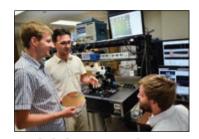
BOULDER COUNTY \$1 BUSSINESS REPORT BIZWEST



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Westminster, not Broomfield, for DGI

BY BETH POTTER bpotter@bcbr.com

LONGMONT — DigitalGlobe Inc. plans to move its global headquarters to an iconic 480,000-square-foot building in Westminster next summer rather than build it in Broomfield.

The move is key for the Longmont-based satellite imagery com-

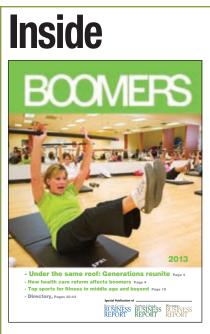
Official says incentives didn't drive firm's decision or reversal

pany (NYSE: DGI) to attract new employees as it grows, said Grover Wray, senior vice president and chief human resource officer. DigitalGlobe said on Oct. 16 that it would move its

corporate headquarters to the building at 1300 W. 120th Ave. in Westminster. Associated with Avaya Inc., the building has a prominent satellitedish-shaped feature between two office wings.

"Longmont has been a great corporate partner, but the ability to attract talent from (Denver) and south in the Denver Tech Center is difficult," Wray said.

The Westminster announcement came just weeks after DigitalGlobe executives said the company would build a 400,000-square-foot head-> See **DGI, 31A**



Boomers: 2013

Baby boomers, the folks born between 1946 and 1964, are taking care of their parents, working longer and trying to stay healthy through sports and fitness. In this special publication, read about how generations are reuniting under the same roof, how health-care reform affects boomers and which sports work best to stay fit. Included are insights into starting a business and retiring, along with a directory of businesses that are of special interest to baby boomers.

Powering up

'Recession-proof' Centerline Power Corp. expanding in Longmont



Centerline Power Corp. owner Larry Haynes holds a fuel injector for a Ford diesel engine, left, and an injector for an engine that powers a cargo ship. The Longmont company plans to move to a space nearly twice as large to meet demand. **See story, 21A**

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Quick Left's Alongi named Entrepreneur of Year

Editor's note: The following is a wrapup of breaking local business stories published daily on the Boulder County Business Report's website. Sign up for our free BCBRdaily, an all local e-news report sent to your email each weekday. Just click on "Register for E-Newsletters" at www.BCBR.com.

BY BUSINESS REPORT STAFF news@bcbr.com

news@bcbl.com

BOULDER – Software company co-founder Ingrid Alongi has been named Entrepreneur of the Year by the Boulder Chamber for the annual Esprit Entrepreneur event slated for Tuesday, Oct. 29.

Alongi cofounded Quick Left Inc. in Boulder, a custom web and mobile application company. She was selected for the award because of her leadership, the company's



Alongi

success and the company's reputation for innovation, the Boulder Chamber said in a press statement.

Alongi is one of four award recipients at the annual Esprit Entrepreneur event, which is put on by the Boulder Chamber. About 300 peoople are

expected to attend this year's event, which will be held at the St Julien Hotel & Spa at 900 Walnut St. in Boulder.

Steve Hughes, chief executive of Niwot-based Boulder Brands Inc., will receive the "Entrepreneurial Leadership Award." Teju Ravilochan, CEO of the Unreasonable Institute, will receive the "Esprit Impact Award." Jane Brautigam, Boulder city manager, and Joe Pelle, Boulder County

BCBR DAILY

sheriff, will be recognized with a special "Civic Entrepreneurship" award along with a group of other community leaders from The Community Foundation, Foothills United Way and Boulder Flood Relief nonprofit groups in Boulder County, and Broomfield-based Ball Corp., all of whom played roles in local flood response and recovery efforts during flooding Sept. 11-15 in the county. *Posted Oct. 22.*

Dillard's value ruling near

BOULDER – A three-person board expected to determine the legal value of the Dillard's department store and property in Longmont is scheduled to meet Thursday, Oct 31, according to court documents.

The board is made up of William

R. Gray, a lawyer at Purvis, Gray LLP in Boulder; J. Marcus Painter, a lawyer at Holland & Hart LLP in Boulder; and B. Scot Smith, a real estate broker at Colorado Group Inc. in Boulder, according to court documents.

The meeting is slated to be held in a courtroom at the Boulder Justice Center. A three-person board, a jury or a judge can decide the legal value of a building in an eminent-domain case. Eminent domain is the legal right for a public entity – in this case, Longmont city officials – to take a property after compensating the owner.

A Dillard's Inc. (NYSE: DDS) appraisal released this month indicates that the land and store at Twin Peaks Mall in Longmont is worth \$6.3 million – close to double the amount of the \$3.03 million appraisal commissioned by the city of Longmont in November 2012.

The 94,000-square-foot store and seven acres of land, and what it is worth, stand in the way of a planned \$80 million to \$85 million redevelopment at will be renamed Village at the Peaks. *Posted Oct. 10.*

PUC asserts muni authority

BOULDER – The Colorado Public Utilities Commission asserted that it has ruling authority with regard to Xcel Energy Inc. assets that the city of Boulder is looking to acquire for the formation of a municipal electric utility.

For Boulder, that means the city would need to bring its plan for acquisition before the PUC, outlining which assets it is targeting, before filing any sort of condemnation suit. The PUC would then determine the feasibility of that plan, and what further facilities would be needed to keep the system operating reliably on both sides of the split. And, if a duplication of substations or other equipment is required as a result of the acquisition, the commissioners stated that it is their belief that the city of Boulder should have to pay for the construction of those facilities.

The commission also asserted that it has full regulatory authority over customers outside the Boulder city limits who would be served by a municipal electric utility. *Posted Oct. 9.*

CompoKeeper wins Pitch Slam

BOULDER – CompoKeeper LLC, a company that makes an odor-free compost bin, was this year's winner of cash and business services valued at more than \$50,000 at the Naturally Boulder annual Pitch Slam event.

More than 25 regional naturalfood companies pitched their business startup ideas to a panel of natu-> See **BCBRdaily**, **29A**



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Flood called mostly bad for area economy

BY JOSHUA LINDENSTEIN

ilindenstein@bcbr.com

LONGMONT - Economist Richard Wobbekind acknowledges some of the new economic activity being created in the state by last month's devastating flooding, from cleanup to infrastructure repairs, home construction and rebuilding.

But he believes that the negative effects on tourism and the fact that so many homeowners who suffered damage were uninsured or underinsured will far outweigh any positive effects that disaster-recovery efforts might have on the economy.

Wobbekind – executive director of the University of Colorado-Boulder's business research division and senior associate dean for its academic programs – spoke Oct. 16 at the Longmont Area Economic Council's investor series breakfast at the Plaza Convention Center.

All of those underinsured, Wobbekind said, will end up paying for many of their losses out of their own pockets if they're able to rebuild at all, meaning less disposable income.

Skoop of health

Worker productivity could drop in many instances. Damaged businesses could lead to an overall drop in the state's level of business output and thus reduced employment.

"If I had to do a cold, calculated costbenefit of this thing, not accounting for the stress that all these people went through, it's really going to be questionable because of how many people appear to be uninsured or underinsured," Wobbekind said. "I think that could easily wind up being a really big negative in terms of the overall effects." Wobbekind referred to the flood as a tragedy, and said it's not something he's even fond of talking about in economic terms, although he said it's something he's been asked about frequently lately.

He said the number of tourism jobs lost could eclipse 1,000 depending on the decline in visitors to places such as Rocky Mountain National Park. The tourism industry could take a \$90 million hit in spending, equating to a loss of \$5.8 million in state revenue.

"I am just hopeful that they get the road open to Estes Park and they ➤ See Flood, 9A

Coors Field site of 2nd Chuburger

Just as it's reopened the balcony at its original Lyons brewpub, Oskar Blues Brewery also announced this week its plans to open a second Chuburger restaurant location, this one at Coors Field, home of the Colorado Rockies.

The new Chuburger will be part of renovations of the right-field upper deck and concourse at Coors Field that include removing hundreds of seats to create a rooftop party deck area.

The open-air Chuburger will be the main food available on the deck, located near a 5280 Craft Bar that will feature 52 beers on tap. The original Chuburger opened in Longmont earlier this year, serving beef from the brewery's Hops and Heifers Farm, as well as other offerings.

The Creative Alliance was recognized in the October issue of Graphic Design USA Magazine for its commitment to green design on behalf of its clients.

The Creative Alliance was featured in a special report on sustainability and its impact on design. The Creative Alliance has helped its clients in Colorado and around the nation creatively articulate and leverage their commitment to sustainability.

"We're excited to receive this national attention for the work we've done to help our clients promote their sustainability initiatives," said David Heitman, president and creative director of The Creative Alliance. "We look for ways to help clients creatively invest in the environment in tangible ways, and then tell that story to their audiences."

"We're especially proud of the work we've done on behalf of clients ≻ See Eye, 19A

James Rouse

Greg Stroh Alex Bogusky Trio hopes food powder nourishes profits

BY BETH POTTER bpotter@bcbr.com

BOULDER - Mom always told you to eat your vegetables.

Now, food entrepreneur Greg Stroh, television wellness guy James Rouse and advertising guru Alex Bogusky have created "A Game," a 21st-century response to mom's admonishments.

The food powder is said to provide micro-nutrients equal to eight servings of fruits and vegetables. A 30-serving bag of "A Game" costs \$65.

Stroh, Rouse and Bogusky are the brains behind Skoop LLC, the company they started recently to sell "A Game" products. The food powder comes in "sweetgreens" and "chocofresh" flavors.

Angel investors, including the founders, are funding the startup company for an undisclosed sum, Stroh said. Stroh founded Izze Beverage Co., which was sold to Pepsi Co. (NYSE: PEP) in 2006 for an undisclosed sum. Rouse is a naturopathic doctor who co-founded Mix1 Beverage Co. with Stroh. The protein shake drink company was sold to



Skoop LLC says its new "A Game" food powder provides micro-nutrients equal to eight servings of fruits and vegetables.

Hershey Co. (NYSE: HSY) in 2013. Bogusky is the former partner in Crispin, Porter + Bogusky, a national ad agency with offices in Boulder.

For a business person or for anyone who is reacts to stress by eating unhealthy food, adding a scoop of the "A Game" powder to a daily diet is a start down the path to feeling better, Stroh said. Both he and Bogusky

swear by the product, the ingredients of which include Chinese herbs.

"We have good intentions, but life gets in the way," Stroh said. "I think people are sick of being lectured to. So this is hopefully a fun, easy way to get some really good nutrition."

Among a small but growing number of people in the local commu-► See Skoop, 20A





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Muni backers closing election spending gap

BY JOSHUA LINDENSTEIN jlindenstein@bcbr.com

BOULDER – Municipalization supporters have closed the spending gap with Xcel Energy Inc. in this year's election compared with 2011. But those same supporters are wary that the competitiveness is a mirage.

The two main issue committees in support of the city of Boulder creating a municipal electric utility – Empower Our Future and Voters Against Xcel Buying Elections – have raised \$298,696 to oppose Issue 310, which would require voter approval for any debt issued by the city in relation to a municipal utility.

That's compared to the \$300,000 lump sum Xcel donated last month to Voter Approval of Debt Limits, the committee responsible for gathering enough voter signatures to land Issue 310 on the ballot. In all, Voter Approval of Debt Limits has spent \$344,744 but has raised only \$322,100 so far.

"It's still a fraction of what is probably going to be spent on the other side between now and election day," said Steve Fenberg, executive director of New Era Colorado, which created Voters Against Xcel Buying Elections. "I expect (Xcel) to spend much more."

The numbers are from the most recent filings made with the city, which are due each Tuesday leading up to the election. Empower Our Future's totals include its Oct. 22 filing, while Voters Against Xcel Buying Elections' latest report hadn't been posted on the city website by press time on Oct. 22. Voter Approval of Debt Limits' numbers reflect its Oct. 22 report, according to the group's spokeswoman Katy Atkinson.

Xcel spent nearly \$1 million in 2011 to fight two ballot measures that voters narrowly approved, granting city leaders the right to pursue creating a municipal utility. Municipalization supporters spent a little more than \$100,000 in that campaign.



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In addition to the \$300,000 donation to Voter Approval of Debt Limits this year, Xcel has spent \$29,106 on wages for employees and lawyers working on the campaign as of its Oct. 15 filing. Xcel regional vice president Jerome Davis said recently that it's unclear whether Xcel might weigh in with further campaign contributions.

"As we get further into the campaign, if we feel there's a need for further education on the issue, we certainly might support that," Davis said.

Atkinson said she was unsure whether more money was coming the group's way from Xcel. Issue committees' final finance filing deadline before the election is Oct. 31. A final report is due 30 days after the election.

Voters began receiving ballots in the mail about three weeks ahead of the election.

"What we're up to is very much the basics, getting our message out there via television and direct mail, primarily," Atkinson said of the campaign's stretch run. "We're identifying our voters and getting into voter turnout mode."

New Era's Oct. 15 issue committee filing showed it had raised \$205,657.47, although a \$25,000 donation from the Sierra Club was mistakenly left off the report. So its actual total, Fenberg said, is \$230,657.47. New Era raised nearly \$181,000 through an online crowdfunding campaign that drew money from all over the nation.

Fenberg said the organization has spent about \$140,000, including staff wages, as of Oct. 22. He said the plan is to continue to talk to voters in person and run print and television ads.

Empower Our Future, another issue committee fighting 310, has raised \$65,039, although \$8,715 of that recently came from New Era's issue committee. Empower Our Future committee chairman Ken ≻ See **Spending, 29A**

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Gold medals brighten Left Hand's dark days

Beer festival awards come after brewery survived great flood

BY JOSHUA LINDENSTEIN jlindenstein@bcbr.com

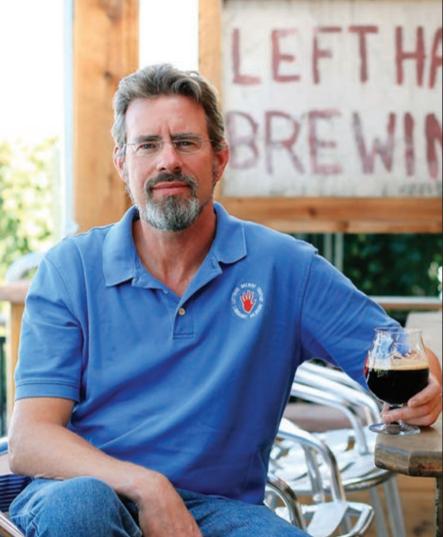
DENVER — Eric Wallace strolled toward the elevators at the Grand Hyatt hotel on the first night of the Great American Beer Festival, cracking that he was going to do his best Clark Kent impression.

Then he stepped inside one of the capsules, removed his jacket and slipped a Left Hand Brewing Co. T-shirt over the one he was wearing. Had he been deprived of an elevator, Left Hand's president might have floated to the 38th floor anyway.

When he stepped out, he was clearly in his element and primed to celebrate a 20th anniversary that had been overshadowed a few weeks earlier by some of the darkest days Left Hand's hometown of Longmont ever had witnessed.

"Twenty's just a number, but it's an accomplishment," Wallace said a while later in the calm before roughly 1,500 revelers piled into the event. "It definitely is an accomplishment."

Two days later, Wallace and the rest of the Left Hand crew would receive a belated anniversary gift: > See Left Hand, 10A



COURTESY LEFT HAND BREWING CO.

Left Hand Brewing Co. president Eric Wallace has kept its focus on the community, including raising money to help flood-ravaged neighbors in Longmont.

Medals for Left Hand, Avery, Twisted Pine

BY JOSHUA LINDENSTEIN jlindenstein@bcbr.com

DENVER — Boulder County's old guard can still brew it.

Left Hand Brewing, Avery Brewing and Twisted Pine Brewery all won medals Oct. 12 at the Great American Beer Festival at the Colorado Convention Center.

More than 700 breweries from 49 states submitted 4,809 entries in the 84 categories. Twenty-four firsttime entering breweries took home hardware. But locally it was three breweries founded in the early and mid-1990s that highlighted the day for what is now Boulder County's exploding craft beer scene.

Longmont-based Left Hand led the way with three gold medals, tying Firestone Walker Brewing Co. in Paso Robles, California, for the most top prizes. Avery and Twisted Pine won a bronze each.

Left Hand won for its original flagship beer, Sawtooth Ale, and its current flagship beer, Milk Stout. The brewery also won for Fade to Black in the Foreign Style Stout See Medals, 10A

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CEO challenge: find, retain tech workers

BY JOSHUA LINDENSTEIN

jlindenstein@bcbr.com

BOULDER – Boulder might be a thriving tech startup hub. But that doesn't mean the area's tech companies necessarily have an easy time finding the developers, programmers and engineers they need.

The dynamic is one that has made business leaders increasingly focus on the culture of their companies, aside from just their business missions, as they compete for the same workers.

The topic was one of several dis-

cussed at the Boulder County Business Report's CEO Roundtable on technology held at accounting firm EKS&H's office in downtown Boulder.



"It's probably our biggest challenge," said Geoff Mina, chief executive of Boulder-based Connect First Inc. Mina said his company reluctantly has resorted to hiring some remote software engineers with hopes of relocating them here eventually. "It's not easy around here."

Lisa Calkins, chief executive of Amadeus Consulting Group Inc. in Boulder, said the current climate reminds her of the dot-com time when companies' demand for workers exceeded the supply. The upside, she said, is that it's much easier for companies to scout out new employees through email and social media such as LinkedIn.

"You can reach people who are not looking for a job way easier than you could 20 years ago," Calkins said. PARTICIPANTS

Ingrid Alongi, chief executive, Quick Left Inc.; Lisa Calkins, CEO, Amadeus Consulting Group Inc.; Holly Hamann, co-founder, chief marketing officer, TapInfluence Inc.; David Jilk, former CEO, Standing Cloud; Toby Krout, managing partner, Scrib Coworking; Kyle Lamy, CEO, Gridkick; Geoff Mina, CEO, Connect First Inc.; Shaun Oshman, CEO, iSupport U LLC. Moderator: Christopher Wood, publisher, Boulder County Business Report. Sponsors: Hy Harris and Brent Peterson, EKS&H LLLP; Sally Berg, Berg Hill Greenleaf & Ruscitti LLP.

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As a Colorado-based business that works with other local companies here and throughout the state, we find BCBR a vital resource to stay on top of what's happening in our community. The Book of Lists is an excellent summary of our hottest companies and who is doing what. We congratulate all of the companies that contribute to our local economy and our families.

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Reserve Space in the 2014 Book of Lists. Call 303-630-1946 or email mfuchs@bcbr.com Calkins acknowledged that the flip side of poaching employees from other companies is that the same could happen to yours. That fact has played a large role in bringing company culture into play and keeping employees happy.

David Jilk, former CEO of Boulder-based Standing Cloud – which was acquired last summer by California-based AppDirect – said finding a job has never been difficult for a software engineer.

"The thing that happens during these really tight periods is the engineers have a tendency to get a little highmaintenance," Jilk said, referring to the various perks companies will offer to attract talent. "You have to manage to that. They will choose a job because of the workout gym at a facility."

Kyle Lamy, CEO of Boulderbased Gridkick, officially Venture IO Inc., said the rise of the independent worker and entrepreneurial spirit in general has led to a tech workforce that doesn't want to merely sit around and take orders but wants to feel some ownership of a project and that it's contributing to exciting innovations.

Location can be a driving factor for attracting talent as well and can prove especially tricky for companies. There's no lack of office space in Boulder, but affording space in the trendy downtown area gets tougher as companies grow.

Toby Krout, managing partner of the Scrib co-working space in downtown Boulder, attributed much of the energy and attraction to that spot to the location itself, whether it's proximity to the university, restaurants or other startups.

"There definitely is a location factor when it comes to this type of work," Krout said. "Whatever that algorithm is, everybody's trying to figure it out."

Shaun Oshman, CEO of iSupportU LLC in Boulder, an IT support provider for businesses, said his company leased more space than it initially needed downtown so that it would have room to grow and remain there.

Other companies, such as TapInfluence Inc. have taken a different approach. TapInfluence co-founder Holly Hamann said her company is up front with employees about its location in east Boulder. Hamann said TapInfluence acknowledges that downtown has a great vibe, but that > See **Retain, 7A**

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RETAIN from 6A

the company can add other perks – such as buying employees lunch on certain days or paying higher salaries – by moving east.

Finding and retaining engineers and developers isn't the only difficult hiring task in the tech industry, the CEOs noted. Landing sales and marketing personnel who understand and can speak about the technology they're selling also can prove difficult, especially as marketing itself changes.

Ingrid Alongi, CEO of Boulderbased web and mobile-app developer Quick Left Inc., said the sales teams lose credibility if they can't speak to customers' problems.

"We're not selling a widget or a thing," Alongi said. "We're selling trust and relationships."

The CEOs in the room talked of the increased and diversified range of options for landing angel funding and venture capital. Bank lending, however, has gotten tighter for businesses, especially if they don't have a lot of physical assets to put up. The combination of factors has led to a dynamic where bank lending even was referred to as alternative funding at one point.

"It was a challenging first eight years," Mina said of trying to build relationships with banks and go the traditional funding route. "But now it's good to be in that space where we can tap into some of that traditional capital and not sell ourselves short."



DOUG STORUM

TapInfluence Inc.'s co-founder Holly Hamann said her company acknowledges that downtown Boulder has a great vibe, but that the company can add other perks — such as buying employees lunch on certain days or paying higher salaries — by being in east Boulder. "There are other things we can do culturally that we couldn't do if we had to pay downtown rent." Hamman made the remarks at the Boulder County Business Report's CEO Roundtable on technology. At left is Kyle Lamy, CEO of Boulder-based Gridkick, and at right is Brent Peterson of roundtable co-sponsor EKS&H LLLP.

Just because venture funding often might be easier to land than a loan from a bank doesn't mean all venture funding is right for a particular business, particularly in the tech world.

"It's less whether investors are entrepreneurs and more whether they've been technology entrepreneurs," said Jilk. Hamann said she's continually struck by watching the evolution locally, as founders who have made lots of money off of a startup go off and start another company and then eventually turn into angel investors themselves as they accumulate wealth. Those investors, she said, are worth seeking out.

"Our first seed round came from

people who we had worked with and for," Hamann said. "I've seen that over and over again, and it's just been amazing.""

The Business Report's CEO Roundtable series is co-sponsored and co-hosted by EKS&H and the law firm of Berg, Hill, Greenleaf & Ruscitti LLP.







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DISCOVERIES

Findings may mean faster electronics

BY LAURA SNIDER Special to the Business Report

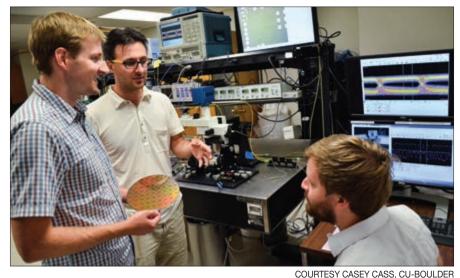
BOULDER — A pair of breakthroughs in the field of silicon photonics by researchers at the University of Colorado-Boulder, the Massachusetts Institute of Technology and Micron Technology Inc. could allow for the trajectory of exponential improvement in microprocessors that began

Discoveries)

nearly half a century ago – known as Moore's Law – to continue well into the future, allowing for increasingly faster electronics, from supercomputers to laptops to smartphones.

The research team, led by CU-Boulder researcher Milos Popovic, an assistant professor of electrical, computer and energy engineering, developed a new technique that allows microprocessors to use light, instead of electrical wires to communicate with transistors on a single chip, a system that could lead to extremely energy-efficient computing and a continued skyrocketing of computing speed into the future.

Popovic and his colleagues created two different optical modulators –



From left, Jeff Shainline, a postdoctoral researcher; Milos Popovic, an assistant professor of electrical, computer and energy engineering; and Mark Wade, a graduate student, discuss the silicon wafer containing the photonic-electronic microchips they designed.

structures that detect electrical signals and translate them into optical waves – that can be fabricated within the same processes already used in industry to create today's microprocessors. The modulators are described in a recent issue of the journal Optics Letters.

First laid out in 1965, Moore's Law predicted that the size of the transistors used in microprocessors could be shrunk by half about every two years for the same production cost, allowing twice as many transistors to be placed on the same-sized silicon chip. The net effect would be a doubling of computing speed every couple of years.

The projection has held true until relatively recently. While transistors continue to get smaller, halving their size today no longer leads to a doubling of computing speed. That's because the limiting factor in microelectronics is now the power that's needed to keep the microprocessors running. The vast amount of electricity required to flip on and off tiny, densely packed transistors causes excessive heat buildup.

"The transistors will keep shrinking and they'll be able to continue giving you more and more computing performance," Popovic said. "But in order to be able to actually take advantage of that you need to enable energyefficient communication links."

