



# PROSPECT REPORT

January 2020

## OVERVIEW

From January 1 - December 31, 2019 Windsor Economic Development Department received 111 prospect requests, 48 of those are still active. Including prospects from previous years the department has 51 active prospects in the pipeline. The department is still working with three prospects from 2015-2018.

Windsor Economic Development has assisted with several business attraction prospects and local expansions. The department has announced 18 companies in 2019.

Here are just some of the major projects the team worked on this past year.

- » Intersand
- » Fransen Pittman
- » Canvas Credit Union
- » Dickey's BBQ
- » Columbine Healthcare
- » Wendy's
- » The Tavern & Caccitore's at The Mill
- » CPP Wind
- » Chill Potz
- » Bobcat of the Rockies
- » Inta Juice



The Town of Windsor saw a record setting 781 single family home permits in 2019. Residential and commercial growth remain at an all time high.

These companies and others have or will be investing over \$559 million into the community and acquired or built over 1.75 million sq. ft. of space. They have or will add over 2,700 new jobs in the next few years, with an average salary of almost \$66K equating to a total annual payroll over \$158 million.



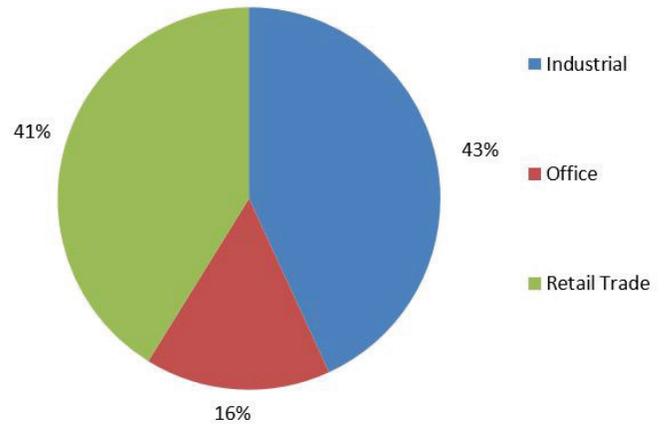
# ACTIVE PROSPECTS

## TYPE

43% of the active prospects are in the industrial sector, Retail Trade is second at 41%.

We have seen a slight increase in Office requests this past year, increasing from 14% in 2018 to 16% in 2019.

Active Prospects by Type

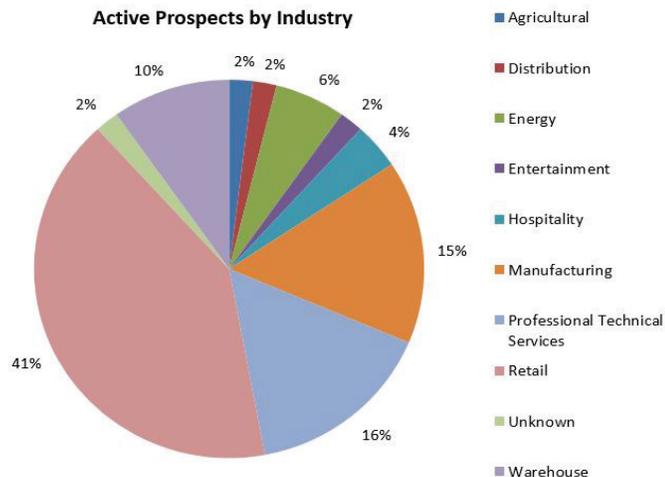


## INDUSTRY

The active prospects span over 10 different industries in 2019. Retail is the largest industry currently at 41%, Professional, Technical Services is the second largest industry sector at 16%.

Manufacturing is our third largest sector, decreasing to 15% in 2019 compared to 27% in 2018. Of the 2% in the Unknown Industry, the majority of TYPE of space requested is industrial.

Active Prospects by Industry



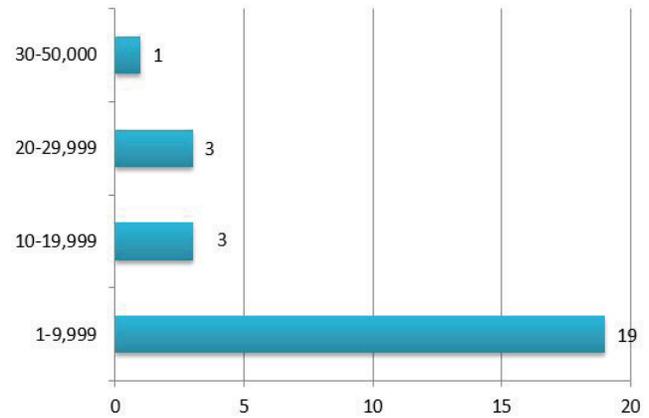
## SQUARE FOOTAGE

The major concern for the Town of Windsor is the lack of industrial/manufacturing space under 10,000 sq. ft.

