/TDD: 711

FORT COLLINS BUSINESS RESOURCES

Getting Started

mybizcolorado.gov

One-stop shop to interact and register with Colorado Secretary of State, search the database, register trade name, file for a wage withholding account and/or unemployment insurance.

Larimer Small Business Development Center

970-498-9295
larimersbdc.org
info@larimersbdc.org

E-Learning Videos to Start & Grow (Also in Spanish)

coloradosbdc.org/resources/entrepreneurs/e-learning-videos

SALES TAX

City of Fort Collins

215 N. Mason Street, 2nd Floor Fort
Collins, CO 80524
970-221-6780
fcgov.com/salestax

Colorado Department of Revenue

3030 S. College Avenue
Fort Collins, CO 80525
970-494-9805
taxcolorado.com

Larimer County Finance Department

200 W. Oak Street, Suite 4000
Fort Collins, CO 80524
970-498-5930
larimer.org/finance

TAX INFORMATION AND WITHHOLDING

Tax Information Line

Denver District Office Street,
1375 Sherman Street, Room 186
Denver, CO 80261
303-238-7378

Internal Revenue Service

301 S. Howes Street, 3rd Floor
Fort Collins, CO 80521
970-221-0688
irs.gov

Larimer County Finance Department

200 W. Oak Street, Suite 4000
Fort Collins, CO 80524
970-498-5930
larimer.org/finance

Home Occupation License

281 N. College Avenue
970-416-2740
fcgov.com/building/home-business
buildingservices@fcgov.com

Capital

Accion

us.accion.org
accionteam@accionnm.org

Colorado Enterprise Fund

303-860-0242
coloradoenterprisefund.org
info@coloradoenterprisefund.org

Fort Collins Main Street Loan Program

303-657-0010
coloradolendingsource.org/mainstreet
marie@coloradolendingsource.org

U.S. Small Business Administration (SBA)

303-844-4293
sba.gov

Data and Market Research

City of Fort Collins Economic Health Office

970-416-2294
fcgov.com/business

City of Fort Collins Community Performance Measurement Dashboard

fortcollins.clearpointstrategy.com

Larimer County Data Dashboard

larimer.org/ewd/data-dashboard

Poudre River Public Library District

Business Librarian, Harmony Library
4616 S. Shields
Fort Collins, CO 80526
970-204-8429
read.poudrelibraries.org/adult/business

Industry Specific

Occupational License Database

choosecolorado.com/occupational-license-database

Daycare Licensing

Colorado Department of Social Services
Division of Child Care
1575 Sherman Street, Denver, CO 80203
303-866-5700
cdhs.state.co.us/childcare



Health Requirements

Larimer County Environmental Health Department
1525 Blue Spruce Drive, Fort Collins, CO 80524
970-498-6700
co.larimer.co.us/health

Growing Your Business

Larimer Small Business Development Center

970-498-9295
larimersbdc.org
info@larimersbdc.org

Rocky Mountain Innosphere

970-221-1301
innosphere.org

LoCo Think Tank

970-698-6977
locothinktank.com
connect@locothinktank.com

Social & Advisory Group for Entrepreneurs (SAGE)

innosphere.org/sage
bill@innosphere.org

SCORE (Service Corps of Retired Executives)

303-844-3985
score.org

Colorado PTAC

(Procurement Technical Assistance Center)

719-667-3845
coloradoptac.org
info@coloradoptac.org

Colorado Minority Business Office

303-892-3840
mbocolorado.com
info@mbocolorado.com

Others

Office of Economic Development and International Trade (OEDIT)

303-892-3840
choosecolorado.com/doing-business/small-business

U.S. Patent and Trademark Office

General Information Services Division
800-786-9199
uspto.gov

Better Business Bureau

1730 S. College Avenue, Suite 303
Fort Collins, CO 80525
970-484-1348
fortcollins.bbb.org

Bingo and Raffle

Colorado Secretary of State
1560 Broadway, Suite 200
Denver, CO 80202
303-894-2200 x6406
sos.state.co.us

Unemployment and Workers Compensation Insurance

Colorado Department of Labor and Employment
633 17th Street, Suite 201
Denver, CO 80202
303-318-8000
coworkforce.com

Work In Northern Colorado

970-482-3746
workinnortherncolorado.com
general@fcchamber.org

Local Business Associations

Campus West Merchant Association

campuswestmerchants.com

Downtown Business Association

downtownfortcollins.com

Downtown Development Authority

downtownfortcollins.org
oldtownsq@fcgov.com

Fort Collins Area Chamber of Commerce

fortcollinschamber.com
general@fcchamber.org

Latino Chamber of Commerce (Boulder County)

latinochamberco.org
info@latinochamberco.org

Midtown Business Association

midtownfortcollins.org
nadine.trujillo-rogers@elevationscu.com

North Fort Collins Business Association

nfcba.org

River District

jbarrack@newbelgium.com

Visit Fort Collins

visitftcollins.com
information@ftcollins.com

City Resources & Participation Opportunities

Access Fort Collins

An easy way to send your questions, comments, and service requests directly to the City staff person who can help you. Submit your request online, open 24/7.
fcgov.com/contactus

CityWorks 101

Ever wonder how your city government works? Participate in CityWorks 101, an eight-week program that gives community and business members an up-close look at the many facets of running a city.
fcgov.com/cityworks

Development Review Class

Participate in the Development Review Class, a four-session course available for all community and business members to better understand the City's development review process.

Next class scheduled for winter 2020, check the calendar at fcgov.com/neighborhoodservices or contact statman-burruss@fcgov.com

Our City

Let your voice be heard. An online discussion board, where you can share your feedback on some of the biggest projects happening in Fort Collins.

ourcity.fcgov.com

Council Listening Sessions

An open discussion for community and business members to share their ideas and thoughts with City Council members about the issues or opportunities within their Council District or of the entire City.

To find upcoming events, please check the calendar at fcgov.com/events

Learn more about your City Council at fcgov.com/council

City Programs & Incentives

Efficiency Works

Energy savings rebates available for new construction and major renovation projects.

efficiencyworks.org/business/rebates

Integrated Design Assistance Program (IDAP)

Design and construction incentives for new construction and major projects.

fcgov.com/utilities/business/improve-efficiency/rebates-incentives/integrated-design-assistance/

Manufacturing Equipment Use Tax Rebate Program

Purchasers of qualifying manufacturing equipment can apply for a refund of a portion of the use tax paid to the City. fcgov.com/salestax/manufacturing-equipment-program

Other Programs & Incentives through Larimer County & the State of Colorado

Business Development Services

Larimer County Economic & Workforce Development (EWD) can support businesses with recruitment, training, and workforce planning.

larimer.org/ewd

Colorado C-PACE

Financing tool for energy efficiency retrofits and new construction of commercial and industrial buildings.

copace.com

Colorado FIRST and Existing Training Grants

Grants for companies that are relocating to or expanding in Colorado and provide funds only to net new hires. frontrange.edu/corporate-and-workforce-training/training-grants

Enterprise Zone Tax Credit (EZ)

Private businesses located within an Enterprise Zone may qualify for incentives related to business investment, company expansion, and/or new business relocation. larimer.org/ewd/economic-development/incentives/enterprise-zone

Job Growth Incentive Tax Credit (JGITC)

A performance-based job creation incentive program for businesses that create and maintain permanent net new jobs.

choosecolorado.com/doing-business/incentives-financing/job-growth-incentive-tax-credit

Contact Us

Please reach out to the City of Fort Collins Economic Health Office with additional inquiries or any questions about navigating this guide.

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Jillian Fresa, Business Specialist

jfresa@fcgov.com