Microelectronics also are limited by the fact that placing electrical wires that carry data too closely together can result in "cross talk" between the wires.

In the past half-dozen years, microprocessor manufacturers, such as Intel, have been able to continue increasing computing speed by packing more than one microprocessor into a single chip to create multiple "cores." But that technique is limited by the amount of communication that then becomes necessary between the microprocessors, which also requires hefty electricity consumption. Using light waves instead of electrical wires for microprocessor communication functions could eliminate the limi-See **Electronics, 10A**



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University of Colorado Boulder

Tell truth to warm up your cold calls

ark was having his usual results from cold calling, but he was determined to make at least 20 contacts today – no matter what. He knew that with that goal accomplished, he'd average at least three appointments.

"Back to the grindstone," he thought.

"Good afternoon," he began. "My name is Mark Swingle, and I represent Global Office equipment. We..." Before he could continue, the person he was speaking to interrupted him. "We already have a supplier and are quite happy with them. Thank you for calling." With that, she hung up.

Mark was so numb from having this done to him, he didn't even flinch. Nor did he consider this a contact. He had decided that only folks who heard his whole bit could be counted. Others in the office thought he was making it hard on himself, but that was his goal.

"Three more contacts and I made the day," he thought.

"Good afternoon. My name is Mark Swingle and I represent Global Office Equipment. We have a complete line of office equipment and do our own leasing. Am I speaking to the right person about

this?"

"No," came the response, "I'm just the receptionist. You want to talk with Jane Kalina. Hold on, I'll put you through."

"Hello, this is Jane Kalina. I'm not in right now and if you'd like to leave a message, press 1 and wait for the beep. Every call is important to me. Thank you and have a nice day."

Mark pressed 1 and waited for



the beep. "Good afternoon. My name is . . ." and finished his bit. Hanging up, he tried to remember if anyone ever called him that used voicemail. He couldn't

Bob Bolak remember a sin-

gle person. It took him three more hours, but he finally did get those last three contacts he needed.

Mark is having a tough time finding anyone who will listen to him. Despite the hours of rewriting his script, he still gets brushed off on most of his calls. About three-quarters of the appointments he makes are canceled. Half of the ones that

aren't actually canceled don't end up in a real meeting. When he arrives, he is told by a receptionist to leave literature.

Truthfully, the prospect you are cold calling has absolutely no idea who you are, what you do or, for that matter, whether she can trust you. So how do most salespeople start the one-sided conversation? "Hi. This is Bill Rodgers from Smith & Smith. I represent office efficiency machinery designed to ..." and on and on. Think about the effect on the prospect on hearing this. It's just another salesperson who, if I can get a word in, is going to promise me that his equipment is better than what I have, most likely a lot less expensive and will never break down. How do I get him off the phone so I can get something done?

Did this "conversation" start off with a statement of truth both parties could agree to? As it progresses, does the prospect feel any sense of interest in what is being said? Or, perhaps more importantly, is the prospect engaged in the conversation? No. No. No.

You wouldn't like being treated like this, so why would anyone ever think prospects like being treated

like this?

Always identify yourself when you first speak to a prospect. This is phone courtesy. Then make a truthful statement you both can agree with, such as, "Doesn't sound like you know me." Then wait for a response. You are getting the prospect engaged in the conversation. Despite what you may think, this question also gets their interest.

"Hoped you did but this happens to me all the time. This is kind of awkward for me. Do you mind if I ask you a question?"

Ninety-nine point nine percent of the prospects will say "Yes." You have just been invited in whether you realize it or not. "I usually only work with presidents of the company. Are you the president?" "Yes." "Here's why I'm calling, and if this doesn't make sense to you, interrupt me . . . I don't want to make it awkward for you, too." "OK."

Tell the truth right from the very first contact with the prospect, and you will have someone who will listen and respect you for it.

Bob Bolak, president of Sandler Training in Boulder, can be reached at 303-376-6165 or bbolak@sandler.com.

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FLOOD from 3A

get their business back in shape," Wobbekind said. "I think places like Estes Park have probably the most to lose. I know Lyons took a huge hit. But in terms of getting back to business, for (Estes Park) it's very much tourism. So they've got to be back up and running really by the spring. They can't afford to really miss out on the whole business angle or it will be a really tough road."

Wobbekind was mostly upbeat, however, about the economies of Boulder County, the state and nation.

While the nation is still working its way back to pre-recession employment levels, Colorado and Boulder County are at record high levels, with 53,000 new jobs forecast for the state this year. That type of growth would be the largest for Colorado since the late 1990s, Wobbekind said. The professional business-services sector is driving much of that growth in Boulder County.

Total nonfarm wages in Colorado are at a record high, and Boulder County in 2012 rose to the top of the Colorado heap as the metropolitan statistical area with the highest wages.

While population growth in Colorado is much slower than 1990s levels, it still is among the top five states in the nation for percentage growth, one of several metrics Wobbekind outlined in showing that Colorado is outperforming the nation in the economic recovery.

One significant indicator of future growth, Wobbekind said, was that new-business entity filings with the Colorado Secretary of State's office have been running at historic rates recently, predicting more employment growth going forward. He said the pre-recession downward trend of business entity filings turned out to be a solid predictor of the recession.

Through 2019, unemployment in the state is expected to keep gradually declining to below 5 percent.

"We have a pretty optimistic view of where we're going," Wobbekind said.

Nationally, Wobbekind said, he sees the federal budget deficit widening this year and next and continuing to be an issue. He held little back in assessing what he thinks of the political motivations behind the government shutdown.

"I don't get what point it makes to shut the government down and then announce you're paying everybody for all the work they didn't do," Wobbekind said. "I don't know if that bothers anybody else. I don't get the logic of that. It's obviously not saving any money, so you're basically just trying to paralyze the economy. ... It's frustrating to me."

YOU MAY NOT RECOGNIZE OUR NAME, BUT YOU'VE KNOWN US FOR YEARS...



Pictured from left to right: Tom Chapman, Brian O'Hanlon and Kurt Mann

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LEFT HAND from **5A**

three Great American Beer Festival gold medals. The triumphs gave Left Hand a fitting culmination to what had been a surreal month.

Left Hand's Oktoberfest celebration at Roosevelt Park Sept. 20-21 was supposed to be highlighted by a toast by Wallace and Dick Doore, who cofounded the brewery with Wallace on Sept. 21, 1993. But after historic flooding began on Sept. 12 and devastated parts of Longmont and several other Front Range communities, the major focus of Oktoberfest shifted to raising money for flood victims.

Left Hand raised \$64,000 in all for three different charities, including the brewery's own foundation, which donated its portion of the money raised to flood relief. The Oktoberfest weekend proved a sort of release for many who had spent the week cleaning up after the floods.

"It was cathartic," Wallace said. "We knew we were OK at that point. And we knew there were a lot of our neighbors who were totally hosed. And we were able to parlay that, and raised over \$64,000 net just out of that event."

Although the brewery at 1265 Boston Ave. sits just yards away from

MEDALS from 5A

category. Sawtooth won in the Ordinary or Special Bitter category, while Milk Stout won in the Sweet Stout or Cream Stout category.

The three medals bring Left Hand's lifetime total at the festival to 22 medals, and tie its most at a single GABF since 1994.

"Winning gold on those it definitely proves we're keeping quality out there," Left Hand lead brewer Matt Scholbrock said of Sawtooth and Milk Stout. "This was a big year for us."

Boulder's Twisted Pine, founded by Gordon Knight in 1995 and purchased a year later by Bob Baile, won its ninth medal in 18 years, a bronze for West Bound Braggot in the Specialty Honey Beer category. the St. Vrain River, Left Hand's primary buildings were spared of any mud inside. The brewing facility was spared of the floodwaters by inches. The water came within feet of the taproom. A couple of outbuildings used for storage and supplies were trashed. Left Hand's chem lab on Sunset Street had mud running through it and remains uninhabitable.

The damage, Wallace estimates, is about \$50,000 in immediate repairs and up to \$250,000 in long-term repairs and labor for cleanup.

Left Hand, though, sat on an island in the flood, with many of its nearby neighbors in the industrial Boston Avenue area faring far worse.

"It was total chaos all around," Wallace said. "We were super lucky.

"Somebody came up to me and said, 'You didn't flood because you do so much good work in the community. Somebody's watching out for you.' I'd love to believe that's true."

Tasty suds aside, the community focus of the brewery is part of what's made it so popular. Left Hand is about 50 percent employee owned. The rest is owned primarily by former employees, friends and family. Few outsiders get the chance to invest. There are only 132 shareholders in all.

Mike "Tiny" Peper, an engineer at Seagate who lives north of Longmont, has been a regular of the taproom for 15 years and was given the opportunity to buy in a few years back.

"I just respect the way they run their business," Peper said at the 20th anniversary party in Denver. "They're really good people. They care about the community. ... And that's what I want to be a part of. I love their beer. I always have. But I love the people even more."

The party in Denver doubled as a launch for nitrogenated versions of Left Hand's Sawtooth Ale and Wake Up Dead Stout in bottles. The brewery became the first in America to bottle a widgetless nitro beer in 2011 when it put its flagship Milk Stout in nitro bottles.

Wallace credits the smoother, creamier nitro style for introducing many people to dark beer. Bottling the nitros has proved that Left Hand continues to be an innovator in the industry even after enduring some tough times during its 20 years that included merging with Denver's Tabernash Brewing Co., before closing that portion of the business altogether and starting a distributing company to help stay afloat before eventually selling that business to focus once again solely on brewing beer.

Left Hand, which brewed 1,418 barrels of beer in its first year, brewed 49,549 in 2012, placing it 43rd on the list of the top 50 craft brewers in the nation. The growth has been dramatic of late, continuing to increase from more than 36,833 barrels in 2011, which was up from 24,651 in 2010. Wallace is projecting 62,000 barrels this year, and said he sees 100,000 as a possibility in the next few years.

Left Hand's campus, meanwhile, has grown from two acres to 7.5, and the company has grown to 84 employees.

The exponential growth was not envisioned 20 years ago by Wallace or Doore, Left Hand's plant engineer. They have no ultimate goal in mind of a half million barrels or some other numerical measuring stick. The brewery will continue to grow, Wallace said, at a rate that can be supported without outside capital.

"Our main focus," Wallace said, "is improving quality, doing some really fun beers, and really being part of the community and having a company where everyone knows each other, and it's satisfying to go to work."

"We're the statesmen now," Baile said. "The old guard it still putting it out. It's neat to see."

Boulder-based Avery, founded in 1993 – the same year as Left Hand, took a bronze in the Fruit Wheat category for its Lilikoi Kepolo. Avery is looking to begin construction by the end of this year on a new facility in Gunbarrel that marketing director Joe Osborne said the company hopes will be brewing beer 12 to 18 months after that.

The day wasn't completely owned by the established Boulder County players.

Upslope Brewing took bronze in the ProAm competition for an Oatmeal Stout recipe by Fort Collins home brewer Derek Ordway. Ordway had won a home brewer competition with the beer, and worked with Upslope and head brewer Alex Violette to ramp up the beer to commercial scale. Upslope now has won five medals since its founding in 2009.

"This was kind of like a best in show competition," Violette said, referring to the fact that the pro-am competition had beers of all styles. "There were great companies in there ... some of the breweries that I really respect."

New Planet Beer Co., which is based in Boulder but brews in Fort Collins, won bronze for its Gluten-Free Brown Ale in the Gluten-Free category. Frederick's Echo Brewing, which is opening a second location in Erie soon, won bronze for its Echo Amber in the German-Style Altbier category.

The other big local winner Saturday was Rock Bottom Brewery, which started in Boulder with Walnut Brewery and has mushroomed to 70 brewpubs nationwide. Rock Bottom is now based in Chattanooga, Tennessee, after merging with Gordon Biersch, but bases its brewing operations in Broomfield. Rock Bottom's La Jolla, California, brewery won three medals, while its King of Prussia, Pennsylvania, brewery won one. As an organization, Rock Bottom won the Brewpub Group Brewer of the Year award.

"It's good," Rock Bottom director of brewing Kevin Reed said. "We've got a lot of folks who work hard and brew good beer."

ELECTRONICS from 8A

tations now faced by conventional microprocessors and extend Moore's Law into the future, Popovic said.

Optical communication circuits, known as photonics, have two main advantages over communication that relies on conventional wires: Using light has the potential to be brutally energy efficient, and a single fiber-optic strand can carry a thousand different wavelengths of light at the same time, allowing for multiple communications to be carried simultaneously in a small space and eliminating cross talk.

Optical communication already is the foundation of the Internet and the majority of phone lines. To make optical communication economically viable for microprocessors, the photonics technology has to be fabricated in the same foundries that are being used to create the microprocessors. Photonics have to be integrated sideby-side with the electronics in order to get buy-in from the microprocessor industry, Popovic said.

"In order to convince the semiconductor industry to incorporate photonics into microelectronics you need to make it so that the billions of dollars of existing infrastructure does not need to be wiped out and redone," Popovic said.

Last year, Popovic collaborated with scientists at MIT to show, for the first time, that such integration is possible. "We are building photonics inside the exact same process that they build microelectronics in," Popovic said. "We use this fabrication process and instead of making just electrical circuits, we make photonics next to the electrical circuits so they can talk to each other."

In two papers published last month in Optics Letters with CU-Boulder postdoctoral researcher Jeffrey Shainline as lead author, the research team refined its original photonicelectronic chip further, detailing how the crucial optical modulator, which encodes data on streams of light, could be improved to become more energy efficient. That optical modulator is compatible with a manufacturing process — known as Silicon-on-Insulator Complementary Metal-Oxide-Semiconductor, or SOI CMOS — used to create state-of-theart multicore microprocessors such as the IBM Power7 and Cell, which is used in the Sony PlayStation 3.

The researchers also detailed a second type of optical modulator that could be used in a different chip-manufacturing process, called bulk CMOS, which is used to make memory chips and the majority of the world's high-end microprocessors.

Vladimir Stojanovic, who leads one of the MIT teams collaborating on the project and who is the lead principal investigator for the overall research program, said the group's work on optical modulators is a significant step forward.

"On top of the energy-efficiency and bandwidth-density advantages of silicon-photonics over electrical wires, photonics integrated into CMOS processes with no process changes provides enormous costbenefits and advantage over traditional photonic systems," Stojanovic said.

The CU-led effort is a part of a larger project on building a complete photonic processor-memory system, which includes research teams from MIT led by Stojanovic, Rajeev Ram and Michael Watts, a team from Micron Technology led by Roy Meade and a team from the University of California-Berkeley, led by Krste Asanovic.

BOULDER COUNTY BUSINESS REPORT

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 - **18A** | Credit Unions

Credit unions bank on local loyalty

ANCE

Boulder Valley membership growth steady

BY BETH POTTER bpotter@bcbr.com

BOULDER – Most credit unions in the Boulder Valley have grown steadily in recent years, thanks to several trends in the financial world, executives say.

Nationally, credit unions have benefited from anti-bank sentiment and the specific "bank transfer day" initiatives held to protest increases in bank fees in recent years, according to the National Credit Union Association and executives at some credit unions in the Boulder Valley.

Elevations Credit Union has seen some membership growth from the nationally announced "transfer days" in recent years, said Dennis Paul, an assistant vice president at the credit union. Customers in the Boulder Valley also have a propensity to do business with local companies, which has helped the Boulder-based credit union grow its membership, he said.

Elevations grew 4.1 percent in membership in 2012, Paul said, without giving specific member figures. This year, the credit union has grown 3.5 percent in membership through the end of September, Paul said.

However, member bankers in Colorado feel that "bank transfer



Credit union memberships

Four credit unions with offices in the Boulder Valley have experienced growth in membership.

Name	HQ city	members 2012	members 2011	% growth
Elevations Credit Union	Boulder	99,070	95,170	4.1
Premier Members Federal Credit Union	Boulder	36,971	35,812	35
Boulder Valley Credit Union	Boulder	19,020	20,843	9
Community Financial Credit Union	Broomfield	1,700	N/A	N/A
				Source: Credit union statistics

day" initiatives are "nothing more than a marketing ploy," said Jenifer Waller, a spokeswoman for the Colorado Bankers Association,

a member-based industry group based in Denver.

Credit unions do not offer more or better services than banks do,



More members are seeking a financial partner that has committed to technology and can provide them all of the latest and greatest features.

Jason Bauer VICE PRESIDENT FOR COMMUNICATIONS AND E-COMMERCE, BOULDER VALLEY CREDIT UNION

Waller said. Because of the way credit unions are set up, they also do not pay federal corporate income tax as banks do, Waller said.

"Customers should always do their homework when determining where they want to do business to ensure the institution meets the customer's needs," Waller said.

Premier Members Federal Credit Union in Boulder added about 100 new members per month in 2012, or 1,159 members for the year, said Carlos Pacheco, chief executive. Pacheco attributed the growth in part to a successful statewide auto loan program in which Premier participates.

"There's a resurgence of car buying. With the average age of cars, people are looking to replace them," Pacheco said. "That has really ► See Bank, 17A

Statewide auto loan program fuels credit unions' growth

Car loan interest rates

Percent interest rates area credit unions are charging consumers for car loans based on credit rating. Members receive discounts if they have more than one type of account with the credit union.

Credit Union	City	Best credit	Members/ Best credit/discounts	Worst credit
Boulder Municipal	Boulder	2.99	2.24	10.49
Employees Federal Credit Union				
Community Financial Credit Union	Broomfield	2.99	1.99	10.99
Elevations Credit Union	Boulder	3.24	2.99	10.99
Premier Members Federal Credit Union	Boulder	2.99	2.89	13.49

Source: Credit Union Direct Connect

BY BETH POTTER

bpotter@bcbr.com

BOULDER – Area credit unions have been cashing in through the member-owned Credit Union Direct Connect auto loan program as consumer car-buying picks up.

Premier Members Credit Union in Boulder grew 35 percent in membership in 2012, largely because of an uptick in lending through the statewide auto loan program Credit Union Direct Connect, said Carlos Pacheco, chief executive of the credit union.

Car loan customers must become members of the credit union they choose to get the interest rates offered by the program, which is

owned by its credit union members. In the Boulder Valley, Boulder Municipal Employees Federal Credit Union in Boulder, Elevations Credit Union in Boulder, Community Financial Credit Union in Broomfield and Premier are members.

Credit Union Direct Connect gives traditionally smaller credit unions financial access to dealership showrooms "side-by-side with other financial institutions," Pacheco said.

The Colorado company – made up of 34 credit union members – is a great way to help credit unions compete, interest rate-wise, alongside banks and car companies at the car dealership, said Tim Dore, executive ➤ See Credit. 19A

BUSINESS REPORT LIST COMMERCIAL BANKS (Banks with branches in Boulder and Broomfield counties ranked by 2013 second-quarter assets. Dollar figures in thousands.)

RANK	Bank Location Phone	FDIC number CEO/President No. of local offices	Total assets 6/30/13 Total assets 6/30/12 % change	Total deposits in market 6/30/ 13 Market Share 6/30/13	Net income or loss 6/30/13 Net income or loss 6/30/12 % change	Holding company Headquarters Year founded Website
1	JPMORGAN CHASE & CO. 1301 Canyon Blvd. Boulder, CO 80302 303-245-7062	628 Jamie Dimon 17	\$1,947,794,000 \$1,812,837,000 7.44%	\$1,382,720 16.64%	\$10,189,000 \$6,225,000 63.68%	JP Morgan Chase & Co. New York 1924 www.chase.com
2	WELLS FARGO BANK N.A. 1242 Pearl St. Boulder, CO 80302 303-417-0403	3511 John G. Stumpf 15	\$1,284,538,000 \$1,180,190,000 8.84%	\$2,419,119 29.10%	\$9,306,000 \$7,339,000 26.80%	Wells Fargo & Co. San Francisco 1852 www.wellsfargo.com
3	U.S. BANK N.A. 1650 28th St., Suite 1244 Boulder, CO 80301 303-444-7017513-632-4141	6548 Richard K. Davis 16	\$349,332,927 \$342,822,712 1.90%	\$512,326 6.16%	\$2,942,438 \$2,676,964 9.92%	U.S. Bancorp Minneapolis 1863 www.usbank.com
4	KEYBANK N.A. 88 Lamar St. Broomfield, CO 80020 303-460-7888	17534 Christopher M. Gorman 6	\$88,293,180 \$83,966,458 5.15%	\$93,949 1.13%	\$421,446 \$473,482 -10.99%	KeyCorp Cleveland 1949 www.key.com
5	COMPASS BANK 3000 Arapahoe Ave. Boulder, CO 80303 303-938-1313	19048 Manolo Sanchez 4	\$69,434,704 \$65,982,103 5.23%	\$156,157 1.88%	\$245,717 \$265,501 -7.45%	Banco Bilbao Vizcaya Argentaria, S.A. Bilbao, Spain 1964 www.compassweb.com
6	BANK OF THE WEST 3800 Arapahoe Ave. Boulder, C0 80303 303-444-7771	3514 J. Michael Shepherd 8	\$63,529,654 \$62,662,861 1.38%	\$327,831 3.94%	\$286,353 \$278,596 2.78%	BNP PARIBAS Paris, France 1874 www.bankofthewest.com
7	BOKF NATIONAL ASSOCIATION 1505 Pearl St., No. 105 Boulder, CO 80302 720-562-5520	4214 Stanley A. Lybarger 1	\$27,546,357 \$25,415,055 8.39%	\$37,174 0.45%	\$164,242 \$177,837 -7.64%	Bok Financial Corp. Tulsa, Oklahoma 1910 www.csbt.com
8	FIRST CITIZENS BANK & TRUST CO. 1601 28th St. Boulder, CO 80301 303-998-2680	11063 Frank B. Holding, Jr. 1	\$20,950,956 \$20,889,321 0.30%	\$17,102 0.21%	\$100,488 \$80,262 25.20%	First Citizens Bancshares Inc. Raleigh, North Carolina 1898 www.firstcitizens.com
9	TCF NATIONAL BANK 320 US Hwy 287 Lafayette, CO 80026 303-604-6117	28330 William A. Cooper 2	\$18,425,086 \$17,905,826 2.90%	\$50,530 0.61%	\$69,992 (\$246,744) -128.37%	TCF Financial Corp. Wayzata, Minnesota 1923 www.tcfbank.com
10	FIRST NATIONAL BANK OF OMAHA 3033 Iris Ave. Boulder, CO 80301 303-938-4689	5452 Daniel K. O'Neill 8	\$13,762,924 \$13,357,224 3.04%	\$365,585 4.40%	\$73,989 \$83,225 -11.10%	Lauritzen Corp. Omaha, Nebraska 1863 www.1stnationalbank.com
11	FIRSTBANK 1707 N. Main St. Longmont, C0 80501 303-772-5500	18714 John Ikard 11	\$12,992,774 \$12,049,870 7.83%	\$1,094,765 13.17%	\$86,478 \$88,800 -2.61%	FirstBank Holding Co. Lakewood 1963 www.efirstbank.com
12	GREAT WESTERN BANK 1900 Ninth St. Boulder, CO 80302 720-890-0333	15289 Ken Karels 9	\$9,116,621 \$9,014,048 1.14%	\$344,687 4.15%	\$49,765 \$37,635 32.23%	National Australia Bank Ltd. Docklands, Australia 1935 www.greatwesternbank.com
13	COBIZ BANK 2025 Pearl St. Boulder, CO 80302 303-413-6000	22683 Steven Bangert 2	\$2,702,956 \$2,492,516 8.44%	\$255,007 3.07%	\$15,110 \$15,226 -0.76%	CoBiz Financial Inc. Denver 1978 www.cobizbank.com
14	VECTRA BANK COLORADO N.A. 1700 Pearl St. Boulder, CO 80302 720-947-8450	2993 Bruce Alexander 4	\$2,594,701 \$2,374,278 9.28%	\$111,634 1.34%	\$14,679 \$9,020 62.74%	Zions Bancorp Salt Lake City 1905 www.vectrabank.com
15	ANB BANK 1360 Walnut St. Boulder, C0 80302 303-394-5100	19220 Koger Propst 1	\$2,001,365 \$1,911,861 4.68%	\$33,320 0.40%	\$7,193 \$5,275 36.36%	Sturm Financial Group Inc. Denver 1964 www.anbbank.com
16	GUARANTY BANK & TRUST CO. 401 Main St. Longmont, CO 80501 303-678-4140	17482 Paul Taylor 4	\$1,859,761 \$1,744,630 6.60%	\$261,688 3.14%	\$7,263 \$7,043 3.12%	Guaranty Bancorp. Denver 1955 www.guarantybankco.com
17	CITYWIDE BANKS 1611 Canyon Blvd. Boulder, CO 80302 303-365-3890	19858 Kevin Quinn 1	\$1,113,462 \$1,037,955 7.27%	\$49,676 0.60%	\$7,204 \$4,365 65.04%	Citywide Banks of Colorado Inc. Denver 1963 www.citywidebanks.com
18	MILE HIGH BANKS 3002 Bluff St. Boulder, C0 80301 303-413-0700	3036 Ken McCormick 3	\$788,291 \$847,307 -6.97%	\$265,688 3.20%	\$3,353 (\$2,212) -251.58%	Strategic Growth Bancorp Inc. El Paso, Texas 1919 www.milehighbanks.com earched by Mariah Tauer

Losses represented in parentheses. Source: FDIC

BUSINESS REPORT LIST Banks with branches in Boulder and Broomfield counties ranked by 2013 second-quarter assets. Dollar figures in thousands.)