The specific demand for space remained around 3- 5,000 sq. ft. throughout the entire year. In 2019 there was a slight increase in requests for 30-50,000 sq. ft. space as well. Windsor currently has one existing building that meets that requirement.

Windsor built a lot of speculative space in 2018, the majority of those buildings are fully leased. Speculative space building continued in 2019 and we currently have two 25k+ buildings available for purchase or lease.

## Prospects by Square Footage

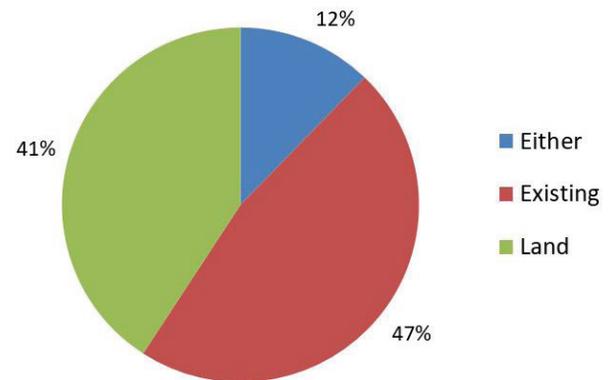


## REAL ESTATE REQUESTS

Nearly half the prospects are requesting EXISTING space at 47%. The request for LAND has slightly increased to 41% in 2019 up from 37% in 2018.

As you can see by the chart above, the majority of the requested space is under 10,000 sq. ft.

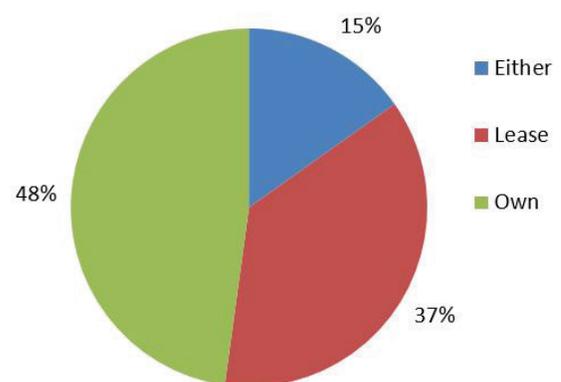
## Active Prospects Real Estate Request



## LEASE, OWN OR EITHER

The largest number of Windsor active prospects would like to OWN their space at 48%, this is slightly lower than 52% in 2018. Prospects who would rather LEASE space increased to 37% in 2019 from 23% in 2018. Currently 15% of active prospects don't have a preference and would consider leasing or owning their property.

## Active Prospects Lease, Own or Either





# LEADS & PROSPECTS

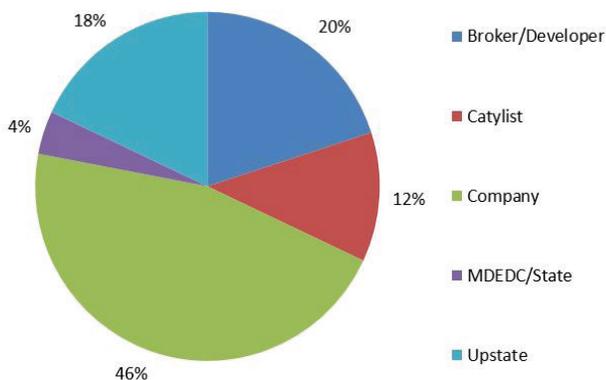
## NUMBER OF PROSPECTS

2018		
MONTH	LEADS	VISITS
JANUARY	15	5
FEBRUARY	8	3
MARCH	11	0
APRIL	9	3
MAY	11	3
JUNE	6	2
JULY	9	0
AUGUST	8	3
SEPTEMBER	6	1
OCTOBER	15	2
NOVEMBER	13	3
DECEMBER	6	4

2019		
MONTH	LEADS	VISITS
JANUARY	22	1
FEBRUARY	9	3
MARCH	8	1
APRIL	3	1
MAY	13	2
JUNE	7	4
JULY	12	7
AUGUST	11	6
SEPTEMBER	5	5
OCTOBER	5	2
NOVEMBER	10	3
DECEMBER	6	3

## LEAD SOURCE

Active Prospects Lead Source



## NON-QUALIFIED LEADS

The Town of Windsor did not qualify for only one of the prospect leads this year. In the past the majority of leads we didn't qualify for were for existing large industrial space. Demand for large manufacturing and warehouse space will continue to increase with the growth of several industries including the newly approved Hemp industry in Colorado.

**CONTACT**  
**Stacy Miller**, [smiller@windsorgov.com](mailto:smiller@windsorgov.com)  
*Director of Economic Development*

**Jill Young**, [jyoung@windsorgov.com](mailto:jyoung@windsorgov.com)  
*Business Development Specialist*