DANI	Bank Location	FDIC number CEO/President	Total assets 6/30/13 Total assets 6/30/12	Total deposits in market 6/30/ 13	Net income or loss 6/30/13 Net income or loss 6/30/12	Headquarters Year founded
RANK	Phone	No. of local offices	% change \$728,664	Market Share 6/30/13	% change	Website
19	HOME STATE BANK 636 Coffman St., Suite 101 Longmont, C0 80501 303-682-7100	636 Coffman St., Suite 101 Harry Devereaux Longmont, C0 80501 2		\$18,269 0.22%	\$4,173 \$2,866 45.60%	Home State Bancorp Loveland 1950 www.homestatebank.com
20	FIRST WESTERN TRUST BANK 1155 Canyon Blvd., Suite 300 Denver, CO 80302 877-505-1281	57607 Scott C. Wylie 1	\$581,692 \$695,957 -16.42%	\$59,264 0.71%	\$1,594 (\$2,109) -175.58%	First Western Financial Inc. Denver 2004 www.myfw.com
21	ADAMS BANK & TRUST 10 Ken Pratt Blvd. Longmont, CO 80501 303-651-0876	18489 Todd Adams 1	\$575,261 \$536,470 7.23%	\$4,996 0.06%	\$3,360 \$2,852 17.81%	Adbanc Inc. Ogallala, Nebraska 1962 www.abtbank.com
22	NORTHSTAR BANK COLORADO 351 Coffman St. Longmont, CO 80501 303-776-3333	24247 Mark White 1	\$487,972 \$514,373 -5.13%	\$15,425 0.19%	\$42 \$787 -94.66%	Carlile Bancshares Inc. Fort Worth, Texas 1982 www.northstarbankco.com
23	CENTENNIAL BANK 2500 Broadway Boulder, CO 80304 720-873-3787	26853 Kevin Ahern 1	\$424,856 \$147,088 188.84%	\$8,355 0.10%	\$785 (\$159) -593.71%	CIC Bancshares Inc. Denver 1986 www.centennialbanking.com
24	ACADEMY BANK 500 Summit Blvd. Broomfield, C0 80021 303-464-0085	19600 John Carmichael 3	\$297,343 \$289,226 2.81%	\$5,146 0.06%	\$1,982 \$2,820 -29.72%	Dickinson Financial Corp. II Kansas City, Missouri 1966 www.academybankco.com
25	VALLEY BANK & TRUST 304 Second Ave. Lyons, C0 80540 303-823-6668	25651 Donna J. O'Dell Petrocco 1	\$263,849 \$253,403 4.12%	\$16,782 0.20%	(\$820) (\$39) 2,002.56%	Valley Bancorp Inc. Brighton 1978 www.valleybankandtrust.com
26	AMFIRST BANK NATIONAL ASSOCIATION 916 S. Main St., Suite 100 Longmont, CO 80501 303-702-9200	5417 Van Korell 1	\$244,529 \$232,963 4.96%	\$14,096 0.17%	\$972 \$995 -2.31%	Amfirst Financial Services Inc. McCook, Nebraska 1906 www.amfirstbank.com
27	AMG NATIONAL TRUST BANK 1155 Canyon Blvd., Suite 310 Boulder, CO 80302 303-447-8877	57295 Tom Chesney 1	\$185,965 \$184,838 0.61%	\$160,469 1.93%	\$1,903 \$1,582 20.29%	AMG National Corp. Denver 2001 www.amgnational.com
28	RAWLINS NATIONAL BANK 2001 N. Main St. Longmont, CO 80501 303-772-2296	2228 Richard Chenowith 1	\$147,390 \$149,146 -1.18%	\$7,629 0.09%	(\$211) (\$316) -33.23%	Carbon County Holding Co. Rawlins, Wyoming 1898 www.rnbonline.com
29	NORTH VALLEY BANK 1210 E. First Ave. Broomfield, CO 80020 303-345-1050	18710 Chuck Johnston 1	\$134,762 \$133,479 0.96%	\$8,843 0.11%	\$660 \$603 9.45%	Citizens Investment Co. Thornton 1963 www.nvbank.com
30	SUMMIT BANK & TRUST 2002 E. Coalton Road Broomfield, C0 80027 303-460-4700	58458 R. John Rhoades 1	\$118,048 \$102,875 14.75%	\$66,770 0.80%	(\$288) (\$223) 29.15%	Heartland Financial USA Inc. Dubuque, Iowa 2006 www.summitbt.com
31	BANK OF ESTES PARK 7980 Niwot Road Niwot, CO 80544 303-652-8082	19351 David Taylor 1	\$110,072 \$109,551 0.48%	\$6,841 0.08%	\$265 \$579 -54.23%	First National Financial Corp. Estes Park 1965 www.bankofestespark.com
32	HIGH PLAINS BANK 600 Kimbark St. Longmont, C0 80501 303-776-2265	3017 Jim Pieters 1	\$109,657 \$106,006 3.44%	\$1,451 0.02%	\$621 \$746 -16.76%	High Plains Banking Group Inc. Flagler 1908 www.highplainsbank.com
33	FLATIRONS BANK 1095 Canyon Blvd., Suite 100 Boulder, C0 80302 303-530-4999	57280 Kyle Heckman 2	\$108,420 \$103,658 4.59%	\$91,171 1.10%	\$428 \$551 -22.32%	FBHC Holding Co. Boulder 2001 www.flatironsbank.com
34	LIBERTY SAVINGS BANK F.S.B. 1697 E. Coalton Road Louisville, CO 80027 303-494-9200	32242 James Powell 1	N/A \$603,380 -100.00%	\$9,759 0.12%	N/A \$6,651 -100.00%	Liberty Capital Inc. Wilmington, Ohio 1889 www.libertysavingsbank.com
35	MUTUAL OF OMAHA BANK 26 Colorado Highway 119 Nederland, CO 80466 303-258-7071	32325 Jeffrey Schmid 1	N/A \$5,963,861 -100.00%	\$38,111 0.46%	N/A \$12,249 -100.00%	Mutual of Omaha Insurance Co. Omaha, Nebraska 1985 www.mutualofomahabank.com

Boulder County Business Report | www.bcbr.com

Merged charter to help Mile High Banks grow

BY BETH POTTER

bpotter@bcbr.com

LONGMONT – Mile High Banks will merge its bank charter with First National Bank of Santa Fe in New Mexico to help Mile High expand in 2014, according to a Colorado Division of Banking document.

The regulatory measure will help Longmont-based Mile High Banks open new branches in Colorado after the first of the year, said bank presi-

dent Ken McCormick. He declined to say how many new branches will open or where they'll be located.

"It's a regulatory thing," McCormick said. "We're making a lot of hires, and we're getting very excited."

Mile High Banks has grown to 107 employees from 82, after being bought and recapitalized at the end of 2012 by Strategic Growth Bancorp Inc., an El Paso, Texas-based bank holding company.

Strategic Growth Bancorp paid

\$5.5 million for Mile High Banks' stock, after previous parent company Big Sandy Holding Co. in Limon went through voluntary Chapter 11 reorganization, according to bankruptcy court documents. The bank was to be recapitalized with \$90 million in new capital from Strategic Growth Bancorp, according to documents.

McCormick also is a co-chief executive of the New Mexico-based bank, which also is owned by Strategic

Growth Bancorp.

Mile High Banks is expanding at 1899 Wynkoop St. in lower downtown Denver, as well as at its Cherry Creek branch at 3650 E. First Ave., Suite 100, in Denver, McCormick said. At the same time, the bank is closing a branch in Denver and one in Littleton, according to regulatory information from the Colorado Division of Banking. The bank's headquarters will remain in Longmont, McCormick said.

BUSINESS LIST LOCAL BANKS (Banks headquartered in Boulder and Broomfield counties ranked by 2013 second-quarter assets. Dollar figures in thousands.)

RANK	Bank Location Phone	FDIC number CEO/President No. of domestic offices No. of local branches	Total assets 6/30/13 Total assets 6/30/12 % change	Total deposits in market 6/30/13 Market Share 6/30/13	Net income or loss 6/30/13 Net income or loss 6/30/12 % change	Holding company Headquarters Year founded Website
1	MILE HIGH BANKS 3002 Bluff St. Boulder, C0 80301 303-413-0700	3036 Ken McCormick 3 3	\$788,291 \$847,307 -6.97%	\$265,688 3.20%	\$3,353 (\$2,212) -251.58%	Strategic Growth Bancorp Inc. El Paso, Texas 1919 www.milehighbanks.com
2	AMG NATIONAL TRUST BANK 1155 Canyon Blvd., Suite 310 Boulder, C0 80302 303-447-8877	57295 Tom Chesney 1 1	\$185,965 \$184,838 0.61%	\$160,469 1.93%	\$1,903 \$1,582 20.29%	AMG National Corp. Denver 2001 www.amgnational.com
3	SUMMIT BANK & TRUST 2002 E. Coalton Road Broomfield, CO 80027 303-460-4700	58458 R. John Rhoades 1 1	\$118,048 \$102,875 14.75%	\$66,770 0.80%	(\$288) (\$223) 29.15%	Heartland Financial USA Inc. Dubuque, Iowa 2006 www.summitbt.com
4	FLATIRONS BANK 1095 Canyon Blvd., Suite 100 Boulder, C0 80302 303-530-4999	57280 Kyle Heckman 2 2	\$108,420 \$103,658 4.59%	\$91,171 1.10%	\$428 \$551 -22.32%	FBHC Holding Co. Boulder 2001 www.flatironsbank.com

Losses represented in parentheses. Source: FDIC

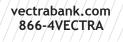
Source: Business Report Survey

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Longmont 2011 Ken Pratt Blvd. Longmont, CO 80501 720-947-8470 Broomfield 1990 W. 10th Ave. Broomfield, CO 80020 720-947-8275

Thornton 4151 E. 136th Ave. Thornton, CO 80602 720-947-8040 Westminster - Park Centre 1955 W. 120th Ave. Westminster, CO 80234 720-947-8060

Westminster 3300 W. 72nd Ave. Westminster, CO 80030 720-947-8300

ECTRARANK

Venture capital investments in Boulder and Broomfield counties

Third-quarter 2013 listed by amount of funding raised

Third-quarter investments in Boulder Valley: \$72.2 million Third-quarter investments in Colorado: \$136.6 million Third-quarter investments in United States: \$7.8 billion 2013 investments in Boulder Valley: \$139.5 million 2013 investments in Colorado: \$329 million 2013 investments in United States: \$20.5 billion

Company	Nature of Business	Amo	unt Raised Investors
SolidFire Inc. Boulder	Data storage	\$31,009,000	New Enterprise Associates Inc., Novak Biddle Venture Partners, Samsung Venture Investment Corp., Valhalla Partners LP
SomaLogic Inc. Boulder	Biotechnology	\$10,000,000	Lonetree Capital Management LLC
VictorOps Inc. Boulder	Software	\$6,500,000	Costanoa Venture Capital LP, Foundry Group LLC
Daily Inches Inc. Boulder	Software	\$5,600,100	Floodgate Fund LP, High Country Venture LLC, Lead Edge Capital
TapInfluence Inc. Boulder	Software	\$5,000,000	Access Venture Partners, Grotech Ventures
Two Moms in the Raw Inc. Lafayette	Raw-food manufacturing	\$3,500,000	NGEN Partners LLC
RoundPegg Inc. Boulder	Software	\$2,417,000	Access Venture Partners, Point B Capital LLC
Graphicly Inc. Boulder	Software	\$2,387,000	Dfj Mercury, Dundee Venture Capital
TerraLux Inc. Longmont	LED lighting	\$2,049,900	Access Venture Partners ,Emerald Technology Ventures AG, Generation Investment Management LLP
Lagrange Systems Inc. Boulder	Software	\$1,660,000	Grotech Ventures
Winston Network Inc. Boulder	Software	\$1,050,000	Dreamlt Ventures, undisclosed firm
Trada Inc. Boulder	Information technology	\$1,000,000	Foundry Group Inc



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Source: PricewaterhouseCoopers/National Venture Capital Association MoneyTree Report, Data: Thomson Reuters

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WENDY REYNOLDS Branch President NATHAN HARBERT Commercial Banking MEMBER FDIC Wells Fargo rains cash on region's ark angels

ells Fargo Bank in Boulder believes in "rain-making" in the local nonprofit community.

With a nod to Wells Fargo's biggest shareholder, Warren Buffett, Lane Ernest (the "Ernest" in the Caplan and Ernest LLC law firm in Boulder) had something to say about rain to local nonprofit group representatives who

received dollar awards from Wells Fargo recently.

Ernest was on the selection committee for the Community Assistance Foundation awards, which were handed out

ut Beth Potter

BANK NOTES

at a breakfast on Oct. 15. It's OK to violate what Noah said about predicting rain, Ernest told the assembled group. (You remember Noah – the one who built the ark.)

But if you're not worried about rain, you'd better be worried about building something to protect you from it, Ernest said. He thanked award recipients for building their own arks to help other people.

This year, Wells Fargo gave \$20,000 in grants to nonprofit groups such as the Bridge House – Ready to Work program, which helps homeless people find jobs; the Nederland Area Seniors, which provides meals and activities to Nederland seniors; and to KidCommute Inc. in Boulder, which gives kids incentives to ride their bikes. The Bridge House program and KidCommute each received \$1,500 from Wells Fargo. Nederland Area Seniors received \$1,000.

Wells Fargo market president Sam Inman cracked jokes at his own expense as he handed out checks at the breakfast. Since Inman recently took over as market president in Boulder, he said he had to ask what some of the organizational acronyms were for the nonprofits who applied for awards, for example. The ones he asked about were BIPR, the Boulder Institute for Psychotherapy and Research, which received \$750 from Wells Fargo at the breakfast; and BOHO, the Boulder Outreach for Homeless Overflow, which received \$1,000.

Other nonprofits in the region that received money include: Legacy of Learning, \$1,000; the Ratna Foundation, \$1,000; Boulder Ensemble Theatre Company, \$500; Voices for Children CASA, \$1,500; Harvest of Hope Pantry, \$750; Boulder Housing Partners Foundation, \$1,000; The Grillo Health Information Center, \$1,000; Saint Benedict Health and Healing Ministry, \$1,000; Veterans Helping Veterans Now, \$1,000; New Horizons Cooperative Preschool, \$500; Coal Creek Meals on Wheels, \$1,250; Boulder Emergency Squad, \$1,750; Chamber Music Society, \$500; and Community Action Development Corp., \$1,500.

Wells Fargo in Colorado gave \$4.3 million to charity activities in 2012, Inman said. Each Colorado Wells Fargo worker gets two work days per year to volunteer in the community – putting in 2,800 hours of time last year, Inman said.

Back to Ernest: He told the group that he now works as a chaplain on a cruise ship. He also was a Boulder County Business Hall of Fame inductee in 2007. His ark analogy was right on target on a rainy morning in Boulder just weeks after flooding hit the region.

Mortgage settlement update

Five national banks face new oversight rules about how they deal with homeowners trying to save their homes from foreclosure. One indication of how foreclosure affects the region: 82 homes in Boulder and Broomfield counties were sold in foreclosure sales in the second quarter of 2013, according to Colorado Division of Housing statistics.

The five national banks will follow more rules about how they work with homeowners facing potential foreclosure, according to a press statement from the Colorado Attorney General's office. Attorneys general across the nation are monitoring the banks and came up with the new rules this summer after consumers continued to complain about the banks.

The five banks are Ally Financial Inc. (previously known as GMAC Inc., which stands for General Motors Acceptance Corp.), Bank of America Corp, Citigroup, JPMorgan Chase and Co. and Wells Fargo and Co. The banks were involved in the National Mortgage Settlement in 2012 after consumers complained they weren't treated fairly by the banks during foreclosure processes. In Colorado, 3,700 homeowners received \$207.4 million – much of it in the form of debt forgiveness – from the national settlement, according to Colorado Attorney General John Suthers.

In response to the new oversight rules, Bank of America and Wells Fargo have added new review systems that are expected to be more responsive to homeowners who contact them about loan modifications, Suthers said in the press release.

Homeowners who are behind on their mortgages or facing foreclosure can contact the Colorado Foreclosure Hotline at 1-877-601-4673 to talk with a housing counselor about their options.

Beth Potter can be contacted at 303-630-1944 or bpotter@bcbr.com.

BANK from 11A

helped from the indirect side."

Premier Members' assets grew to \$429 million in 2012 from \$402 million in 2011, Pacheco said. Community Financial Credit Union plans to open a third location at 136th Avenue and Huron Street in Broomfield late in 2014 as a result of its growth this year, said Greg Hill, chief executive of the credit union.

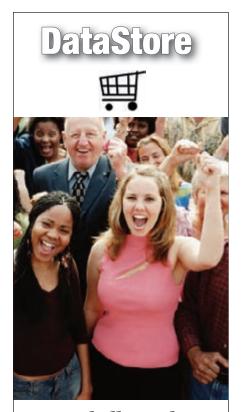
Membership has grown 2 percent – mostly from word-of-mouth advertising – in the last year, Hill said. The growth meant a net new 200 to 300 customers, he said. Asset and loan growth has gone up even faster, Hill said, without giving specifics.

Customers receive year-end dividends from Community Financial, and that often encourages them to tell their friends to join up, Hill said.

"We reward our most loyal members. That's what we're focusing on, and it's working," Hill said. "People appreciate that."

The credit union has about 11,700 members and about \$142 million in assets. Membership growth in the past year came after three or four years of annual shrinkage, Hill said.

Boulder Valley Credit Union in Boulder posted nearly 10 percent membership growth in 2012 to 20,843 members, said Jason Bauer, the credit union's vice president for communications and e-commerce.



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303-440-4950 www.BCBR.com The credit union is on pace to post 5 percent to 6 percent growth in 2013, with 21,750 members so far this year, Bauer said.

Membership growth in 2012 was buoyed by an acquisition of Indiana Members Credit Union's Boulder branch, Bauer has said. Members benefit from the credit union's push to offer mobile banking applications, Bauer said.

"More members are seeking a financial partner that has committed to technology and can provide them all of the latest and greatest features such as mobile check deposit and person-to-person payments," Bauer said.

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Wear Many Hats Running Your Business?

Your bank should be wearing one with you. Wallaroo Hat Company's co-owners, Stephanie Carter and Lenya Shore, say that's why they work with Colorado Business Bank. Stephanie says, "It's a true partnership. Our bankers are there to make sure we succeed, and when we find an opportunity, together we can move very quickly. We never could have done all this without Colorado Business Bank."

"Giving back to the community is very important to Wallaroo," says Lenya. "We have aligned ourselves with organizations that provide skin cancer research, education and prevention in the United States by donating a percentage of our sales each year to them. Finding those same philanthropic values in our bank just makes the fit even better." Carter and Shore started the company in 1999 when they discovered the Aussie secret to sun protection and wanted to bring it to the States. It's now an international company with more than 44 lines of styles for men, women and children.

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BUSINESS LIST CREDIT UNIONS (Credit unions chartered in Boulder and Broomfield counties ranked by assets.)

RANK	Credit union	Total assets 6/30 2013 Total assets 6/30 2012 Assets percent change	Net income or loss 6/30 2013 Net income or loss 6/30 2012 Net income percent change	Uninsured shares & deposits 6/30 2013 Uninsured shares and deposits 6/30 2012	Insured shares and deposits 6/30 2013 Insured shares and deposits 6/30 2012	Total delinquent loans 6/30 2013 Total delinquent loans 6/30 2012	Full-time employees Year chartered Charter number
1	ELEVATIONS CREDIT UNION 2300 55th St. Boulder, C0 80301 303-443-4672 www.elevationscu.com	\$1,309,428,051 \$1,191,519,630 10%	\$7,024,319 \$5,299,771 33%	\$44,325,902 \$38,876,863	\$1,112,388,450 \$1,016,971,352	\$4,503,060 \$4,411,085	Gerry Agnes CEO/president 308 1952 68565
2	PREMIER MEMBERS FEDERAL CREDIT UNION 5495 Arapahoe Ave. Boulder, CO 80303 303-657-7000 www.premiermembers.org	\$445,088,479 \$423,515,023 5%	\$2,144,176 \$3,233,292 -34%	\$9,472,475 \$11,900,884	\$374,751,396 \$360,391,390	\$3,623,877 \$3,449,672	Carlos Pacheco CEO 110 1966 17277
3	BOULDER VALLEY CREDIT UNION 5505 Arapahoe Ave. Boulder, CO 80303 303-442-8850 www.bvcu.org	\$300,317,555 \$254,681,507 18%	\$1,387,118 \$1,032,676 34%	\$5,545,078 \$2,806,048	\$266,877,506 \$223,871,503	\$130,120 \$313,868	Rick Allen CEO 66 1950 62574
4	COMMUNITY FINANCIAL CREDIT UNION 6855 W. 119th Ave. Broomfield, CO 80038 303-469-5366 www.yourlocalcreditunion.com	\$141,457,047 \$131,639,690 7%	\$584,068 \$597,071 -2%	\$1,737,258 \$1,531,230	\$119,600,931 \$111,631,878	\$385,444 \$479,981	Greg Hill CEO 30 1968 68550
5	BOULDER MUNICIPAL EMPLOYEES FEDERAL CREDIT UNION 2800 Arapahoe Ave. Boulder, CO 80303 303-441-7800 www.bmecu.org	\$62,142,286 \$58,520,500 6%	\$7,757 \$98,476 -92%	\$1,136,232 \$656,243	\$55,944,867 \$53,119,280	\$85,330 \$110,128	Ann Babiak CEO 16 1965 16710
6	ASHOKA CREDIT UNION 3405 Penrose Place, Suite 102 Boulder, CO 80301 303-444-9003 www.ashokacreditunion.org	N/A \$2,401,825 -100%	\$12,979 \$1,765 635%	\$0 \$0	\$2,219,699 \$2,162,277	\$0 \$0	Allya F. Canepa CEO 2 1976 63418

Source: National Credit Union Administration

Larry Dolgin, Owner / President *The Feet* Researched by Mariah Tauer

Source: Business Report Survey

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CREDIT from 11A

director of Mountain West Credit Union Association, a trade group serving member credit unions in Arizona, Colorado and Wyoming. Credit Union Direct Connect was started in the 1990s by member credit unions to consolidate "back end" administrative services and help them be more competitive, Dore said.

Premier Members also uses the car loan program to market other offerings to potential customers, Pacheco said.

"This gives us an opportunity in the end to have the relationship that we started in the dealership showroom," Pacheco said.

While interest rates change daily, Credit Union Direct Connect offers cheaper rates than banks do, said Marsha Marrier, a spokeswoman for Credit Union Direct Connect, quoting statistics from Informa Research Services Inc. a consumer market research firm in Calabasas, California. An average car loan of \$30,000 from a commercial bank was 4.16 percent for a five-year loan, while the rate for the same amount from a credit union was 2.82 percent, Marrier said, quoting Informa. The 1.3 percent difference in rates would equate to \$1,100 in customer savings over the life of the loan, she said.

Car loan rates also change according to a customer's credit rating and loan terms, among other things, Marrier said. CUDC, based in Centennial, is one of at least two similar financial programs in the state. At car dealerships, banks often say they can offer more competitive rates because of their volume. Car manufacturers also often back low interest rates on car loans.

CUDC member credit unions in the Boulder Valley were offering a 2.99 percent interest rate to potential customers with the best credit histories through the state car loan program in the Oct. 15-31 time period.

The Credit Union Direct Connect program has been a good marketing tool for Community Financial Credit Union in Broomfield, said Greg Hill, chief executive. The number of loans Community Financial has made through the program has gone up annually in the last few years, he said, without giving specifics.

Member credit unions are "preferred lenders" with Sonic Automotive and AutoNation car dealerships across the country because of a partnership with the National Dealer Group Corporate Partnerships program, Marrier said. The national pro-



This gives us an opportunity in the end to have the relationship that we started in the dealership showroom.

Carlos Pacheco CHIEF EXECUTIVE, PREMIER MEMBERS FEDERAL CREDIT UNION

gram offers additional incentives to car dealerships to offer the best rate credit unions have to potential buyers, Marrier said.

Member credit unions pay a fee equal to about 1 percent of an entire loan transaction into the program, Marrier said. Returns for memberowners have been strong in recent years, she said, without giving specific revenues. Book value at the company grew 11.6 percent in 2012 and is expected to grow 15 percent in 2013, she said.

While Boulder Valley Credit Union in Boulder doesn't belong to the CU Direct Connect program, it also has seen good volume on auto loans in recent years, said Jason Bauer, vice president for communications and e-commerce at the credit union.

Boulder Valley Credit Union can offer auto loan interest rates as low as 1.99 percent for up to 66 months, Bauer said. Just as with other credit unions, BVCU offers discounts for customers with checking and direct deposit accounts as well as those who have other loans.

"This relationship pricing just deepens the relationship we have with our members," Bauer said, "and allows us to offer a very low rate that competes with financing at dealerships."

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EYE from 3A

like PhoCusWright, a world leader in travel-industry research, where we converted their annual conference handbook from paper into a digital format, reduced the size of the conference materials, and printed them on recycled paper."

The article showcased the uniquely configured images of leaves and other

natural elements The Creative Alliance designed for client LaserCycle USA, which manufactures recycled toner cartridges. "These elements reinforce LaserCycle's commitment to the environment and are used to great effect on their vehicle fleet as well as on boxes for their recycled cartridges," Heitman said.

SKOOP from 3A

nity, "to skoop" as a verb is quickly becoming a shorthand term for a way to feel more calm and focused during the day, Bogusky said.

"If I'm grumpy, my assistant would say, 'Did you skoop today?' Bogusky said. "You don't usually feel a difference with supplements. At least I haven't. But apparently I'm a nicer person with Skoop."

Skoop LLC workers get their product into customers' hands through social and direct marketing techniques. About 50 personal trainers, nutritionists, yoga instructors and others who work in health and fitness jobs sell the food powder, Bogusky said. It also can be purchased online at healthyskoop.com.

which tend to put small companies

The unconventional marketing model works well with products that don't weigh much and are easy to ship, which makes "A Game" products a perfect candidate, Stroh said. Skoop operates out of a Boulder warehouse, he said.

The unconventional model creates

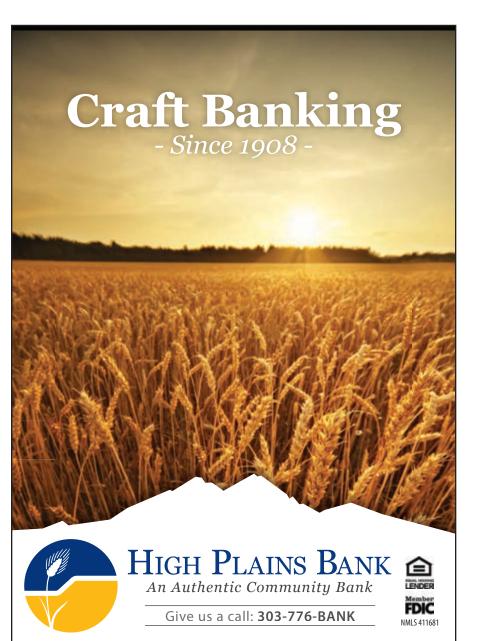
If I'm grumpy, my assistant would say, 'Did you skoop today?' You don't usually feel a difference with supplements. At least I haven't. But apparently I'm a nicer person with Skoop.

Alex Bogusky CO-FOUNDER, SKOOP LLC

more jobs, too, and distributes wealth in a different way than a company that goes through traditional grocery store retailers and distributors, Bogusky said. While some former companies have given "social selling" techniques a bad reputation in the past, Skoop is operating under a new model, he said. One of the main differences of Skoop's social selling strategy is that the company ships products directly to consumers, so sellers don't have to buy unused inventory, he said.

"People like to buy from people they know," Bogusky said.

In response, Skoop is working on building its network of salespeople, Bogusky said.



The unconventional sales route is expected to help the new company grow quickly, Stroh said. That's because traditional grocery store chains charge food companies "slotting fees" to stock products, meaning that companies are charged for preferred placement on grocery shelves, Stroh said. Stores also often ask startup companies for product discounts,

underwater financially, Stroh said.

Preliminary Challenge Wednesday, January 15, 2014 University of Northern Colorado Center at Centerra, Loveland

Each semi-finalist will have 15 minutes to present their new venture at during the Preliminary Challenge competition. Following each entrepreneur's presentation, judges and other business experts will provide valuable feedback during a private roundtable session.

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Applications are due Friday, November 8

To compete, submit application online at mcb-echallenge.com. Semi-finalists will be selected and notified by November 22.

the new business incubator at the University of Northern

Colorado! The competition is open to Colorado-based

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Third Place \$10,000

Second Place \$15,000



Monfort College of Business Entrepreneurial Challenge Tuesday, March 25, 2014 12 p.m.-5 p.m. University of Northern Colorado, **Greeley Campus** Free and open to the public

Five finalists will present their business plan in a "Shark Tank" format and receive invaluable insight and feedback from our blue chip panel of judges. Winners will be announced that night at the Bravo! Entrepreneur Awards, a Northern Colorado Business Report event sponsored by the Monfort College of Business.

www.mcb-echallenge.com

UNIVERSITY of NORTHERN COLORADO



600 Kimbark Street, Longmont, CO

MANUFACTURING Centerline on fast lane to growth

Generating power immune to recession

BY JOSHUA LINDENSTEIN jlindenstein@bcbr.com

LONGMONT – Unlike many business owners, Larry Haynes never worried much about when Centerline Power Corp. might recover from the Great Recession. In fact, the Centerline owner sort of likes recessions.

That's because Centerline largely has been immune to them since its founding in 1990.

Centerline, which manufactures aftermarket fuel-injection components for large diesel engines in the marine, rail and stationary powergeneration industries, thrived during the recent economic downturn. Slow is something Haynes said recently that Centerline has never been – outside of a few months in its earliest days.

"We're basically in the toothpaste and toilet paper business, things you have got to have," Haynes said. "Trains have always got to run. Ships have always got to cross the ocean. And the lights always have to burn. So we're recession-proof."

And primed for growth.

Centerline plans to move into about 8,600 square feet at 1830 Boston Ave. in Longmont in November. The company has been at 1910 Pike Road, where it has 4,800 square feet, for about 12 years.

"We can't keep up with demand," Haynes said. "This building opens up a lot of doors for us."

Centerline purchased about 15,000 square feet of the nearly 19,000-square-foot building on Boston Avenue in February. R/X Automation Solutions Inc., which recently purchased a building on Sherman Street for its new headquarters, had much of Centerline's space under lease through this month.

The owners of Take Action Family Karate Inc., doing business as Scornavacco Martial Arts Academy, own the rest of the building. Shadow Ops Weaponry LLC, meanwhile, leases space from Centerline and will expand from about 3,500 square feet to nearly 6,400.

Other than the nature of Centerline's products as staples for the company's customers, Centerline's success during the downturn was also partly attributable to the fact that 90 percent of its products are exported to other countries. When the value of



Workers in Centerline Power Corp.'s shop in Longmont specialize in engines with 1,000 or more horsepower that operate at 1,000 revolutions per minute or fewer. Uses for Centerline parts include on cruise ships, locomotives, large generators and deep-sea oil rigs.

the dollar sinks, his products become value buys for foreign customers.

Haynes said the downturn also made it easier to schedule subcontractors, cutting lead times and reducing costs for Centerline. Perhaps the toughest part of the recession was the backlog of orders the company had despite the added efficiencies.

"It's always painful to tell a customer who needs parts, 'No, I'm sorry. You've got to wait 20 weeks," Haynes said.

Haynes said Centerline will have revenue of a little more than \$1 million this year, although he expects that number to double next year as the company ramps up other product lines now that it has more space to work with. Centerline, which has nine employees, will be adding two or three with the move to help keep up with the expansion, the company's third in its 33 years.

For the most part, Centerline specializes in engines with 1,000 or more horsepower that operate at 1,000 revolutions per minute or fewer. Centerline parts are found in cruise ships, locomotives, large generators and deep-sea oil rigs, just to name a few.

A side niche, the high-performance realm for competition vehicles, has also been taking off of late, Haynes said, and will drive much of the growth next year. Tractor pulls and drag strips are becoming a major source of demand.

Demand also is increasing for Centerline to increase its production of after-market parts for large Caterpillar engines.

JONATHAN CASTNER

The new building "is a great chance to take advantage of some of the opportunities at our disposal," Haynes said.

Haynes, 58, a self-described engine historian, grew up playing with engine parts as a kid. His father founded Haynes Corp. in Jackson, Michigan, in 1960. Originally a manufacturer's rep, Haynes Corp. got into the fuel-injection parts manufacturing business in the early 1970s when it purchased Adeco Products Inc. Larry Haynes worked for the family business from then until the mid-1980s when he moved to Colorado and eventually started Centerline.

As Chinese manufacturers drove many other after-market manufacturers out of business, Centerline's niche as an American-made manufacturer focused on quality has strengthened.

The company's ability to adapt to specialized needs also has been a key driver in its success. When a tourist boat operator in Puget Sound calls looking for a plunger and bushings for a 1929 Atlas engine, Haynes can make the person's jaw drop when he reels multiple Atlas model numbers off the top of his head to get specifics about what he's being asked to build.

"A lot of people who even know about that engine are all dead," Haynes said.



Technician Louie Switalski works on a pump element for a General Electric locomotive engine at Centerline Power Corp. in Longmont.

Top four myths in the job-search process

s a recruiter, I can tell you from both sides of the table what works and what doesn't when you're looking for a job. Most people have heard their share of advice from friends and family when they begin their job search, some of it is even profitable. However, I have found that several misconceptions continue to be perpetuated. Below are the top myths I want to bust before you start looking.

Myth 1: "Getting a job is a numbers game. The more resumes I send out, the faster I'll get a job."

If you are sending out a bunch of resumes and you are not getting interviews, then something is wrong with your resume. As recruiters, here's what makes us put the resume in the "Interview" pile:

• It is a format that is easy to read, tells us about you quickly and is typo free.

• The positions you're applying for are similar to the positions you've held.

• It is relevant to the job. Everything on your resume must align with the job description and be 100 percent truthful. The required skills indicated on the job description should match the skills on your resume.

Myth 2: "If I'm getting interviews, I should get offers."



your stories are relevant and truthful. Your goals are to become known, liked and prove that you're capable of the

If you are getting interviews but

breaking down during the interview.

You need to plan for your interview

Highlight three – and only three – of

by reviewing the job description.

not getting offers, something is

position. Myth 3: "I **GUEST OPINION** Kendra Prospero

should follow a dream no matter what. The money will follow."

I am not a dream buster, but this is simply not true. The easiest and fastest way to get a new job is by doing the same role in the same industry, but for a different company. If you don't love this work, then the next easiest opportunity is the same role for a different industry. The third path is to get a different role in the same industry. It is difficult because you need to convince people that already know you in one role to accept you as being proficient in another.

The most difficult transition is to apply for a new role in a new **IF YOU ARE GETTING INTERVIEWS**

but not getting offers, something is breaking down during the interview. You need to plan for your interview by reviewing the job description. Highlight three – and only three – of your best qualities and make sure your stories are relevant and truthful.

industry. This is the route I typically see people take who are following a dream. It is possible, but you need to know that it takes tremendous energy to make this happen. We love helping people put a career path in place to meet a dream, but it takes effort, education and time. Bottom line: If you hate the work you've been doing, and you need a new job, you probably need some help laying out a career path that will help you live your dream while still earning a living.

Myth 4: "Monster.com has most of the open jobs listed."

Actually, only about 60 percent of the open jobs show up on the various job sites. Many companies will post on one job board in conjunction with their career page in order to save money. If you use only Monster.com to look for jobs, and a company with your perfect job used Craigslist, you will never hear of the opportunity.

We utilize proprietary technology which pulls all the major job boards together, and then access our growing database of local companies who don't typically advertise on the big job sites. To really get a picture of every open position, you need to follow all boards and company websites. This is extremely time consuming and difficult unless you already have a handful of companies in mind.

Searching for a job can be stressful and time consuming, but if done properly your rewards will be financial and personal. Your success will be determined by planning ahead, utilizing all the tools at your disposal and above all, being honest and prepared. I wish you good luck in your search and new position.

Recruiter Kendra Prospero at Turn*ing the Corner LLC in Boulder can* be reached at720-446-8876 or info@ turningthecornerllc.com.

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FOR THE **RECORD**

Bankruptcies

Applications for bankruptcy protection are filed with the U.S. Bankruptcy Court in Denver. Chapter 7 denotes filings made for liquidation. Chapter 11 indicates filings for reorganization. Chapter 13 indicates filings that enable petitioners to pay off their creditors over three to five years.

This information is obtained from SKLD Information Services.

BANKRUPTCIES

Boulder County

Chapter 7

JOSE ISMAEL SIFUENTES, 930 TIF-FANY PL, LONGMONT; CASE #2013-

26160, DATE FILED: 9/25/2013 ISHA LUCAS, 2305 13TH ST #4, BOULDER; CASE #2013-26178,

DATE FILED: 9/25/2013 JOYCE CORRINE REED, 1147 EMERY ST, LONGMONT; CASE #2013-26214, DATE FILED: 9/25/2013

KENNETH W BEACH, 1305 COUR-TESY RD, LOUISVILLE; CASE #2013-26217, DATE FILED: 9/25/2013

JAMES THOMAS MITCHELL, 2304 DOGWOOD DR, ERIE; CASE #2013-26236, DATE FILED: 9/25/2013

JOANNA KING, 2540 SUNSET DR APT F125, LONGMONT; CASE #2013-26241, DATE FILED: 9/25/2013

DAVID ORTOLANO, 1020 1/2 PORT-LAND PLACE, BOULDER; CASE #2013-26308, DATE FILED: 9/26/2013

MICHAEL GLENN SR YOUNG, 524 BROSS ST, LONGMONT; CASE #2013-26309, DATE FILED: 9/26/2013

JENNIFER MARIE WRIGHT, 1052 PONDEROSA CIRCLE, LONGMONT; CASE #2013-26384, DATE FILED: 9/27/2013

DONALD JOSEPH 2ND DOWLING, 422 23RD AVE, LONGMONT; CASE #2013-26444. DATE FILED: 9/28/2013

MARY AGNES PUGH, 1352 EMERY STREET, LONGMONT; CASE #2013-26497, DATE FILED: 10/1/2013

JENNIFER JUNE PARRILL, 630 S PECK DRIVE APT 3306, LONGMONT; CASE #2013-26523, DATE FILED: 10/1/2013

ILDIKO JAGER, 4505 REDMOND DR APT12204, LONGMONT; CASE #2013-26525, DATE FILED: 10/1/2013

ANDREW CLARK SMITH, 11178 N 66TH STREET, LONGMONT; CASE #2013-26570, DATE FILED: 10/1/2013 TIMOTHY R KOHLER, 320 SUG-

ARBIN CT, LONGMONT; CASE #2013-26573, DATE FILED: 10/1/2013 ANNA MARIAN UNGER, 152

PHEASANT RUN, LOUISVILLE; CASE #2013-26580, DATE FILED: 10/1/2013 JAVIER SIERRABARRERA, 11700 E SOUTH BOULDER RD #304, LAFAY-ETTE; CASE #2013-26631, DATE

FILED: 10/2/2013 GREGORY JOSEPH II HAAG, 4505 REDMOND DRIVE #17108, LONG-MONT; CASE #2013-26638, DATE

FILED: 10/2/2013 CHRISTINA LYNNE STROZIER, 3212 LAKE PARK WAY APT 105, LONGMONT; CASE #2013-26639, DATE FILED: 10/2/2013

CATHRYN ROSE RUSSELL, 1030 RED OAK DR, LONGMONT; CASE #2013-26764, DATE FILED: 10/4/2013

Chapter 13

DRIVE #G327, SUPERIOR; CASE #2013-26284, DATE FILED: 9/26/2013

JASON MICHJAEL BRISTOL, 1770 MACCULLEN DR, ERIE; CASE #2013-26426, DATE FILED: 9/28/2013

BRIAN N WALLER, 249 MONARES LANE, ERIE; CASE #2013-26724, DATE FILED: 10/4/2013

Broomfield County Chapter 7

ZACHARY KANE ROLAND, 3807 W 127TH AVE, BROOMFIELD; CASE #2013-26435, DATE FILED: 9/28/2013 KARYN MERYLE SANDERS, 13456

Foreclosures

Includes notices of election and demand filed by creditors alleging default on a debt. Foreclosures are not final until a Public Trustee's Deed has been issued.

State Tax Liens

Judgments filed against assets of individuals or businesses with delinquent taxes.

VIA VARRA UNIT 207, BROOMFIELD; CASE #2013-26776, DATE FILED: 10/4/2013

Chapter 13

RICHARD DEAN SHANNON, 14980 WASHINGTON ST, BROOMFIELD; CASE #2013-26300, DATE FILED: 9/26/2013

FORECLOSURES

Boulder County BORROWER: PRISCILIANO RAY-GOZA PALOS, 815 MEEKER ST APT

D, LONGMONT. LENDER: WELLS FARGO BK, AMOUNT DUE: \$121408. CASE #3341321. 9/12/2013 BORROWER: RUSSELL & KARA

REECER, 3909 RIDGE RD, NEDER-LAND. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$334621. CASE #3341934.9/17/2013

BORROWER: CHRISTY J COLE-MAN REVOCABLE TR, 10094 STATE HIGHWAY 7, ALLENSPARK, LENDER: JPMORGAN CHASE BANK NATION-ALA, AMOUNT DUE: \$168410. CASE #3342150. 9/18/2013

BORROWER: SKYLAR & JENNI-FER WEITZEL, 215 MAPLEWOOD DR, ERIE. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$250034. CASE #3342151.9/18/2013

BORROWER: MARY C MULRY, 12855 N 66TH ST, LONGMONT. LENDER: CITIMORTGAGE INC, AMOUNT DUE: \$142908. CASE #3342152. 9/18/2013

BORROWER: ROY F & DELLA E CALVO, 570 LONDON AVE, LAFAY-ETTE. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$145264. CASE #3342153.9/18/2013

BORROWER: MARJORIE M PALM-ER, 1629 LONG BOW CT, LAFAY-ETTE. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$63203. CASE #3342154. 9/18/2013

BORROWER: RAE L & KENNETH J PITCHER, 750 FURROW WAY, LAFAYETTE. LENDER: FIFTH THIRD MORTGAGE CO, AMOUNT DUE:

\$306553. CASE #3342529. 9/19/2013 BORROWER: EDWARD A & REYNE M HARRISON, 1408 MONARCH DR, LONGMONT. LENDER: BANK NEW YORK MELLON TRUSTEE, AMOUNT DUE: \$175441. CASE #3342530. 9/19/2013

BORROWER: MICHAEL J HECHT, MULT PROP, . LENDER: MILE HIGH BANKS, AMOUNT DUE: \$1637454. CASE #3343022. 9/20/2013

BORROWER: KATHRYN ANN & LUCIO MARIO MEDINA, 65 CEDAR CT, LONGMONT. LENDER: NATION-STAR MORTGAGE LLC, AMOUNT DUE: \$216785. CASE #3343023. 9/20/2013

BORROWER: WHITE WILLOW ASSOCIATES LLC, 950 LARAMIE BL/D UNIT D, BOULDER. LENDER: BANK WEST, AMOUNT DUE: \$77206. CASE #3343024. 9/20/2013

BORROWER: ROBERT F & RACHEL MAS SARNO, 4004 PERIWINKLE LN, LONGMONT. LENDER: GERALD DOUGLAS SARNO, AMOUNT DUE: \$200000. CASE #3343025.9/20/2013

BORROWER: SHAWNA FEHLMANN, 1609 LONG BOW CT, LAFAYETTE. LENDER: EVERBANK, AMOUNT DUE: \$91159. CASE #3343280. 9/21/2013

BORROWER: FRANK CHAPMAN III & ELEANOR TAFFEE B HIGHTOWER, 3385 SAINT VINCENT PL, BOUL-DER. LENDER: DEUTSCHE BANK NATIONAL TRUST C, AMOUNT DUE: \$488648. CASE #3343413. 9/24/2013

Judgments

Judgments constitute decisions by a court of law against an individual or corporation for payment of monetary damages.

Warranty Deeds

Transfers property while guaranteeing a clear title free of any encumbrances that are not listed on the deed.

BORROWER: ESEQUIAL DE LATORRE, 16 REED PL, LONGMONT. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$145872. CASE #3343414. 9/24/2013

BORROWER: MIGUEL & ERIKA GONZALEZ, 1032 FRANCIS ST, LONGMONT. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$169583.CASE #3343607.9/25/2013

BORROWER: DELVA JEAN MCK-INNEY, 2240 DUNBAR CT, LONG-MONT. LENDER: NATIONSTAR MTG LLC, AMOUNT DUE: \$221349. CASE #3344353. 9/27/2013

BORROWER: VINCENT T & MELIN-DA C JORDAN, 1950 RIDGEVIEW DR, LONGMONT. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$160581.CASE #3344571.9/28/2013

BORROWER: ALBERT D AREL-LANO, 2727 FOLSOM ST APT 335, BOULDER. LENDER: PNC BANK NATIONAL ASSOCIATION, AMOUNT DUE: \$93849. CASE #3344572.

9/28/2013 BORROWER: CHARLES HESSNER, 607 E SIMPSON ST, LAFAYETTE. LENDER: CITIMORTGAGE INC, AMOUNT DUE: \$141969. CASE #3344573. 9/28/2013

Broomfield County

BORROWER: ALEJANDRA A & THOMAS BAIRD, 2699 W 126TH AVE, BROOMFIELD. LENDER: NATION-STAR MORTGAGE LLC, AMOUNT DUE: \$230082. CASE #13745. 9/24/2013

BORROWER: MELINDA R BECKER, 1128 OPAL ST UNIT 103, BROOM-FIELD. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$106832. CASE #14003. 9/28/2013

JUDGMENTS

Boulder County

DEBTOR: CHRISTINE L SMITH, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$8945.43. CASE #C-13C-031741. DATE: 9/12/2013

DEBTOR: ANTHONY L STEWART, CREDITOR: FIRST RESOLUTION INVEST CORP. AMOUNT: \$5350.2. CASE #C-09C-002237. DATE: 9/12/2013

DEBTOR: HAROLD D SORENSEN, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$3168.7. CASE #C-13C-031610. DATE: 9/12/2013

DEBTOR: PETER F DALBY, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$9105.62. CASE #C-13C-031649. DATE: 9/12/2013

DEBTOR: AMANDA LUJAN, CREDI-TOR: PRIME ACCEPTANCE CORP. AMOUNT: \$7206.77. CASE #C-13C-032432. DATE: 9/12/2013

DEBTOR: CHRIS HASTINGS, CRED-ITOR: CAVALRY SPVILLC. AMOUNT: \$1528.86. CASE #C-13C-032519. DATE: 9/12/2013

DEBTOR: JANET E GUNN, CREDI-TOR: UNIFUND CCR PARTNERS. AMOUNT: \$2962.41. CASE #C-13C-031480. DATE: 9/12/2013

DEBTOR: STEVE K PORTER, CRED-ITOR: UNIFUND CCR PARTNERS. AMOUNT: \$11726.88. CASE #C-13C-031612. DATE: 9/12/2013

DEBTOR: THOMAS WIERINGA, CREDITOR: FIRSTBANK. AMOUNT: \$41689.94. CASE #D-12CV-000234. DATE: 9/12/2013

DEBTOR: KSK ROOFING EXTERI-ORS LLC, CREDITOR: PINNACOL ASSURANCE. AMOUNT: \$6072.36. CASE #C-2012C68591. DATE: 9/12/2013

DEBTOR: ALI & ALI A MAJD,

AMOUNT: \$1317.01. CASE #C-12C-003170. DATE: 9/26/2013

CREDITOR: SAEED FAKHIMAL-

IZAD. AMOUNT: \$393725.15. CASE

DEBTOR: ALI & ALI A MAJD,

CREDITOR: SAEED FAKHIMAL

IZAD, AMOUNT: \$17226.92, CASE

#D-11CV-000169. DATE: 9/12/2013

DEBTOR: ALI & ALI A MAJD. CREDI-

TOR: MILE HIGH AUTOMOBILES

LLC. AMOUNT: \$42075.0. CASE

#D-11CV-000169. DATE: 9/12/2013

DEBTOR: ROBERT HANSON.

CREDITOR: THARP CABINET CORP.

AMOUNT: \$4203.01. CASE #C-13C-

DEBTOR: AMANDA C SUMNER,

CREDITOR: MAINSTREET ACQUI-

SITION LLC. AMOUNT: \$26184.85.

CASE #D-13CV-030786. DATE:

DEBTOR: ELIZABETH BROOKS,

CREDITOR: CAPITAL ONE BK USA

AMOUNT: \$8255.24, CASE #C-13C-

DEBTOR: JOE C FORBES, CREDI-

TOR: CAPITAL ONE BK USA.

AMOUNT: \$3193.99. CASE #C-13C-

DEBTOR: JON P BUTSCH, CREDI-

TOR: CAPITAL ONE BK. AMOUNT:

\$5564.1. CASE #C-07C-002754.

DEBTOR: STEPHANIE J TERN-

EST, CREDITOR: CAPITAL ONE BK.

AMOUNT: \$7137.92, CASE #C-07C-

DEBTOR: RCYMT ELEC REPAIR

LLC, CREDITOR: ROSENSTOCK

PLACE LLC. AMOUNT: \$9691.27

CASE #D-13CV-031885. DATE:

DEBTOR: LESLIE LINDFELT.

CREDITOR: CAPITAL ONE BK USA.

AMOUNT: \$865.5. CASE #C-13C-

DEBTOR: ELIKE NUKU, CREDI-

TOR: DISCOVER BK. AMOUNT: \$14142.12. CASE #C-13C-032530.

DEBTOR: ROGER R WISEHART,

CREDITOR: PORTFOLIO RECOVERY

ASSOC LLC. AMOUNT: \$1515.74.

CASE #C-13C-031764 DATE:

DEBTOR: JONATHAN R HON-

DORF, CREDITOR: DISCOVER BK.

AMOUNT: \$10749.16. CASE #C-12C-

DEBTOR: MICRO MOTION INC.

CREDITOR: SHERRIE RODARTE.

AMOUNT: \$321531.16. CASE

DEBTOR: THOMAS JR & THOMAS

S KNOLL, CREDITOR: VECTRA BK

COLO. AMOUNT: \$83222.0. CASE

#D-13CV-030645. DATE: 9/20/2013

DEBTOR: JAVIER TORRES, CREDI-

TOR: MIDLAND FUNDING LLC.

AMOUNT: \$4282.37. CASE #C-13C-

DEBTOR: LONI SCHRADER, CREDI-

TOR: MIDLAND FUNDING LLC.

AMOUNT: \$1810.73. CASE #C-13C-

DEBTOR: ROBERT SNYDER,

CREDITOR: MIDI AND FUNDING

LLC. AMOUNT: \$3949.47. CASE

DEBTOR: THEODORE R HARVEY,

CREDITOR: BC SERVICES INC.

AMOUNT: \$371.1. CASE #C-13C-

DEBTOR: MAGALI G ECHEAGA

RAY. CREDITOR: DISCOVER BK.

AMOUNT: \$2686.77. CASE #C-07C-

DEBTOR: NELSON A MELARA,

CREDITOR: DISCOVER BK. AMOUNT: \$6676.24. CASE #C-07C-

DEBTOR: GERALD LEE SR DIT-

TMER, CREDITOR: BONDED BUSI-

NESS SERV LTD. AMOUNT: \$2278.9.

CASE #C-09C-060940. DATE:

DEBTOR: DANIEL & DANIEL H

ONG, CREDITOR: CAPITAL ONE BK.

AMOUNT: \$8799.74. CASE #C-06C-

DEBTOR: CRAIG J WALKER, CRED-

ITOR: WELLS FARGO BK MINNESO-

TA. AMOUNT: \$18037085.43. CASE

#D-13CV-030490. DATE: 9/26/2013

DEBTOR: CAIN HATHAWAY, CREDI-

TOR: ASSET ACCEPTANCE LLC.

004981. DATE: 9/25/2013

#C-13C-030653. DATE: 9/20/2013

032139. DATE: 9/20/2013

031854. DATE: 9/20/2013

030575. DATE: 9/21/2013

001904. DATE: 9/25/2013

003280 DATE 9/25/2013

9/25/2013

#D-11CV-001567. DATE: 9/19/2013

000819. DATE: 9/19/2013

033405. DATE: 9/19/2013

DATE: 9/19/2013

9/19/2013

031463, DATE: 9/17/2013

032154. DATE: 9/17/2013

004187. DATE: 9/17/2013

DATE: 9/17/2013

9/18/2013

030318. DATE: 9/17/2013

9/17/2013

#D-11CV-000169. DATE: 9/12/2013

DEBTOR: CATHERINE LAMM, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$984.98. CASE #C-12C-003286. DATE: 9/26/2013

Oct. 25 - Nov. 7, 2013 **23**

RELEASE

DATE: 9/25/2013

OF JUDGMENT

Boulder County

DEBTOR: VINCENT E KENSON.

CREDITOR: WILDGRASS MASTER

ASSOC. AMOUNT: \$1313.91. CASE

DEBTOR: RENATA LUDLOWUP-

TON, CREDITOR: BC SERVICES INC.

AMOUNT: \$0.0. CASE #C-07C1891.

BCOR LTD, \$112.35, CASE

BUZZ COFFEE LLC, \$790.2, CASE

KJ CREATIONS LLC, \$593.5, CASE

NYB MED LEGAL INC, \$470.66,

RD AUTOMOTIVE LLC, \$4159.5,

TIMOTHYS COLO LLC, \$1439.15,

KENNEDY SITEWORKS LLC,

\$4562.36, CASE #13754, 9/24/2013

TIMOTHYS COLO INC, \$1439.15,

OF STATE TAX LIENS

JACK & EVELYN WCOOPER, \$0.0,

JACK & EVELYN WCOOPER, \$0.0,

GLOBALSCHOLAR INC, \$14161.36,

ROGER A & GERALDINE

MSCHMITZ, \$0.0, CASE #3341437,

ROGER A & GERALDINE

MSCHMITZ, \$0.0, CASE #3341438,

ROGER A & GERALDINE

MSCHMITZ, \$0.0, CASE #3341439,

Seller: BARBARA & GARY R BECKER

Buyer, Buyer's Address: JAY GOR-

DON GENGELBACH, 4964 VALKYRIE

Address: 4964 VALKYRIE DR, BOUL-

Buyer, Buyer's Address: LEE HILL

COMMUNITY LLLP, 1175 LEE HILL

Address: 1175 LEE HILL DR. BOUL-

Buver. Buver's Address: PETER

Address: 5 SUNSET CIR, LONG-

Buyer, Buyer's Address: ANNE W

Address: 1041 10TH ST, BOULDER

Buyer, Buyer's Address: CARTER

LIOUS & CARTER KING, 1418 HAR-

Address: 1418 HARVARD ST, LONG-

BARRETT TRUST, 1041 10TH ST

WARRANTY DEEDS

Boulder County

STATE TAX LIENS

Boulder County

#3342516, 9/19/2013

#3342008, 9/17/2013

#3344255, 9/26/2013

CASE #3344476, 9/27/2013

CASE #3344254, 9/26/2013

CASE #3343953. 9/25/2013

Broomfield County

CASE #13785, 9/24/2013

Boulder County

CASE #3344019, 9/25/2013

CASE #3344020, 9/25/2013

CASE #3344253, 9/26/2013

RELEASE

9/12/2013

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Price: \$

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Price: \$440000

Price: \$311000

Date Closed: 9/24/2013

LAND, 550 CASPER DR

Seller: FRANCES M SULLIVAN

Buyer, Buyer's Address: MICHAEL

JOHN & CHRISTINA FAITH ENG-

Address: 550 CASPER DR, LAFAY-

MONT

Price: \$240000

Price: \$1075000

Date Closed: 9/24/2013

Date Closed: 9/24/2013

Seller: AMY SUFNSEN

ADENEY, 751 JUDSON ST

Date Closed: 9/24/2013

Date Closed: 9/24/2013

Seller: DEBRA K KEMIS

Seller: SHIRIN & DAVID KOLLAR

Buyer, Buyer's Address: DESERT

ROCK REALTY LLC, 1830 BOSTON

Address: 1830 BOSTON AVE STE B

Date Closed: 9/24/2013

Seller: ANNE W BARRETT

Seller: 1175 LEE HILL LLC

#C-13C-030459. DATE: 9/26/2013

DEBTOR: LIONEL GONCALVES, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$899.11. CASE #C-12C-003207. DATE: 9/26/2013

DEBTOR: PAUL GOODMAN, CREDI-TOR: ASSET ACCEPTANCE LLC. AMOUNT: \$11928.58. CASE #C-12C-003309. DATE: 9/26/2013

DEBTOR: TERRY FOX, CREDI-TOR: ASSET ACCEPTANCE LLC. AMOUNT: \$2049.62. CASE #C-12C-001775. DATE: 9/27/2013

DEBTOR: JESUS E ANCHONDO, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$4010.33. CASE #C-07C-004156. DATE: 9/27/2013

DEBTOR: JAMES G MARTIN, CREDITOR: CACH LLC. AMOUNT: \$1737.63. CASE #C-13C-032579. DATE: 9/27/2013

DEBTOR: BRETT VALETTE, CREDI-TOR: KENT A WILSON. AMOUNT: \$2100.0. CASE #C-13S00481. DATE: 9/28/2013

DEBTOR: CATHERINE ANNE CORONA, CREDITOR: LISA FELD-MAN. AMOUNT: \$2117.61. CASE #C-13C-000737. DATE: 9/28/2013

DEBTOR: JOSE A BENCOMO, CREDITOR: CACH LLC. AMOUNT: \$2216.08. CASE #C-11C-004697. DATE: 9/18/2013

DEBTOR: JACOB H & JACOB HENRY MARCH, CREDITOR: COUN-TRYSIDE CONDO HOMOWNERS AS. AMOUNT: \$2881.2. CASE #C-12C-003488. DATE: 9/18/2013

DEBTOR: AARON D RIEL, CREDI-TOR: EQUIABLE ASCENT FIN LLC. AMOUNT: \$1330.99. CASE #C-09C-002667. DATE: 9/20/2013

DEBTOR: WALDEN SWEET, CREDITOR: UNKOWN. AMOUNT: \$5574.05. CASE #D-2008PR105. DATE: 9/24/2013

DEBTOR: JEANETTE RIVERA, CREDITOR: LIBERTY ACQUISI-TIONS SERVICING. AMOUNT: \$1074.46. CASE #C-11C-000650. DATE: 9/25/2013

DEBTOR: JEANETTE RIVERA, CREDITOR: CENTRAL CREDIT CORP. AMOUNT: \$259.87. CASE #C-03C-003015. DATE: 9/25/2013

DEBTOR: JEANETTE RIVERA, CREDITOR: TITAN RECOVERY GROUP LLC. AMOUNT: \$5234.77. CASE #C-06C-003795. DATE: 9/25/2013

DEBTOR: AMY R DEBORSKI, CREDITOR: CITIBANK SOUTH DAKOTA. AMOUNT: \$3403.63. CASE #C-09C-002197. DATE: 9/26/2013

DEBTOR: DEBBIE HARRIS, CREDI-

TOR: FORTIS CAPITAL IV LLC.

AMOUNT: \$12321.8. CASE #C-13C-

DEBTOR: ANGELENA & PETER

PALOMBO, CREDITOR: BC SERVIC-

ES INC. AMOUNT: \$1709.93. CASE

DEBTOR: BOBBIE R & GREGG P

ANDERSON, CREDITOR: ACCOUNT

BROKERS INC. AMOUNT: \$854.55.

CASE #C-13C-030267. DATE:

DEBTOR: CRAIG J WALKER, CRED-

ITOR: WELLS FARGO BK MINNESO-

TA. AMOUNT: \$18037085.43. CASE

DEBTOR: DANIEL & JENNIFER L

JAMES, CREDITOR: CACH LLC.

AMOUNT: \$6430.03. CASE #C-13C-

DEBTOR: PASQUAL VASQUEZ,

CREDITOR: COMMUNITY FIN

FED CREDIT UNION. AMOUNT:

\$21416.47. CASE #C-06C-001568.

DEBTOR: JASON GEITZENAU-

ER. CREDITOR: CAVALRY SPV I

LLC. AMOUNT: \$35950.24. CASE

#D-13CV-030110. DATE: 10/1/2013

DEBTOR: LINDA W WHET-

MAN, CREDITOR: COLO ST REV-

ENUE, AMOUNT: \$2500.0, CASE

#D-12CV-800241. DATE: 9/18/2013

030884. DATE: 9/28/2013

DATE: 10/1/2013

#D-13CV-030490. DATE: 9/26/2013

#C-13C-030637. DATE: 9/19/2013

Broomfield County

030500. DATE: 9/19/2013

9/26/2013

FOR THE **RECORD**

Date Closed: 9/24/2013

Seller: WALKER FAMILY LIVING

Seller: MICHAEL W FOLLETT Buyer, Buyer's Address: LINDA ROWAN, 4285 AURORA AVE Address: 4285 AURORA AVE, BOUL-DER Price: \$417000 Date Closed: 9/24/2013 Seller: JENNIFER LONG Buyer, Buyer's Address: DONALD R MOCK, 2334 BLUFF ST Address: 7955 COUNTRYSIDE DR APT 114. NIWOT Price: \$160000 Date Closed: 9/24/2013 Seller: MARK H ZENTNER Buyer, Buyer's Address: BRADFORD L SMITH, 655 SNOWBERRY ST Address: 655 SNOWBERRY ST, LONGMONT Price: \$260500 Date Closed: 9/24/2013

Date Closed: 9/24/2013

Seller: KATHEY E PEAR Buyer, Buyer's Address: GREGORY T & ANDREA A DAMERON, 3741 FLORENTINE DR Address: 3741 FLORENTINE DR, LONGMONT Price: \$359900 Date Closed: 9/24/2013

Seller: DEVON J & SAMANTHA A LARIMORE

Buyer, Buyer's Address: DENNIS L STEFFEY, 44 CEDAR CT Address: 44 CEDAR CT, LONGMONT Price: \$176000 Date Closed: 9/24/2013

Seller: CHERYL A & TOM C NELSON Buyer, Buyer's Address: THERESA CLARK, 765 E WIGGINS ST

Address: 765 E WIGGINS ST, SUPE-RIOR Price: \$875000

Date Closed: 9/24/2013

Seller: CHARLES H & CARYN W GREEF Buyer, Buyer's Address: DAVID A

HADLEY, 161 S RAINTREE LN Address: 161 S RAINTREE LN, LOU-ISVILLE

Price: \$424900 Date Closed: 9/24/2013

Seller: MERITAGE HOMES COLO-RADO INC Buver. Buver's Address: KYLE R

HERRING, 676 FOSSIL BED CIR Address: 676 FOSSIL BED CIR, ERIE Price: \$460800

Date Closed: 9/24/2013 Seller: MERITAGE HOMES COLO-

RADO INC Buyer, Buyer's Address: CAITLYN LOSEE, 5010 KIMBERLY PL

Address: 5010 KIMBERLY PL, LONG-MONT Price: \$521100

Date Closed: 9/24/2013

Seller: MERITAGE HOMES COLO-RADO INC Buyer, Buyer's Address: DEBORAH M JENKINS, 677 FOSSIL BED CIR

Address: 677 FOSSIL BED CIR, ERIE Price: \$416600 Date Closed: 9/24/2013

Seller: SUSANN S & SUSANN TAY-LOR SHIER Buyer, Buyer's Address: DAVID WELDEN, 4184 AMBER PL Address: 4184 AMBER PL, BOUL-

DER Price: \$510000

Date Closed: 9/24/2013

Seller: D NATHAN BRADLEY Buyer, Buyer's Address: KAREN SHAVIV, 1139 MONROE DR APT B Address: 1139 MONROE DR APT B, BOULDER

Price: \$255000 Date Closed: 9/24/2013

Seller: ANGELA GORDON

Buyer, Buyer's Address: HENRY & DENICE M BONDER, 611 MARINE ST Address: 611 MARINE ST, BOULDER Price: \$816500 Date Closed: 9/24/2013

Seller: DEBORAH L PETERSON Buyer, Buyer's Address: BRIAN P & KATHARINE C THOMAS, 2856 BLUE JAY WAY Address: 2856 BLUE JAY WAY,

LAFAYETTE Price: \$451000

Date Closed: 9/24/2013

Seller: KROEHL LIVING TRUST Buyer, Buyer's Address: MARC NEMER REVOCABLE TRUST, 312 PINE NEEDLE RD Address: 312 PINE NEEDLE RD, BOULDER Price: \$

TRUST Buyer, Buyer's Address: SCOTT & DONNA PARSONS, 8717 BASELINE RD Address: 8717 BASELINE RD, LAFAYETTE Price: \$172500 Date Closed: 9/24/2013 Seller: ROGER VOSSLER Buyer, Buyer's Address: JOSH R & HOPE MENGEL, 923 ARAPAHOE CIR Address: 923 ARAPAHOE CIR, LOU-**ISVILLE** Price: \$438000 Date Closed: 9/24/2013 Seller: MARK L & DEBORAH R LUD-WIG Buyer, Buyer's Address: ALLEGRA L MICHAEL, 1494 YAUPON AVE Address: 1494 YAUPON AVE, BOUL-DER Price: \$590000 Date Closed: 9/24/2013 Seller: SCOTT CARY Buyer, Buyer's Address: KEVIN W & DEANNA M HUNT, 2412 MALLARD CIR Address: 2412 MALLARD CIR, LONGMONT Price: \$465000 Date Closed: 9/24/2013 Seller: EDWARD P MILLER Buyer, Buyer's Address: LELA COL-LEEN AGEE, 730 INDEPENDENCE DR Address: 730 INDEPENDENCE DR. LONGMONT Price: \$166000 Date Closed: 9/24/2013 Seller: BRADLEY W & ADRIENNE ELIZABETH CONNOR Buyer, Buyer's Address: J THOMAS & MARTHA JANE R NASH, 841 GAR-FIELD AVE Address: 841 GARFIELD AVE, LOU-ISVILLE Price: \$634000 Date Closed: 9/24/2013 Seller: VIVIAN R HOPKINS Buyer, Buyer's Address: JOHN & VICKY HOPKINS, 1204 E 4TH AVE Address: 1204 E 4TH AVE. LONG-MONT Price: \$260000 Date Closed: 9/24/2013 Seller: JACQUELINE M ELLIOTT Buyer, Buyer's Address: PENELOPE C ANDERSON, 4205 GILPIN DR Address: 4205 GILPIN DR, BOULDER Price: \$469900 Date Closed: 9/24/2013 Seller: PAMELA LYNN BONIN Buyer, Buyer's Address: ROSA ELENA ALARCON, 5906 GUNBAR-REL AVE APT A Address: 5906 GUNBARREL AVE APT A, BOULDER Price: \$187000 Date Closed: 9/24/2013 Seller: JOHN GEORGE CALLIS Buyer, Buyer's Address: JOHN GEORGE CALLIS, 6835 TWIN LAKES RD Address: 6835 TWIN LAKES RD, BOULDER Price: \$ Date Closed: 9/24/2013 Seller: NANBOR WANG Buyer, Buyer's Address: BRIAN & ELYSE CARLUCCI, 417 ELK TRL Address: 417 ELK TRL, LAFAYETTE Price: \$524000 Date Closed: 9/24/2013 Seller: STANLEY S TSAI Buyer, Buyer's Address: TOBY HAD-DOW, 406 N PARKSIDE DR UNIT C Address: 406 N PARKSIDE DR UNIT C, LONGMONT Price: \$198000 Date Closed: 9/24/2013 Seller: CRAIG & GEORGE SCHILLER Buver, Buver's Address: WII MA C & RICHARD W EBERHARDT, 1240 TOEDTLI DR Address: 1240 TOEDTLI DR, BOUL-DER Price: \$544600 Date Closed: 9/25/2013 Seller: BHP YEAGER FARMS LLC Buyer, Buyer's Address: HENRY WALKER CONSTRUCTION COLO, 1499 W 120TH AVE STE 220 Address: 1515 JACKSON CT, LONG-MONT Price: \$78500 Date Closed: 9/25/2013 Seller: BHP YEAGER FARMS LLC Buyer, Buyer's Address: HENRY

1499 W 120TH AVE STE 220 Address: 1539 CLINCOLIN ST. LONGMONT Price: \$78500 Date Closed: 9/25/2013 Seller: BHP YEAGER FARMS LLC Buyer, Buyer's Address: HENRY WALKER CONSTRUCTION COLO, 1499 W 120TH AVE STE 220 Address: 1511 GRANT DR, LONG-MONT Price: \$78500 Date Closed: 9/25/2013 Seller: FANNIE MAE Buyer, Buyer's Address: MARYANN DALES, 428 NEWMAN CIR Address: 428 NEWMAN CIR, LONG-MONT Price: \$202800 Date Closed: 9/25/2013 Seller: SHARON ANN & CHARLES FRANCIS TERRANOVA Buver. Buver's Address: MICHAEL & KATHRYN FLOOD, 1441 VINCA PL Address: 1441 VINCA PL, SUPERIOR Price: \$480000 Date Closed: 9/25/2013 Seller: JEFFREY PAUL JOURDAN Buyer, Buyer's Address: DAVID S WEIN, 1160 DREXEL ST Address: 1160 DREXEL ST, BOUL-DER Price: \$470000 Date Closed: 9/25/2013 Seller: MICHAEL & JULIE A LARSON Buyer, Buyer's Address: BRIAN E & CAROL L SCHULTZ, 2319 BLUE-**BIRD DR** Address: 2319 BLUEBIRD DR, LONGMONT Price: \$425000 Date Closed: 9/25/2013 Seller: DAVID ULFERS Buyer, Buyer's Address: BRIAN JOSEPH HANCZ, 3052 FULTON CIR Address: 3052 FULTON CIR, BOUL-DER Price: \$329900 Date Closed: 9/25/2013 Seller: DIANE L BRINKMANN Buyer, Buyer's Address: LORNE & VERITY NOBLE, 512 VALLEY VIEW DR Address: 512 VALLEY VIEW DR, BOULDER Price: \$1375000 Date Closed: 9/25/2013 Seller: GREGORY I ISMAILIDIS Buyer, Buyer's Address: DINAH S KENNEDY, 6888 COUNTRYSIDE LN APT 258 Address: 6888 COUNTRYSIDE LN APT 258, NIWOT Price: \$179000 Date Closed: 9/25/2013 Seller: FUAL F DRUMMOND Buyer, Buyer's Address: REBECCA WOLFF, 2948 SPINNAKER PL Address: 2948 SPINNAKER PL, I ONGMONT Price: \$290000 Date Closed: 9/25/2013 Seller: VELVET PROPERTIES LLC Buyer, Buyer's Address: THEODORE F JR DAVIS, 1936 ALPINE ST Address: 1936 ALPINE ST, LONG-MONT Price: \$389900 Date Closed: 9/25/2013 Seller: FEDERAL HOME LOAN MORTGAGE COR Buyer, Buyer's Address: ELEVA-TIONS CREDIT UNION, 2960 DIAGO-NAL HWY Address: 1057 W CENTURY DR APT 120. LOUISVILLE Price: \$ Date Closed: 9/25/2013 Seller: ELEVATIONS CREDIT UNION Buyer, Buyer's Address: DAVID S WEIN, 643 MAPLETON AVE Address: 1057 W CENTURY DR APT 120, LOUISVILLE Price: \$160000 Date Closed: 9/25/2013 Seller: CHARLES M TYLER Buyer, Buyer's Address: ANTHONY JAMES LINCKENS, 1525 SUMNER ST Address: 1525 SUMNER ST, LONG-MONT Price: \$254900 Date Closed: 9/25/2013 Seller: TAYLOR CHRISTINE & ROB-ERT WARREN SCHMIDT Buver, Buver's Address; MD MAH-BUBUL KABIR, 4682 WHITE ROCK CIR APT 7 Address: 4682 WHITE ROCK CIR

WALKER CONSTRUCTION COLO,

APT 7, BOULDER Price: \$137000 Date Closed: 9/25/2013 Seller: BANK NEW YORK MELLON TRUSTEE Buyer, Buyer's Address: BANK AMERICA, 400 NATIONAL WAY Address: 1609 CENTENNIAL DR, I ONGMONT Price: \$ Date Closed: 9/25/2013 Seller: BANK AMERICA Buyer, Buyer's Address: HOME-TOWN COMMUNITY DEVELOP-MENT, 8711 MONROE CT STE A Address: 1609 CENTENNIAL DR, LONGMONT Price: \$ Date Closed: 9/25/2013 Seller: MELISSA L & JOSEPH M **SPIRKO** Buyer, Buyer's Address: TEMPLIN R LICKLIDER, 3829 RIDGE RD Address: 3829 RIDGE RD, NEDER-LAND Price: \$355000 Date Closed: 9/25/2013 Seller: NIKI A BRADY Buyer, Buyer's Address: HEATHER L WOODRUFF, 2137 SAND DOL-LAR DR Address: 2137 SAND DOLLAR DR, I ONGMONT Price: \$392000 Date Closed: 9/25/2013 Seller: SUSAN A DANIELS Buyer, Buyer's Address: ERIC ROSENBLUM, 90 SUNDANCE CIR Address: 90 SUNDANCE CIR. NED-ERLAND Price: \$427600 Date Closed: 9/25/2013 Seller: ANNE M FENICE Buyer, Buyer's Address: JASON ROBERT & MISTY STPIERRE, 2976 EAGLE WAY Address: 2976 EAGLE WAY, BOUL-DER Price: \$277000 Date Closed: 9/25/2013 Seller: DOUGLAS S BURDIN Buyer, Buyer's Address: BRIAN LAVIN, 1709 PINE ST APT 6 Address: 1709 PINE ST APT 6, BOULDER Price: \$465000 Date Closed: 9/25/2013 Seller: INDIAN PEAKS SOUTH 2 LLC Buyer, Buyer's Address: ROSS & STEPHANIE WILSON, 2820 SHAD-OW LAKE RD Address: 2820 SHADOW LAKE RD, BOULDER Price: \$466600 Date Closed: 9/25/2013 Seller: MARY G FITTJE Buyer, Buyer's Address: DALE C SCHULZ, 10720 W 102ND AVE Address: 13790 N 87TH ST, LONG-MONT Price: \$375000 Date Closed: 9/25/2013 Seller: WENDY L & DAVID J SMITH Buyer, Buyer's Address: RYAN NYBERG, 3956 FULLER CT Address: 3313 MADISON AVE APT T211, BOULDER Price: \$120000 Date Closed: 9/25/2013 Seller JOHN J FOX Buyer, Buyer's Address: SHANNON M WALLACE, 1412 LAMPLIGHTER DR Address: 1412 LAMPLIGHTER DR. LONGMONT Price: \$162500 Date Closed: 9/25/2013 Seller: ALAN D & DONNA S BOUREY Buyer, Buyer's Address: ALAN DONNA BOUREY TRUST, 155 WILD-WOOD LN Address: 620 FOUNTAINTREE LN, BOULDER Price: \$ Date Closed: 9/25/2013 Seller: ROSIMIRIAM PONTES ARAU-JOFRINK Buyer, Buyer's Address: ERIC J & SHELLEY ELAI PIERCE, 2315 JAS-PER CT Address: 2315 JASPER CT, BOUL-DFR Price: \$495000 Date Closed: 9/26/2013 Seller: SAMUEL A DEAN Buyer, Buyer's Address: JENNIFER A WYLER, 5110 WILLIAMS FORK TRL APT 204 Address: 5110 WILLIAMS FORK TRL APT 204, BOULDER

Price: \$125400 LEAH B BLUMENTHAL BOONIN, Date Closed: 9/26/2013 335 S 40TH ST Address: 335 S 40TH ST, BOULDER Seller: DONNA J & DAVID W HAGER-Price: \$ Date Closed: 9/26/2013 Buyer, Buyer's Address: ERIC & CHEYANNE DISCHINGER, 310 W Seller: J MICHAEL SHORT CLEVELAND ST Buyer, Buyer's Address: 11 13 MAR-Address: 110 N MILLER AVE, LAFAY-TINEZ PLACE LLC, 663 CONCORD ETTE AVF Price: \$261900 Date Closed: 9/26/2013 Seller: JOYCE S PHOONSWADI Buyer, Buyer's Address: JAMES R COLPO, 740 HUBBARD DR Address: 740 HUBBARD DR, LONG-MONT Price: \$163000 Date Closed: 9/26/2013 Seller: MIDEIRST BK Buver, Buver's Address; HUD, 225 E 8TH AVE APT E4 Address: 225 E 8TH AVE APT E4, LONGMONT Price: \$ Date Closed: 9/26/2013 Seller: MARGARET CHAUSSART Buyer, Buyer's Address: NICHOLAS P & KELLY D NEDD, 645 MANHATTAN PL APT 202 Address: 645 MANHATTAN PL APT 202, BOULDER Price: \$155900 Date Closed: 9/26/2013 Seller: BONITA JANE & SHELDON WAYNE FROID Buyer, Buyer's Address: SHELLY LITTAUER, 1139 HI POINT ST Address: 1417 S GRANT ST, LONG-MONT Price: \$270000 Date Closed: 9/26/2013 Seller: JAMES H & JANICE L SHORT Buyer, Buyer's Address: JUDITH L & JAMES A HEINZE, 2274 EAGLES NEST DR Address: 2274 EAGLES NEST DR, I AFAYETTE Price: \$585000 Date Closed: 9/26/2013 Seller: DEREK V KUMM Buyer, Buyer's Address: KIM BASH-ER, 6978 WAPITI CT Address: 6978 WAPITI CT, BOULDER Price: \$771800 Date Closed: 9/26/2013 Seller: TERRIANNE STEINHAUER Buyer, Buyer's Address: LAWRENCE A ZIMMERMAN, 7070 N 49TH ST Address: 7070 N 49TH ST, LONG-MONT Price: \$725000 Date Closed: 9/26/2013 Seller: RICHARD P & VIRGINIA K CRUZ Buyer, Buyer's Address: BRYCE STOUT, 1246 KENNEDY AVE Address: 1246 KENNEDY AVE, LOU-ISVILLE Price: \$704500 Date Closed: 9/26/2013 Seller: JENNIFER RODEAN Buyer, Buyer's Address: BABETTE T THURMOND, 8 JUNEAU PL Address: 8 JUNEAU PL, LONGMONT Price: \$167000 Date Closed: 9/26/2013 Seller: DAVID SELKIRK & MARGERY J BROWNING Buyer, Buyer's Address: ANN MAD-DEN, 1820 SHAMROCK DR Address: 1820 SHAMROCK DR, SUPERIOR Price: \$148000 Date Closed: 9/26/2013 Seller: MODESTO & FELICITA MELENDEZ Buyer, Buyer's Address: BENITO MELENDEZ & MODESTO MELEN-DEZ SALCEDO, 618 SUMAC ST Address: 1511 EASTER CT, LONG-MONT Price: \$ Date Closed: 9/26/2013 Seller: JOHN PAUL IV LUCAS Buyer, Buyer's Address: ANTHONY JOSEPH GRANT, 584 HOMESTEAD ST Address: 584 HOMESTEAD ST, LAFAYETTE Price: \$390000 Date Closed: 9/26/2013 Seller: TAMMY CARTMELL Buver. Buver's Address: JAY G DUN-LAP, 273 GREEN MEADOW LN Address: 273 GREEN MEADOW LN BOULDER Price: \$570000 Date Closed: 9/26/2013

Seller: DAVID | BOONIN Buyer, Buyer's Address: DAVID | &

Address: MULT PROP, Price: \$ Date Closed: 9/26/2013 Seller: KEVIN J & TRACY M DUNDON Buyer, Buyer's Address: KEVIN J TRUSTEE & TRACY M TRUSTEE DUNDON, 8989 MOUNTAIN VIEW LN Address: 8989 MOUNTAIN VIEW LN, BOLII DER Price: \$ Date Closed: 9/26/2013 Seller: PETER C & DESIREE C FENICHELL

Buyer, Buyer's Address: PETER C TRUSTEE & DESIREE C TRUSTEE FENICHELL, 120 BALSAM LN Address: 120 BALSAM LN, BOUL-DER

Price: \$ Date Closed: 9/26/2013

Seller: PETER C & DESIREE C FENICHELL Buyer, Buyer's Address: PETER C

TRUSTEE & DESIREE C TRUSTEE FENICHELL, 120 BALSAM LN Address: 4645 BROADWAY ST STE B3, BOULDER Price: \$

Date Closed: 9/26/2013

Seller: BETSY NOWENS Buyer, Buyer's Address: BETSY N OWENS LIVING TRUST, 7153 CEDARWOOD CIR Address: 7153 CEDARWOOD CIR. BOUI DER Price: \$

Date Closed: 9/26/2013

Seller: LINDA B KENNOY Buyer, Buyer's Address: LINDA KEN-NOY LIVING TRUST, 2855 ROCK CREEK CIR UNIT 176 Address: 1919 JOSLYN CT, BOUL-DER

Price: \$

Date Closed: 9/26/2013

Seller: LINDA B KENNOY Buyer, Buyer's Address: LINDA KEN-NOY LIVING TRUST, 2855 ROCK CREEK CIR UNIT 176 Address: 3025 BROADWAY ST, BOULDER Price: \$

Date Closed: 9/26/2013

Seller: JACK M HEARD Buyer, Buyer's Address: JACK HEARD LIVING TRUST, 2855 ROCK CREEK CIR UNIT 176 Address: 5946 GUNBARREL AVE APT F, BOULDER Price: \$

Date Closed: 9/26/2013

Seller: MARK A KLEIN Buyer, Buyer's Address: EILEEN TURNBULL, 6480 RED HILL RD Address: 6480 RED HILL RD, BOUL-DER

Price: \$450000 Date Closed: 9/26/2013

Seller: CLIFF S & CAROLYNNE SING-

ERMAN Buyer, Buyer's Address: TAM T NONG, 1448 AMHERST ST

Address: 1448 AMHERST ST, SUPE-RIOR

Price: \$403900 Date Closed: 9/26/2013

Seller: DAWN L RYAN

Buyer, Buyer's Address: ANITA E DALZELL TRUST, 5414 CLOVER BASIN DR

Address: 5414 CLOVER BASIN DR, LONGMONT

Price: \$370000 Date Closed: 9/26/2013

Seller: INDIAN PEAKS SOUTH 2 LLC

Buyer, Buyer's Address: ROBERT F ARENTZ, 2832 SHADOW LAKE RD Address: 2832 SHADOW LAKE RD, LAFAYETTE Price: \$550200

Date Closed: 9/26/2013

Seller: CINDY ANN & JOSHUA K MOR

Buyer, Buyer's Address: URIAH

TODD WALSH, 3434 47TH ST Address: 745 THOMAS DR APT 3,

BOULDER

Price: \$201000 Date Closed: 9/26/2013

Seller: SAMUEL EHRLICH Buyer, Buyer's Address: SHERI

FOR THE **RECORD**

METZ, 1145 BAKER ST Address: 1145 BAKER ST, LONG-MONT Price: \$170000 Date Closed: 9/26/2013

Seller: SUZANNE & GLEN M WORTHING

Buyer, Buyer's Address: TIFFANY P MARKS, 1263 CUMBERLAND DR Address: 1263 CUMBERLAND DR, LONGMONT Price: \$207500

Date Closed: 9/26/2013

Seller: MARK ELLIS & MARK E BID-DISON Buyer, Buyer's Address: MARK ELLIS & SUZANN HART BIDDISON, 8181 CENTREBRIDGE DR Address: 8181 CENTREBRIDGE DR, NIWOT

Price: \$

Date Closed: 9/26/2013

Seller: COLORADO OAKS LLC Buyer, Buyer's Address: DAWN L RYAN, 2489 SANTA FE DR # 13 B Address: 2489 SANTA FE DR # 13 B, LONGMONT Price: \$285200 Date Closed: 9/27/2013

Seller: MICHAEL & LEAH CAPOZZI Buyer, Buyer's Address: JESUS & LILIA SOTO, 1486 SERENITY CIR Address: 1486 SERENITY CIR, LONGMONT Price: \$310000 Date Closed: 9/27/2013

Seller: TIFFANY NICOLE PAPA Buyer, Buyer's Address: ANNA S GREEN, 2314 GAY ST Address: 2314 GAY ST, LONGMONT Price: \$198000

Date Closed: 9/27/2013 Seller: SHEILA FLYNN Buyer, Buyer's Address: DEBORAH

A & MARY V SCHLEMAN, 1220 N PINE LAKE DR Address: 324 FRANCIS ST, LONG-MONT

Price: \$237500 Date Closed: 9/27/2013

Seller: MARY E JUELKE Buyer, Buyer's Address: RONALD R & K JOY AVERY, 13841 PO BOX 321 Address: 13841 N 115TH ST, LONG-MONT Price: \$498400

Date Closed: 9/27/2013

Seller: TREVA ROYBAL Buyer, Buyer's Address: MONTE & SUSAN HAMANN, 775 LASHLEY ST Address: 775 LASHLEY ST, LONG-MONT Price: \$133000 Date Closed: 9/27/2013

Seller: HUD Buyer, Buyer's Address: MICHAEL GENE JOHNSON, 2052 SPENCER ST Address: 2052 SPENCER ST, LONG-

MONT Price: \$ Date Closed: 9/27/2013

Seller: SUSAN ROSEWELLJACKSON Buyer, Buyer's Address: ARTHUR & MICHELE M SCHWADRON, 2322 20TH ST Address: 2322 20TH ST, BOULDER Price: \$729000 Date Closed: 9/27/2013

Seller: GERARD M CUENOUD Buyer, Buyer's Address: RODGER S & LAURA K THWEATT, 1856 MAL-LARD DR Address: 1856 MALLARD DR. SUPE-

RIOR Price: \$189900

Date Closed: 9/27/2013

Seller: ROBIN M BAHR Buyer, Buyer's Address: MONIKA BUNTING, 727 THORNWOOD WAY Address: 727 THORNWOOD WAY, LONGMONT Price: \$211200

Date Closed: 9/27/2013

Seller: MARK & ANNE HELENE OMALLEY

Buyer, Buyer's Address: JOHN CHRISTOPHER SARSON, 1020 PORTLAND PL Address: 1020 PORTLAND PL, BOULDER

Price: \$790000 Date Closed: 9/27/2013

Seller: DOUGLAS V DUFY Buyer, Buyer's Address: DOUGLAS V DUEY REVOCABLE LIVIN, 323 N

4TH ST Address: 65 W 5TH ST, NEDERLAND Price: \$

Date Closed: 9/27/2013

Seller: DAVID J DUEY LIVING TRUST

Buyer, Buyer's Address: DOUGLAS V DUEY, 323 N 4TH ST Address: 65 W 5TH ST, NEDERLAND Price: \$ Date Closed: 9/27/2013 Seller: KATHRYN R WOLAK Buyer, Buyer's Address: STEPHEN T & BETH C KURCAB, 867 POPE DR Address: 867 POPE DR, ERIE Price: \$440000 Date Closed: 9/27/2013 Seller: TODD MICHAEL & DEBBIE DENISE CONN Buyer, Buyer's Address: MARK A KLEIN, 2420 REDWOOD CT Address: 2420 REDWOOD CT, LONGMONT Price: \$348000 Date Closed: 9/27/2013 Seller: PAULINE POPE Buyer, Buyer's Address: RONALD L JR & RONALD L SR POPE, 1017 YEAGER DR Address: 1017 YEAGER DR, LONG-MONT Price: \$158000 Date Closed: 9/27/2013 Seller: JOSEPH SANZIO Buyer, Buyer's Address: ETHNIE & KYLE TREICK, 2114 MALLARD PL Address: 2114 MALLARD PL, LONG-MONT Price: \$450000 Date Closed: 9/27/2013 Seller: BRYNN MILLER Buyer, Buyer's Address: GARY D DEAN, 3686 SILVERTON ST UNIT H Address: 3686 SILVERTON ST UNIT H. BOULDER Price: \$183000 Date Closed: 9/27/2013 Seller: MAUREEN M WHITNEY Buyer, Buyer's Address: SYDNEY M MARK, 298 GRIFFITH ST Address: 298 GRIFFITH ST, LOU-ISVILLE Price: \$300000 Date Closed: 9/27/2013 Seller: E ADAM & PAULINE E DAW-SON Buyer, Buyer's Address: SCOTT C & ERIN K MONTGOMERY, 675 HUM-MER DR Address: 675 HUMMER DR NED-ERLAND Price: \$389000 Date Closed: 9/27/2013 Seller: 578 BRAINARD LLC Buyer, Buyer's Address: DIANE H REX, 2770 ARAPAHOE RD # 132-148 Address: 578 BRAINARD CIR, LAFAYETTE Price: \$ Date Closed: 9/27/2013 Seller: 63 MINEOLALLC Buver. Buver's Address: DIANE H REX, 2770 ARAPAHOE RD #132 148 Address: 63 MINEOLA CT, BOULDER Price: \$ Date Closed: 9/27/2013 Seller: KATHRYN ANN SHIBLEY SECREST Buyer, Buyer's Address: MICHAEL A & MELINDA G WELLS, 3752 STAR LN Address: 3752 STAR LN, BOULDER Price: \$729900 Date Closed: 9/27/2013 Seller: DONALD G & ARLENE W HILL Buyer, Buyer's Address: ELLEN BOSSERT 3863 CAMPO CT Address: 830 39TH ST. BOULDER Price: \$360000 Date Closed: 9/27/2013 Seller: TERESITA RAYMUNDO Buyer, Buyer's Address: SUZANNE L CABLE, 2370 23RD ST Address: 2490 GRAPE AVE, BOUL-DER Price: \$595000 Date Closed: 9/27/2013 Seller: GARY F JR & RENEE M CIR-COSTA Buyer, Buyer's Address: KEITH & COURTNEY SAMBUR, 3961 SAINT PETERSBURG ST

Address: 3961 SAINT PETERSBURG ST. BOULDER Price: \$724000 Date Closed: 9/27/2013 Seller: DOROTHY V GREB Buver, Buver's Address: JAMES P & AMY HOULIHAN, 207 W CANNON ST Address: 207 W CANNON ST, LAFAY-FTTF Price: \$250000 Date Closed: 9/27/2013 Seller: CHRISTIAN FIGUEROA

Buyer, Buyer's Address: KELLY L & SETH R REXROAD, 2130 WHEAT

OSBURN

Buyer, Buyer's Address: NORBERT L

Price: \$390000 Date Closed: 9/27/2013 Seller: SHARON E WHITE Buyer, Buyer's Address: TAMNY & SHANNON COSTELLO, 2821 CRA-TER LAKE LN Address: 2821 CRATER LAKE LN, LAFAYETTE Price: \$625900 Date Closed: 9/27/2013 Seller: DEAN & MARY ELIZABETH THOMAS Buyer, Buyer's Address: RAUL A & DANIELLE L CHAVEZ, 2247 JUNI-PER CT Address: 2247 JUNIPER CT, BOUL-DER Price: \$739200 Date Closed: 9/27/2013 Seller: ANDREW JACKSON BOLA POOLE Buyer, Buyer's Address: DAMIEN WILHELMI, 322 S TAFT CT # 88 Address: 322 S TAFT CT # 88, LOU-ISVILLE Price: \$223000 Date Closed: 9/27/2013 **Broomfield County** Seller: ZACHARY S ARCHER Buyer, Buyer's Address: MICHAEL & MIRANDA BENSON, 930 LILAC ST Address: 930 LILAC ST, BROOM-FIELD Price: \$200000 Date Closed: 9/13/2013 Seller: MICHAEL A & CAROL L WIL-SON Buver. Buver's Address: MARK W & JENNIFER L MOYER, 245 W 9TH AVE Address: 245 W 9TH AVE, BROOM-FIFI D Price: \$265000 Date Closed: 9/16/2013 Seller: JAMES SCOTT BRODA Buyer, Buyer's Address: FRANKLIN LEE JR & GINGER RACKLEY BAKER, 547 RIFLE WAY Address: 547 RIFLE WAY, BROOM-FIELD Price: \$395000 Date Closed: 9/16/2013 Seller: MBL LAND CO LLP Buyer, Buyer's Address: CLOUD-BURST LLC, 900 BASELINE RD # 18 Address: MULT PROP, Price: \$2510000 Date Closed: 9/16/2013 Seller: DONNA J TANNER Buyer, Buyer's Address: KEVIN RUSSELL LAVARNWAY, 195 W 4TH AVENUE DR Address: 195 W 4TH AVENUE DR, BROOMFIELD Price: \$218500 Date Closed: 9/17/2013 Seller: MWANGI T & TALESHA T NDONGA Buyer, Buyer's Address: MAUREEN BARRINGTON, 14245 CRAFTSMAN WAY Address: 14245 CRAFTSMAN WAY, BROOMFIELD Price: \$269900 Date Closed: 9/17/2013 Seller: ROBERT N LANDRY Buyer, Buyer's Address: LARRY L ADAMS, 333 MULBERRY CIR Address: 333 MULBERRY CIR. BROOMFIELD Price: \$228000 Date Closed: 9/17/2013 Seller: ZUNI WEST LLC Buyer, Buyer's Address: RICKY L & JULIE E ARTIST, 14561 STELLAS MEADOW DR Address: 14561 STELLAS MEADOW DR. BROOMFIELD Price: \$145000 Date Closed: 9/17/2013 Seller: JACOB G & ERIN A SMITH Buyer, Buyer's Address: MARK R & KARA Q POSHAK, 12457 ABBEY ST Address: 12457 ABBEY ST, BROOM FIELD Price: \$258000 Date Closed: 9/17/2013 Seller: LILA M BARTEL Buyer, Buyer's Address: JOAN KISS-INGER, 16434 ALIANTE DR Address: 16434 ALIANTE DR, BROOMFIELD Price: \$340000 Date Closed: 9/17/2013 Seller: GARY | & ALETHEA C

BERRY CT

FRIF

Address: 2130 WHEAT BERRY CT,

FIELD

Seller: RICHARD C METCALFE AND ISABEL Buyer, Buyer's Address: JASON R KIDD, 6381 E 136TH PL Address: 1112 COTTONWOOD ST, BROOMFIELD Price: \$295900 Date Closed: 9/17/2013 Seller: JPMORGAN CHASE BANK NATIONAL A Buyer, Buyer's Address: FEDERAL NATIONAL MORTGAGE ASSO, MULT PROP Address: 430 CHESTNUT WAY, BROOMFIELD Price: \$ Date Closed: 9/18/2013 Seller: DONALD AND CAROLE SCHOENGOLD F Buyer, Buyer's Address: ROBERT TANKLEFSKY, 1305 HOLLY DR E Address: 1305 HOLLY DR E, BROOMFIELD Price: \$272500 Date Closed: 9/18/2013 Seller: SUSAN E SANDERS Buyer, Buyer's Address: TY ANDER-SON, 1160 W 11TH CT Address: 1160 W 11TH CT, BROOM-FIELD Price: \$347500 Date Closed: 9/18/2013 Seller: BETTY JEAN PORTER Buyer, Buyer's Address: JUSTIN & JESSICA POTTER, 3161 W 133RD CIR Address: 3161 W 133RD CIR. BROOMFIELD Price: \$154900 Date Closed: 9/18/2013 Seller: TOLL CO I LLC Buyer, Buyer's Address: AMIT & PUJA VERMA, 13877 BARBOUR ST Address: 13877 BARBOUR ST, BROOMFIELD Price: \$689900 Date Closed: 9/18/2013 Seller: WILLIAM C & DENA S NIEL-SON Buyer, Buyer's Address: TIMOTHY E & CYNTHIA C VOLIN, 13885 MEAD-OWBROOK DR Address: 13885 MEADOWBROOK DR, BROOMFIELD Price: \$434900 Date Closed: 9/18/2013 Seller: MEMORY DELFORGE Buyer, Buyer's Address: RICHARD C & JOYCE E LAWSON, 14300 WATER-SIDE LN UNIT D3 Address: 14300 WATERSIDE LN UNIT D3, BROOMFIELD Price: \$219700 Date Closed: 9/18/2013 Seller: DANIEL R & JERILYN MARIE ROTTER Buyer, Buyer's Address: WENDI S TEMKIN, 901 SHAVANO PEAK DR Address: 2946 W 131ST WAY, BROOMFIELD Price: \$250500 Date Closed: 9/18/2013 Seller: JARED P QUILLEN Buyer, Buyer's Address: JUDITH MADSEN, 4708 RAVEN RUN Address: 4708 RAVEN RUN, BROOMFIELD Price: \$300000 Date Closed: 9/18/2013 Seller: WILBURN T & ANN K BICE Buyer, Buyer's Address: WILBURN T BICE REVOCABLE TRUST, 4941 LINDSEY DR Address: 4941 LINDSEY DR, BROOMFIELD Price: \$ Date Closed: 9/19/2013 Seller: CAROL M & ROBERT LEO MINNER Buyer, Buyer's Address: MARTIN E THOMSEN, 2506 W 134TH CIR Address: 2506 W 134TH CIR, BROOMFIELD Price: \$260000 Date Closed: 9/19/2013 Seller: JESSICA ANN BOWEN Buyer, Buyer's Address: JORDAN KATHLEEN SWISHER, 13412 VIA VARRA Address: 13412 VIA VARBA. BROOMFIELD Price: \$275000 Date Closed: 9/20/2013 Seller: RUTH M CHRISTENSEN

& YVONNE S LEUENBERGER, 4509 Buyer, Buyer's Address: JANET KUMA, 12812 KING ST CASTLE LN HARRISON, 1302 MADERO ST Address: 12812 KING ST, BROOM-Address: 4509 CASTLE LN, BROOM-Address: 1302 MADERO ST, FIELD BROOMFIELD Price: \$210000 Price: \$446000 Price: \$161100 Date Closed: 9/24/2013 Date Closed: 9/17/2013 Date Closed: 9/20/2013 Seller: TAYLOR MORRISON COLO-Seller: PULTE HOME CORP RADO INC Buyer, Buyer's Address: BILLY DON & PAMELA B JOHNSON, 4555 HOPE CIR Address: 4555 HOPE CIR, BROOM-FIELD BROOMFIELD Price: \$355900 Date Closed: 9/20/2013 Seller: EVA & MICHAEL T DEHRING Buyer, Buyer's Address: MICHAEL PAUL & PAULA LYNN SNYDER, 3306 COPPER AVE SON DR Address: 3306 COPPER AVE, BROOMFIELD BROOMFIELD Price: \$340600 Date Closed: 9/20/2013 Seller: HUD Buyer, Buyer's Address: WILLIAM J DOSHER, 1497 DEXTER ST **REVOCABLE T** Address: 1497 DEXTER ST, BROOM-FIFI D 160TH PL Price: \$ Date Closed: 9/20/2013 FIELD Price: \$380000 Seller: ROBERT L & SHERI R COL-LINS Buyer, Buyer's Address: JASON & KAY D MARSHALL, 1283 W 112TH RESIDENC AVE UNIT A Address: 12980 DUKE CT, BROOM-FIELD 136TH AVE Price: \$229000 Date Closed: 9/20/2013 Price: \$12614100 Seller: DON M & MAXINE RECKSEEN Buyer, Buyer's Address: SCOTT M WEEKS, 2162 RIDGE DR Address: 2162 RIDGE DR, BROOM-FIELD Price: \$190000 Date Closed: 9/23/2013 BROOMFIELD Price: \$850000 Seller: PULTE HOME CORP Buyer, Buyer's Address: JEANE E BERRY, 15990 QUANDARY LOOP Address: 15990 QUANDARY LOOP, CIO BROOMFIELD Price: \$520000 Date Closed: 9/23/2013 Seller: ELIZABETH KATHRYN KOZUB BROOMFIELD Buyer, Buyer's Address: JAMES DOUGLAS JOHNSON, 14300 Price: \$549000 Date Closed: 9/27/2013 WATERSIDE LN UNIT F1 Address: 14300 WATERSIDE LN UNIT F1, BROOMFIELD Price: \$186000 Date Closed: 9/23/2013 Seller: WILLIAM R II & KAREN L MACKIE Price: \$429900 Buver, Buver's Address: SHANNON Date Closed: 9/27/2013 L KAELIN, 14300 WATERSIDE LN UNIT E4 Address: 14300 WATERSIDE LN UNIT E4, BROOMFIELD Price: \$193300 Date Closed: 9/23/2013 BROOMFIELD Price: \$233900 Seller: TOLL CO I LLC Buyer, Buyer's Address: CHARLES R BERGH AND DONNA S BE, 1540 Date Closed: 9/27/2013 TIVERTON AVE Address: 1540 TIVERTON AVE, BROOMFIELD CREEK DR Price: \$658500 BROOMFIELD Date Closed: 9/23/2013 Seller: TOLL CO I LLC Buyer, Buyer's Address: JULIE A Seller: NEOLA KAY & DAVID RON SMITH, 1750 TIVERTON AVE Address: 1750 TIVERTON AVE, BROCK BROOMFIELD Price: \$681000 Date Closed: 9/23/2013 Seller: DALE S & ROXANN E RUPP Buyer, Buyer's Address: RICHARD B & RACQUEL B LEWIS, 14133 WHIT-NEY CIR Address: 14133 WHITNEY CIR, BROOMFIELD Price: \$660000 Date Closed: 9/24/2013 Address: 3510 W 130TH PL, BROOMFIELD Seller: CATHERINE M HESS Buyer, Buyer's Address: CHRISTO-PHER R & CHINA S SAMUELSON, 1000 CEDAR ST Address: 1000 CEDAR ST, BROOM-FIELD Price: \$242500 Date Closed: 9/24/2013 BROOMFIELD Seller: THOMAS D BATEMAN Price: \$560000 Buyer, Buyer's Address: ROBERT MACK PATRICK STERETT, 40 PO BOX 740701 Address: 40 EVERGREEN ST. BROOMFIELD Price: \$130000 Date Closed: 9/24/2013

> Seller: GERARD A JOYCE Buyer, Buyer's Address: FRANCIS

Buyer, Buyer's Address: BRYAN JOSEPH & STEPHANIE FEMINO SULLIVAN, 15008 BLUE JAY CT Address: 15008 BLUE JAY CT, Price: \$534200 Date Closed: 9/24/2013 Seller: KIMBERLY ANNE WILLIAMS Buyer, Buyer's Address: MASHAL M & WAJMA A BABAK, 4300 NEL-Address: 4300 NELSON DR, Price: \$360000 Date Closed: 9/24/2013

Seller: MICHAEL J POPOVICH Buyer, Buyer's Address: JEFFREY

E & MICHAEL D TEATER, 8590 E Address: 305 LAUREL ST, BROOM-

Date Closed: 9/23/2013

Seller: BROOMFIELD RETIREMENT Buyer, Buyer's Address: VENTAS HIGHLAND TRAIL LLC, 5085 W

Address: 5085 W 136TH AVE, BROOMFIELD

Date Closed: 9/25/2013

Seller: PAUL C LANHAM Buyer, Buyer's Address: MARK FELICE, 282 BERTHOUD TRL Address: 282 BERTHOUD TRL,

Date Closed: 9/27/2013

Seller: PATRICK J & KERRI J ATEN-

Buyer, Buyer's Address: DAWN CHRISTINE & TOBIN VANCE ZDAR-KO, 3073 HOURGLASS PL Address: 3073 HOURGLASS PL,

Seller: DAWN C & TOBIN V ZDARKO Buver, Buver's Address: JOHANNES PETRUS HEN & MICHELLE LYNN SMITS, 3723 RABBIT MOUNTAIN RD Address: 3723 RABBIT MOUNTAIN RD, BROOMFIELD

Seller: TRAVIS R PRALGUSKE Buyer, Buyer's Address: JORDAN WACHS, 12641 OSCEOLA ST Address: 12641 OSCEOLA ST,

Seller: JOHN & NICOLE HERRING Buyer, Buyer's Address: ERIK J & LINNEA M WOLKEN, 4920 ASPEN

Address: 4920 ASPEN CREEK DR,

Price: \$520000

Date Closed: 9/27/2013

Buver, Buver's Address: WILLIAM MICHAEL & BONNY JEAN SMITH, 16273 CIRQUE MOUNTAIN WAY

Address: 16273 CIRQUE MOUNTAIN WAY, BROOMFIELD Price: \$347500 Date Closed: 9/27/2013

Seller: PHILLIP T CRANE Buyer, Buyer's Address: AUBREE MURRAY, 3510 W 130TH PL

Price: \$176200 Date Closed: 9/27/2013 Seller TAYLOR & AMY L BRUCE Buyer, Buyer's Address: ANDREW T & MEGAN R DUNLEAVY, 16324 AVALANCHE RUN

Address: 16324 AVALANCHE RUN.

Date Closed: 9/30/2013

Seller: PULTE HOME CORP Buyer, Buyer's Address: WAYNE A & E JEANNE SARGENT, 4552 HOPE

Address: 4552 HOPE CIR, BROOM-FIELD

Price: \$471000 Date Closed: 9/30/2013

BUSINESS DIGEST -

An **H&M** clothing store opened Thursday, Oct. 10, in an 8,400-square-foot space at the Twenty Ninth Street retail district in Boulder. H&M is owned and operated by Sweden-based Hennes & Mauritz AB. **Madewell**, a clothing store operated by the J. Crew Group Inc. American clothing retailer, opened in August in part of the former Coldwater Creek retail store space.

BRIEFS

Boulder-based **Campus Publishers** has added the University of Memphis to its family of 40-plus official university visitor guides. The guide will reach 48,000 members of the U of M community. Campus Publishers publishes the University of Colorado and University of Northern Colorado guides.

Longmont-based **Dot Hill Systems Corp**. (Nasdaq: HILL), a provider of SAN storage solutions, patented a method to improve the reliability of data transfers between storage controllers and storage devices over Serial Attached SCSI (SAS) interconnections, enabling errors to be detected and remediated without terminating communications.

Boulder-based **Renewable Choice Energy Inc.** launched a subsidiary, **Mosaic Labs**, to handle the consulting portion of the sustainability consulting firm. The two entities will share space and some common operations at 4775 Walnut St., Suite 230, in Boulder. Mosaic may

AWARDS -

New Sky Energy, a Boulder-based cleantech firm, won first place in the Green-tech division of the 2013 SXSW Eco Challenge. New Sky was selected from among 12 finalists and three alternates who were chosen from an initial pool of nearly 200 cleantechnology and clean-web companies. The SXSW Eco Challenge recognizes innovative clean-technology startups. After a full day of investor pitches by global clean-tech companies SXSW Eco awarded New Sky first place for its patented process of transforming industrial waste streams and carbon dioxide into acid, base and carbon dioxide negative carbonates.

The **Town of Erie's Parks and Recreation Department** received the 2013 National Gold Medal Award for Excellence in Park and Recreation Management. The American Academy for Park and Recreation Administration, in partnership with the National Recreation and Park Association, presented the award during the NPRA Congress and Exposition Oct. 8 in Houston. Agencies are judged on their ability to address the needs of those they serve through the collective energies of citizens, staff and elected officials. Erie Parks and Recreation won the Grand Award in Class V for agencies with a population of less than 25,000.

Amgen Inc. received a state goal-achievement award for energy efficiency at its operations in Longmont and Boulder. The award came from the Colorado Energy Office as part of Amgen's participation in the Colorado Industrial Energy Challenge. Amgen had set a goal of reducing energy consumption by 20 percent from 2007 to 2012. The biotech company's actual reduction was 20.9 percent, according to a press release. The company made the improvements by revamping machine, heating and air-conditioning controls, circulation systems, lighting and other components. The CIEC is a voluntary annual program managed by the Southwest Energy Efficiency Project, or SWEEP, for the Colorado Energy Office. SWEEP is a regional energy-efficiency public interest group. Researchers win High-Impact Research awards.

Researchers from four Colorado-based federal laboratories were recognized Oct. 10 with a 2013 Governor's Award for High-Impact Research. Categories and award recipients were: **Atmospheric Science**: Dr. Pieter Tans and his team of researchers at the National Oceanic add clients and employees as a result of the launch. Mosaic currently has six employees.

The city of Longmont reported an 8 percent increase year over year in sales- and use-tax revenue from transactions in August. Collections in September, representing those August sales, were \$4,465,719, up from \$4,136,688 a year ago. The number also marked a slight increase over August collections of \$4,248,327. The sales-tax component increased by 7.3 percent over the same month a year ago, while the usetax collections increased by 12.6 percent. Year to date, sales tax revenue is up 6.5 percent, and use tax is up 3 percent. Lodgers' tax collections experienced another healthy jump, increasing 17.7 percent compared with taxes collected in September a vear ago. Professional tax collected - from accountants, ad agencies, attorneys, doctors. Realtors. etc. - had the biggest jump. going from \$63,538 a year ago to \$97,621 this year. Most of that increase was attributable to an increase in professional use-tax revenue, which went from \$11,246 to \$46,337.

The **city of Boulder** collected \$8.9 million in sales- and use-tax revenue in September this year compared with \$8.2 million for the same period a year ago, an 8.3 percent increase. The September collections represent sales made in August. Retail sales tax was down 1.7 percent, from \$7.1 million in August 2012 to \$6.9 million in August 2013. Year to date, sales- and use-tax collections are up 5.7 percent. Retail sales

and Atmospheric Administration's Earth System Research Laboratory, Global Monitoring Division, developed the Global Greenhouse Gas Reference Network, a collection of atmospheric observations to create a long-term record of atmospheric trace gases that is helping scientists around the globe understand how humans are changing the dynamics of the climate.

Sustainability: Dr. Klaus Wolter, a researcher at the Cooperative Institute for Research in Environmental Sciences, a joint institute of the University of Colorado-Boulder and NOAA, discovered connections between El Nino and drought that will support water-resource management and drought planning in the Colorado and throughout the Southwest. El Nino refers to warmer-than-normal sea-surface temperatures in the tropical Pacific Ocean that impact global weather patterns.

Public Health: Research by Dr. John T. Roehrig and his colleagues at the Center for Disease Control's Division of Vector-Borne Diseases in Fort Collins, has led to new ways to diagnose and treat human arboviral infections. Arboviral infections are transmitted by arthropods, such as mosquitoes and ticks that lead to West Nile virus, yellow fever, dengue and Japanese encephalitis. His lab developed reagents that are commercially available to produce diagnostic tests.

Foundational Technology: The team of Drs. John Kitching, Svenja Knappe and Elizabeth Donley from the National Institute of Technology's Chip-Scale Atomic Device Team made discoveries that bring the precision associated with atomic clocks to a wide range of applications, from time-keeping to magnetometry to medical imaging using atoms to create ultra-miniature devices.

An honorable mention in Foundational Technology was awarded to the Laboratory for Atmospheric and Space Physics for the work of Dr. Daniel Baker and his team in uncovering new structures in a planet's radiation belts.

An honorable mention in Sustainability was awarded to the National Center for Atmospheric Research for the work of its Wind Power Forecasting Team for the development of a wind power forecasting system to optimize integration of renewable energy into the power grid. The event is the nonprofit CO-LABS' annual event to showcase Colorado's research facilities. CO-LABS is an acronym for Colorado leveraging assets for better science. tax is up 5.7 percent, construction use tax is up 28.03 percent, and motor vehicle use tax is up 4.7 percent. For the year, retail sales tax makes up 79.9 percent of the collections, followed by business use tax, 8.52 percent; construction sales and use tax, 8.8 percent; and motor vehicle use tax, 2.69 percent.

CONTRACTS

Boulder-based **Doc Popcorn**, a franchisor of stores that prepares and sell natural-flavored freshly popped popcorn, announced its first expansion abroad through the signing of a 60-unit agreement in Mexico. The international development will be led by franchise partners Rene Garza Pena, his wife, Mariana Mendoza Garza, and operating partner Jose Antonio Cazares Aguirre, who have signed a master franchise agreement with Doc Popcorn. The first Doc Popcorn location is expected to open in 2014 in Monterrey, capital of the state of Nuevo Leon and the thirdlargest metropolitan area in Mexico.

Smoker Friendly International signed Acorn Petroleum in Colorado and SavOn Stores in northern New York as licensees to its privatelabel tobacco program. SavOn operates 13 stores in Oneida, Sherrill, Verona, and Canastota, New York. Acorn, a Colorado Springsbased convenience and gasoline distribution company, operates eight stores in southern and western Colorado. Smoker Friendly International has nearly 900 participating stores in the program.

CALENDAR -

OCTOBER

26 Clean Energy Collective is hosting a free open house at the Boulder Cowdery Meadows Solar Array, a community-owned solar garden, from 10 to 11:30 a.m., Saturday, Oct. 26, at 1600 South 66th St., Boulder. Tour the 500-kilowatt array and learn about owning panels in a community-shared project. More information at www.easycleanenergy.com.

28 The Boulder Chamber will present **Esprit Entrepreneur** Monday and Tuesday, Oct. 28-29, at the St Julien Hotel and Spa, 900 Walnut St., Boulder. For more information, go online at www.boulderchamber.com.

Constant Contact Inc. will host The 30 Boulder County Small Business Summit from 8 a.m. to 4 p.m., Wednesday, Oct. 30, at the Xilinx Retreat Center, 1951 S. Fordham St., Longmont. The summit will cover topics including how small businesses can use engagement marketing to win in a socially connected world, how to use social media and search-engine optimization to earn new customers, how to increase customer retention and management in today's marketplace and how to take a business mobile. Monty Meduna, vice president of event sponsor First National Bank, will present a session on small-business funding options and what to expect while applying for a bank loan. The \$49 registration fee includes breakfast and lunch. More information and a registration form are online at boulderbusinesssummit.com.

The city of Boulder's Division of Housing will present information on **Homeowners' Associations** and Q&A session with a homeowners' association attorney from 6 to 8 p.m., Wednesday, Oct. 30, 2160 Spruce St., Boulder. An overview of Colorado homeowners' associations. Q&A session with Jerry Orten, a community association attorney with the law firm Orten, Cavanaugh & Holmes. To R.S.V.P., submit a question for the Q&A or for more information, contact 303-441-3157, extension 2, or Homeownership@BoulderColorado.gov.

NOVEMBER

2 LaunchUR Labs presents the **Boulder Youth Entrepreneur Challenge** from 9 a.m. to 5 p.m., Saturday, Nov. 2, at Rally Software Development Corp., 3333 Walnut St., Boulder. Teams of youths grades nine through 12 compete in solving a real-life business problem: devise a plan for Boulder-based startup toymaker Ubooly to compete with heavyweights like Mattel and Hasbro. Cost is \$20. Register online at

MERGERS & ACQUISITIONS

Denver-based **Forethought.net**, an independent Internet, cloud and communications service provider with an office in Boulder, acquired Durango-based **Brainstorm Internet**, an Internet service provider serving the Western Slope of Colorado and Northern New Mexico. Terms of the deal were not disclosed.

New York-based **NPD Group Inc.** plans to buy consumer sports and recreation research company **Leisure Trends Group** in Boulder. Financial terms of the sale that is expected to close Oct. 31 were not immediately available. The company will be renamed Leisure Trends, an NPD Group company. It will remain in Boulder and will serve as headquarters for NPD's sports business. Both companies collect sales data from more than 26,000 retailers in sporting goods, department stores and others. Jim Kelley will serve as president of Leisure Trends. He previously was Leisure Trends' vice president and chief operating officer.

Deadline to submit items for Business Digest is three weeks prior to publication of each biweekly issue. Mail to Editor, Boulder County Business Report, 3180 Sterling Circle, Suite 201, Boulder, CO 80301-2338; fax to 303-440-8954; or email to news@bcbr.com with Business Digest in the subject line. Photos submitted will not be returned.

www.boulderlaunchurlabs.eventbrite.com.

5 Steve Parry of Sandler Training will present **Systematic Selling**, a four-part series presented 3 to 5 p.m. on Tuesdays, Nov. 5, Nov. 19, Dec. 12 and Dec. 17, at the Boulder Small Business Development Center, 2440 Pearl St., Boulder. Cost is \$79. For more information, contact Rachel Garcia 303-442-1475, ext 2, or rachel.garcia@bouldersbdc.com.

7 The Broomfield Chamber of Commerce presents **Bling**, a networking event for women, from 2 to 6 p.m., Thursday, Nov. 7, at the Lionsgate Center in the Gatehouse, 1055 S. 112th, Lafayette.

Shop at vendor booths, speed-networking, wine-tasting, door prizes. Preregister by Nov. 6 for reduced admission cost of \$20. Cost at door is \$25. More information at 303-466-1775 or www.BroomfieldChamber.com.

12 The Boulder County Business Report will present **Pulse: the State of Health Care** from 7:30 to 11:30 a.m., Tuesday, Nov. 12, at the Plaza Convention Center, 1850 Industrial Circle, Longmont. Panel discussions plus keynote speaker Michael Slubowski, president and CEO of SCL Health System. Cost is \$39, includes continental breakfast. Tickets available online at www.bcbr.com.

The Boulder County Business Report 21 will present the Boulder Valley Real Estate Conference and Forecast from 10 a.m. to 5:30 p.m., Thursday, Nov. 21, at the Stadium Club at Folsom Field on the University of Colorado-Boulder campus. Topics include national overview of residential and commercial real estate, investment opportunities in the Boulder Valley, rundown of region's top commercial projects in the works, home-building revival and disaster recovery. Register online at www.bcbr.com/sections/events. Cost for conference is \$39 through Oct. 31, \$49 through Nov. 11, \$59 at the door. Six hours of CE credits provided through Van Education Center for additional \$12, www.vaned. com/BCBR. For more information, contact Kevin Loewen at 303-630-1945 or kloewen@bcbr.com.

Deadline for Calendar items is three weeks prior to publication. The weekly events calendar alternates with the monthly events calendars; each appears once every other issue. Mail Calendar items to Calendar, Boulder County Business Report, 3180 Sterling Circle, Suite 201, Boulder, CO 80301-2338 or news@bcbr.com with Calendar as subject.

ON THE **JOB**

Boulder-based Ball Aerospace & Technolo-

gies Corp. appointed **Dave Kaufman** to lead its national defense strategic business unit. As vice president and general manager, Kaufman's responsibilities include acquisition and execution of space hardware programs for Ball's



defense and intelligence-related customers. Previously, Kaufman was director for Ball's national security space mission area within national defense. Kaufman joined the company in 2000 as a spacecraft systems engineer, and has more than 20 years of experience supporting the aerospace industry and government customers in design, test, project and systems engineering, and management.

AGRICULTURE

Boulder County Farmers Market, a nonprofit group that runs farmers' markets in Boulder and Longmont, hired **Brian Coppom** as executive director. Coppom replaces Shanan Olson, who left the post in June. Coppom has served at Naturally Boulder, a natural products trade group in Boulder, the Natural Products Association in Washington, D.C., and the Project Management Institute in Pennsylvania. He most recently was chief executive of MyROW International Inc., a project management and telecommunication engineering firm based in Hogansburg, New York. He also is involved with Inglorious Monk Bakery in Longmont, which is his wife's business, and with a Longmont market stand.

ARCHITECTURE, CONSTRUCTION

Heath Construction, a commercial construction company based in Fort Collins with projects throughout the region, named **Rodney Rogers** chief estimator. Rogers has 35 years of experience in estimating cost of construction projects.



Rogers

BANKING, FINANCE

Vectra Bank Colorado named **Jack Kozlowski** senior vice president and business banking team lead for the Denver and Boulder markets. Kozlowski has 13 years of experience in credit administration, portfolio monitoring, and sales and relationship management. Kozlowski most recently was with JPMorgan Chase in Denver. He also served as senior relationship manager, business banking for Key Bank.

PRODUCT UPDATE -

Broomfield-based **Webroot Inc.**, a provider of cloud-based security solutions, launched the new edition of Webroot SecureAnywhere Business - Mobile Protection. The product addresses problems associated with the challenges of securing corporate data on personal devices, otherwise known as bring-your-own-device, or BYOD. In a recent survey of mobile security decision-makers, results showed that 83 percent of respondents believe mobile devices create a high security risk within the corporate environment.

NONPROFIT **NETWORK**

Attention Homes, a nonprofit serving homeless and runway youth in Boulder, and the First United Methodist Church of Boulder, will present the 2nd Annual Sleep Out for Homeless Youth, starting at 7 p.m., Thursday, Nov. 14, on the lawn at 1443 Spruce St., Boulder. Community and business leaders will pledge to raise \$1,000 and spend the night sleeping outside. The goal is to raise more than \$60,000 so Attention Homes may serve Boulder County's youth in crisis with increased mentalhealth services and life-skill development. Signup online at www.attentionhomes.org/sleepout. Monica M. Baldwin, a financial adviser and president of Main Street Investments Inc. in Longmont, was named to the Raymond James Financial Ser-

vices 2014 Executive Council. The council honors financial advisers who demonstrate a high level of commitment to clients through personal service and professional integrity. This is the 10th conpositive woor Bald

secutive year Bald-

HOSPITALITY, RECREATION

this recognition.

Vail Resorts Inc. (NYSE: MTN) hired **Randall Mehrberg** as executive vice president and general counsel, effective Dec. 2. Since 2008, Mehrberg has been the executive vice president of strategy and development for Public Service Enterprise Group (NYSE:PEG) and president of PSEG Energy Holdings, which develops, manages and owns renewable energy solutions. Mehrberg has a law degree from the University of Michigan Law School and a bachelor of science degree in economics from the University of Pennsylvania Wharton School of Business.

Boulder-based West Flanders Brewing Co., a Belgian-inspired brewpub, hired **Tony Hessel** as executive chef.

Hessel graduated from the Culinary Institute of America and worked as a sous chef and chef de cuisine at various restaurants in Denver before moving to Boulder. He has 18 years of experience

including stints at The Mediterranean

and Brasserie Ten Ten restaurants in Boulder. **MANUFACTURING**

Hessel

Broomfield-based Famous Brands International, parent company of TCBY Yogurt and Mrs. Fields Cookies, appointed **David Bloom** senior vice president for strategic development. Bloom has been serving as chief development officer for Hurricane Grill & Wings since June 2012. Famous Brands also promoted **Dustin Finkel** to vice president for marketing; **Belinda Oakley** to vice president for operations; and **Cassie Alvey** to vice president for Mrs. Fields gifting.

Niwot-based Crocs Inc. (Nasdaq: CROX) appointed **Greg Sullivan** general manager of Crocs' Americas region, which includes North, Central and South America. Sullivan will be

Broomfield-based **Ball Corp**. (NYSE: BLL), a manufacturer of metal packaging, introduced its matte and gloss printing technology for impact extruded aerosol cans and beverage bottles. By enabling customers to combine the two finishes on the same can, the matte and gloss printing process can differentiate and enhance a product's shelf appeal through sight and touch, according to a press statement issued by Ball Corp.

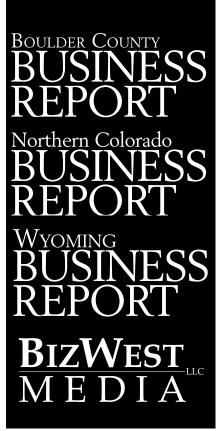
GRANTS

Nonprofit Mental Health Partners in Boulder will receive an \$88,801.16 grant from the Federal Emergency Management Agency to assess the need in the community for ongoing crisis counseling and support in the aftermath of severe flooding in September. Janine D'Anniballe, director of access, emergency and community services, will lead the Crisis Counseling Assistance and Training Program. The program team will include a coordinator and six outreach workers who will be trained to provide mental health support and resources to flood victims. The grant is administered through the Substance Abuse and Mental Health Services Administration's Center for Mental Health Services. The CCP was initiated more than 30 years ago and involves the collaboration of federal, state and other government entities to assist disaster survivors recover from the disaster experience. The community-based services are frequently administered in survivors' homes. The goal of the CCP is to transition the disaster survivors to established community resources as the program concludes.

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responsible for managing the regions' dayto-day operations, including overseeing sales, marketing, finance and human resources functions, as well as the region's wholesale, Internet and direct-to-consumer channels. Before joining Crocs, Sullivan spent 20 years at Wal-Mart Stores Inc., most recently, serving as senior vice president for operations for its Southeast division.

Tom Irvine, co-founder and chief executive of Neve Designs in Longmont, a company known for its ski sweaters, is stepping away from its day-to-day operations. **Doug Saunders** has been named general manager. Saunders has held management jobs in several ski and outdoor industry companies. **Kate Saunders** has been hired as director of merchandising and development.

REAL ESTATE

Carolyn Barlow has joined Pedal to Properties, a full-service real estate firm in Boulder. Barlow as been a Colorado resident for 19 years and has five years of real estate expe-

rience. Barlow is on her way to attaining designation from the Council of Residential Specialists, an internationally recognized association that equips Realtors with training and education.

The Colorado Association of Realtors

installed **Jolon Ruch** as president during the organization's 93nd annual state convention held in Denver. Ruch is a Broomfield resident

Barlow

and broker with the Main Street Group at Keller Williams Realty. Other officers who will serve with Ruch are **David Barber**, Re/Max Unlimited Inc., Aurora, president-elect; **Ann Hayes**, Keller Williams Realty, Grand Junction, treasurer; **Keith Kanemoto**,

Prudential Rocky Mountain Realtors, Longmont, immediate past president; and **Greg Zadel**, Zadel Realty, Firestone, appointed past president. The board's responsibilities include leading and coordinating volunteer efforts of the association aimed at maintaining stability in Colorado's real estate industry, protecting private property rights, supporting efforts for affordable-housing opportunities and providing resources and services designed to help Realtors in Colorado succeed.

Ruch

Boulder Diagnostics announced the European market launch of its CE marked GoutiFind invitro diagnostic test for the detection of gout disease from whole blood. The GoutiFind test is offered throughout the European Union as a diagnostic service by the company's clinical diagnostic service laboratory in Mellrichstadt, Germany. At the same time, the company announced the launch of the SpiroFind Vet test for active Lyme disease in dogs and horses in the United States and European Union markets.



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Year-to-Year Comparison

EXISTING HOME SALES

September 2013 Statistics

Location	Total#	Inventor	y Avg.	Avg.	Median	1	Fotal # S e	old		Average S	ales Price		Averag	je Days to	o Contract	t	Median	Sales Price	
Locatori	Sold	intointoi,	Sales Price	Days to Contract	Sales Price	Location	09/01/11 - 08/31/12		%chg	09/01/11 - 08/31/12	09/01/12 08/31/13	%chg	Location	09/01/11 08/31/12	09/01/12 08/31/13	%chg	09/01/11 08/31/12	09/01/12 08/31/13	%chg
Boulder	60	227	\$757,935	29	\$604,950	Boulder	723	828	14.5	\$671,142	\$720,013	7.3	Boulder	78	45	(42.3)	\$570,000	\$622,450	9.2
Broomfield	26	91	\$389,579	32	\$361,971	Broomfield	385	412	7.0	\$361,705	\$388,480	7.4	Broomfield	73	41	(43.8)	\$328,000	\$344,750	5.1
Erie	24	119	\$376,085	22	\$343,750	Erie	286	396	38.5	\$339,698	\$371,635	9.4	Erie	72	50	(30.6)	\$325,250	\$338,625	4.1
Lafayette	25	71	\$382,944	37	\$317,000	Lafayette	300	318	6.0	\$381,168	\$408,074	7.1	Lafayette	74	40	(45.9)	\$348,500	\$375,500	7.7
Longmont	102	296	\$280,832	34	\$261,000	Longmont	939	1109	18.1	\$258,714	\$274,724	6.2	Longmont	66	45	(31.8)	\$234,000	\$253,500	8.3
Louisville	20	43	\$486,228	26	\$424,950	Louisville	235	234	(0.4)	\$424,157	\$478,417	12.8	Louisville	56	43	(23.2)	\$380,500	\$439,500	15.5
Superior	10	32	\$539,425	15	\$527,500	Superior	146	148	1.4	\$420,039	\$452,233	7.7	Superior	43	32	(25.6)	\$392,200	\$430,000	9.6
Mountains	18	289	\$522,800	86	\$421,250	Mountains	278	336	20.9	\$405,593	\$446,804	10.2	Mountains	128	123	(3.9)	\$342,250	\$365,000	6.6
Plains	23	201	\$604,331	55	\$535,000	Plains	385	430	11.7	\$605,282	\$673,415	11.3	Plains	93	68	(26.9)	\$472,000	\$521,400	10.5
Total	308	1,369				Total	3,677	4,211											

EXISTING CONDO SALES

September 2013 Statistics

Year-to-Year Comparison

Location	cation Total# Inventory Avg. Avg. Median		т	Total # Sold Average Sales Price						Average Days to Contract				Median Sales Price					
	Sold	,	Sales Price	Days to Contract	Sales Price	Location	09/01/11 08/31/12	09/01/12 08/31/13	%chg	09/01/11 08/31/12	09/01/12 08/31/13	%chg	Location	09/01/11 08/31/12	09/01/12 08/31/13	%chg	09/01/11 08/31/12	09/01/12 08/31/13	%chg
Boulder	56	176	\$267,482	26	\$206,500	Boulder	650	738	13.5	\$307,742	\$319,937	4.0	Boulder	139	55	(60.4)	\$250,000	\$269,849	7.9
Broomfield	7	20	\$262,036	11	\$275,000	Broomfield	75	109	45.3	\$225,508	\$220,796	(2.1)	Broomfield	139	62	(55.4)	\$229,500	\$204,000	(11.1)
Erie	3	9	\$163,833	47	\$175,000	Erie	24	36	50.0	\$193,124	\$168,389	(12.8)	Erie	83	56	(32.5)	\$149,250	\$150,500	0.8
Lafayette	6	26	\$178,129	15	\$175,400	Lafayette	94	130	38.3	\$196,838	\$210,704	7.0	Lafayette	72	43	(40.3)	\$200,500	\$216,250	7.9
Longmont	26	61	\$200,942	27	\$188,625	Longmont	216	239	10.6	\$182,395	\$189,496	3.9	Longmont	89	49	(44.9)	\$167,500	\$179,900	7.4
Louisville	5	12	\$204,790	17	\$176,600	Louisville	35	60	71.4	\$227,509	\$258,041	13.4	Louisville	75	37	(50.7)	\$201,000	\$223,950	11.4
Superior	8	5	\$220,331	20	\$198,000	Superior	29	35	20.7	\$211,389	\$211,984	0.3	Superior	55	31	(43.6)	\$184,000	\$195,000	6.0
Mountains	0	1	0	0	0	Mountains	1	4	300.0	\$265,900	\$323,625	21.7	Mountains	25	85	240.0	\$265,900	\$337,500	26.9
Plains	4	15	\$201,375	63	\$158,000	Plains	83	98	18.1	\$192,858	\$211,632	9.7	Plains	70	58	(17.1)	\$166,125	\$170,000	2.3
Total	115	325				Total	1,207	1,449		For more in	formation conta	ct: Konnoth k	lotard 303 442 3	585 e khotar	d@baractaff	nom Dataso	urce IRES_Inform	ation Real Estate	Services

Plans advance for Jewish Community Center

BOULDER – Even when the Boulder Jewish Community Center purchased its building at 3800 Kalmia Ave. in 1999, the organization knew it was a temporary space and had an eye on future expansion. Now those dreams finally seem to be nearing reality.

Plans for the Boulder Jewish

Community Center's new 52,500-squarefoot building were slated to go before the city's planning board for site and use reviews on Oct. 24 – after the Business Report went to



REAL ESTATE Joshua Lindenstein

press. The project is part of a larger area owned by the Oreg Foundation dubbed Cherryvale Commons, a 32-acre parcel of vacant land at the southeast corner of Arapahoe and Cherryvale roads.

As part of Thursday's review, the Oreg Foundation was seeking annexation and zoning by the city of the 18.2 acres of the land that sit outside city limits.

The Oreg Foundation purchased the Cherryvale Commons land in 2000 with the intent of facilitating nonprofit usages. Multiple iterations of concept plans have existed over the years. The Oreg Foundation has donated about 9.5 acres to the Boul-



A rendering shows the south entrance of the Boulder Jewish Community Center building that is proposed for the southeast corner of Arapahoe and Cherryvale roads on Boulder's eastern edge.

der JCC for its new building. The rest of the land is divided into one chunk for other future development and one parcel of open space.

The JCC's capital campaign, which began in 2010, has exceeded its goal of \$18 million to cover construction of the new building as well as support of some ongoing operational expenses.

"It definitely seems tangible," Jona-

than Lev, executive director of the JCC, said recently. "This has been an idea, a vision, documents on paper. Now it's going to the planning board and the city council. It really is a tangible thing that is exciting."

The JCC began as a preschool 25 years ago. It is open to all in the community and now houses the preschool as well as offering cultural programming and other activities that serve all ages and cultures. The building on Kalmia Avenue includes about 15,000 square feet.

The new building will allow the JCC to expand the preschool, add infant care to its early childhood center and increase other community offerings. It will include an events hall, classroom space and a fitness center with a gym.

REAL ESTATE from 28A

"The biggest thing with this project is we've worked very hard to ensure that it is a project that serves the community, works well with the neighborhood and brings great programs and services to the community," Lev said.

Pending the planning board's nod of approval, the project would go before city council for at least two readings, including a public hearing. Then technical documents and building permits would need to be secured.

Once the entitlement process is complete, Lev said, the JCC would break ground on its new building, although he and other JCC staff members hesitate to set a target date for groundbreaking. Once started, Lev said, construction will take about a year.

RB+B Architects Inc. in Fort Collins is designing the building.

GOLDEN BUFF SELLS: NAI Shames Makovsky closed recently on the purchase of the Best Western Golden Buff Lodge property at 1725 28th St. at Canyon Boulevard in Boulder.

The Denver-based real estate and development firm paid \$10 million to the Boeve family, longtime owners of the hotel, according to county property records. Officials for Shames Makovsky could not be reached.

The site is one of two properties at

the northwest corner of the intersection slated for a major redevelopment project along with the former Eads Newsstand building that is owned by local developer Lou DellaCava.

Scott Pedersen of Boulder-based Pedersen Development Co., last winter received approval from the city to demolish the Golden Buff and Eads and construct a pair of new hotels as well as a 35,000-square-foot building for offices, retail and restaurants.

Represented by Gibbons-White broker Michael-Ryan McCarty, Pedersen had a contract to purchase the Golden Buff property and had brought on Shames Makovsky as a partner in the redevelopment. Pedersen said he recently sold the development rights, entitlements and purchase agreement for an undisclosed sum to Shames Makovsky.

"It was in both groups' best interest to have (just) one of us moving forward with it," said Pedersen, who also is the developer spearheading the Depot Square development just east of the intersection of 30th and Pearl streets.

JAMES TRAVEL SALE: The owners of a pair of Broomfield-based companies – Tax Guard Inc. and 20/20 Tax Resolution Inc. – paid \$2.6 million to purchase the James Travel building at 1750 14th St. in a three-way deal that

left Element Properties with the parking lot around the building.

The James family, whose late patriarch Donald James started James Travelpoints International in 1957, sold the building and the three-quarter-acre parcel on which it sits to Element Properties for \$3.7 million at the end of August. Element then sold the building to B&H LLC, an entity formed by Brian Biffle and Hansen Rada.

Biffle is the president of 20/20, and Rada is president of Tax Guard. Biffle said the intent is to move Tax Guard to Boulder from the 22,000-squarefoot office the two companies share now at 11800 Ridge Parkway in Broomfield.

Frosch International Travel – which purchased James Travel in 2010 - and International Data Corp. both lease office space in the 10,000-squarefoot building at 1750 14th St. EarthvisionZ LLC recently moved out of the building to 1731 15th St., Suite 101, in Boulder. Biffle said the vacant space, about 5,000 square feet, is being renovated for move-in by Tax Guard by the end of the year.

As for Element Properties, a real estate management, development and consulting firm, principal Chris Jacobs said the company plans to continue operating the parking lot for now. However, the parcel presents a significant development opportunity as the city of Boulder continues crafting a civic area master plan for the area. Jacobs said the site's zoning accepts both residential and commercial uses.

"I think it's a land bank for a year or two," Jacobs said. "We believe in the civic area, and we want to own land by the civic area."

Brokers B. Scot Smith and C. Wade Arnold of The Colorado Group represented XYZ Corp., the James family's entity, in the initial sale of the property. Element was represented internally and brokered the deal with B&H LLC.

DENVER

LUXURY PRICES INCREASE: While the number of Denver metro luxury homes in sold dipped in September, the median sale price rose 5.9 percent from the previous month to \$1.369 million, according a report released by Coldwell Banker Residential Brokerage.

The figures are based on Multiple Listing Service data of homes that sold for \$1 million or more in the area last month.

Seventy-three such homes sold in September, up four from the same month a year ago, although down significantly from August's count of 98.

Joshua Lindenstein can be reached at 303-630-1943 or jlindenstein@bcbr.com.

BCBRDAILY from 2A

ral-food industry veteran judges to vie for the Pitch Slam prize and industry recognition. Past Pitch Slam winners such as Evol Foods, a Boulder-based frozen burrito and meal maker, have grown rapidly into national markets. Audience members helped pick the winner by texting their votes to the event organizer.

Several area natural-food companies were recognized in an annual awards presentation following the Pitch Slam finals, which were held at the Boulder Theater. Winners were: Lifetime Achievement: Mo Siegel, founder of Celestial Seasonings tea company; Company of the Year: WhiteWave Foods Co., Broomfield; Best Young Business: Alfalfa's Market, Boulder; Focus on the Future Sustainability: White Wave Foods Co. for its Silk soy-milk products; Local

Hero: Bryce Winton Brown, executive director, Growe Foundation, Boulder; Lance Gentry Breakthrough Innovation: Previous Pitch Slam winner Goddess Garden, Boulder. Posted Oct. 10.

Lanx HQ for BioMet division

BROOMFIELD – Lanx Inc. will become the new headquarters for Biomet Inc.'s spinal device business, following Biomet's \$147 million acquisition of Lanx.

Lanx in Broomfield has about 200 workers who make products for patients with degenerative disk disease. Warsaw, Indiana-based Biomet makes surgical and nonsurgical devices, mainly orthopedic products, according to a regulatory filing. More details of the headquarters announcement may be made public after the sale closes on Nov. 29, according to Bill Kolter, a Biomet spokesman.

The sale is subject to federal approval under the Hart-Scott-Rodino Antitrust Improvements Act and other closing conditions. Posted Oct. 14.

Pellman's named Top Shop

Pellman's Automotive Service Inc. in Boulder was named the 2013 Motor Age Top Shop by The Advanstar Automotive Group. The group publishes Motor Age, a trade magazine distributed nationwide for the automotive aftermarket and collision repair industry.

Pellman's was selected by a panel of judges, which based votes on information provided by shops that entered the annual contest.

The shop at 2560 49th St. is owned

by Brad and Lisa Pellman. It has eight bays and occupies 9,240 square feet. Posted Oct. 16.

Justin's, equity firm merge

BOULDER – Nut butter and candy bar company Justin's LLC merged with private equity firm VMG Partners, in a \$47 million transaction, according to founder Justin Gold.

At the same time, Justin's received a \$4.7 million working capital investment in the transaction, according to Gold and to a regulatory filing made with the U.S. Securities and Exchange Commission.

The Justin's office will remain in Boulder following the transaction, Gold said. He said he has plans to hire an unspecified number of new people as well.

Posted Oct. 17.

SPENDING from 4A

Regelson said all of his organization's money either has been spent or budgeted for television ads, print ads, direct mailings and other campaign literature.

Outside of individual contributions, Regelson said, his group doesn't expect any more major contributions.

The municipalization debate has been polarizing, to say the least. The city has placed measure 2E on the ballot to compete with 310. The city-initiated measure would limit - to \$214 million – only the amount Boulder

could pay in the acquisition of Xcel assets and stranded costs owed to the company, but not for other startup or future costs associated with the municipal utility.

In addition to requiring voter approval for any debt issued by a municipal utility, 310 would limit such elections to odd-numbered years and require that customers of the utility who live outside city boundaries be allowed to vote on those matters. Those requirements, municipalization proponents have said, would

essentially kill municipalization and any bargaining power the city might have in pushing Xcel to more rapidly to shift its energy mix to renewable sources if the city were to keep Xcel as its service provider.

Hundreds of individuals have donated to the two pro-muni committees. While the amounts have been relatively small, five city council members, including Mayor Matt Appelbaum, Macon Cowles, KC Becker, Lisa Morzel and Suzanne Jones, have donated to those causes. Namaste Solar, meanwhile, has been in the pro-muni corner from a business standpoint.

Outside of Xcel, Voter Approval of Debt Limits financial supporters have been few in number, although not necessarily in stature. Boulder venture capital firm Foundry Group donated \$5,000 to VADL over the summer as it worked to gather enough signatures to place 310 on the ballot, while a prominent real estate development company, Tebo Development Co., gave \$1,500 during the same time frame.

BOULDER COUNTY BUSINESS REPORT

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2E, 310 fall short of 'yes' or 'no' vote

Te've said all along that voters should have the final say about whether Boulder should municipalize its utility. Now, as the city proceeds on the path toward municipalization, two competing ballot measures seek to address some aspect of the issue.

We stand in opposition to both measures.

Ballot Question 310, a citizen initiative supported by Xcel Energy, provides that "voters must approve the amount of the utility's debt limit and the total cost of debt repayment." The measure also provides that the utility's service area shall not extend outside the city's boundaries unless voters in the affected area are allowed to vote on any future debt or repayment issues.

R

Ballot Question 2E, submitted by the City Council, would limit the portion of bonds or other obligations used to acquire existing Xcel utility assets, and stranded costs, to \$214 million.

While we support aspects of both 2E and 310, we would have preferred a different ballot question, one that would require the city to return to voters for approval of a specific dollar amount tied to municipalization.

As it is, both ballot measures are faulty. 2E does not create a cap on the cost of municipalization, only on the bonded indebtedness tied to certain aspects. 310 creates a perpetual power for voters to approve any utility debt limit, a restriction that would hamstring any municipal utility.

We support a simple, clean, future vote: Once the cost of municipalization is known, voters should be allowed to say "yes" or "no." This up-and-down vote idea is also one endorsed by the Boulder Chamber, which came out "neutral" on 2E and 310.

We believe Boulder voters deserve to know the final costs before the city embarks down this path.

These ballot measures don't do that.





Did flood leave golden opportunity?

Fever grips panners in wake of disaster, but prospects slim

eople still are reeling from and trying to overcome the devastation of the Colorado floods. In some places there still is no electricity, and other places no drinkable water.

Once where there was farmland or a house, a river flows. Once where the river ran, new piles of debris and dirt sit; from who knows how far upstream they came.

But as the flood recedes and silt settles, so does the prospect of gold.

Steve Herschbach, a gold miner in Alaska, says, "It is never good that property and lives are lost in floods, but they can be a real rejuvenator of mining possibilities anywhere they occur. Gold can be spotted eyeballing bedrock and ground if you are first on site immediately after a flood recedes."

In Colorado, there is a buzz among the gold-panning community. At \$1,315 an ounce, it's easy for gold fever to set in. Shortly after the rain, some shops in the Golden area experienced an uptick in equipment sales – the gold pans and filters – and gold-panning clubs fielded queries on the possibilities

of a new gold order.

I've heard from a couple of people who have seen "tiny, shiny flecks of rock" in their front yards as they clean up after the flood, wondering if they should try to collect it.

Online, amateur gold panners and miners are

this.

chatting and

tweeting quite

excitedly about

"Geowizard" and

"Flintgrease-



wood" speculate that claims in the past that Doug Storum

haven't been producing might start because of the massive shift in dirt and rock caused by Mother Nature.

But what really are the prospects for striking it rich if you run out and buy a gold pan and head for the river banks?

Most of Colorado's gold deposits are within the Colorado Mineral Belt that trends northeast from the San Juan Mountains in the southwest to its northeastern extent in the Front Range near Jamestown. The St. Vrain River, which runs through Longmont, and Boulder Creek, which cuts through the heart of downtown Boulder, pass through this belt. So do we have

WEB DIRECTOR Chase Miller.....

WEB DESIGNER

Denise Schwartz

Myles Fuchs

Kevin Loewen

cause for excitement?

Wallie Robinson, owner of Grubstaker LLC in Wheat Ridge, has been providing prospecting and claim-staking services for more than 20 years. He's experienced an uptick in interest in his services since the flood.

"The floods have moved gold," he said. "This is the biggest flood since the Gold Rush. A lot of residue on the side of mountains and in the dumps at mills has been moved into the watershed, and that can include gold."

The lone professor I was able to reach at the Colorado School of Mines' Department of Mining Engineering wouldn't say one way or the other, only that he hasn't heard of gold being unearthed because of floods.

While there are reports that people as far away as Alabama have made the trip out West to see if they can strike it rich, reports of newly found gold have yet to surface.

Will the gold flush of 2013 amount to anything more than a flash in the pan? Probably not, but we could use a little gold-rush romance after all the heartache caused by the floods.

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Balance open space, transportation, general fund

E arlier this year, when the city of Boulder highlighted a \$3.2 million shortfall for transportation operations and maintenance, a fee or tax in the \$2.5 million to \$5.6 million range seemed imminent.

The numbers were compelling, and the polling was strong for a scenario that relied on business to do the heavy lifting. We advocated against this approach, arguing instead for the city to better prioritize transportation funding within the existing budget.

Since we last visited this topic ("Don't let transportation 'fee' take us for a ride" – Boulder County Business Report, April 25) a dramatic yet sensible plan for addressing the transportation funding gap has emerged.

In August, the city council voted unanimously to offer voters a longterm, measured approach for which we have advocated so strongly. Ballot questions 2B, 2C and 2D, a package consisting of one new interim tax (2B) and two renewing sales taxes (2C and 2D), represents a careful rebalancing of resources that fully funds the open-space vision plan while investing resources in transportation infrastructure and other city services that contribute to our community's quality of life.

Now for the "wonky bits" (stick with us; this is complicated). The

two renewing sales taxes, totaling 0.48 percent, were dedicated to open space programs when first passed. As the council reviewed the budget and prepared to put these taxes up for renewal, it became clear that the Open Space Department



GUEST OPINION Angelique Espinosa Elisabeth Patterson

could fulfill its highest, vision level plan with significantly less than the full 0.48 percent.

The new plan directs 0.22 percent to open space, and 0.11 percent to basic services such as police, fire and libraries paid by the general fund (2C). Transportation needs (2D), including road maintenance and alternative modes, would receive 0.15 percent in sales tax revenue. A short-term bridge tax of 0.15 percent (2B) appears on the ballot to tide the transportation department over until 2D kicks in, if approved.

Open space will be well-served by this plan. Through 2034, an esti-

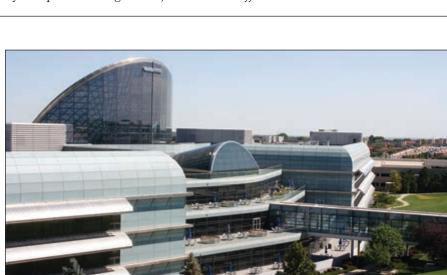
mated \$155 million would fund land purchases identified in the Acquisition Plan, with \$5.6 million yearly for maintenance after 2034. As the land purchases are completed, the remaining revenue would supplement the general fund's 0.11 percent share of 2C to address much-needed basic city services.

As we recover and rebuild from the flood, supporting 2B also makes good sense. This conservative, sun-setting tax would help protect the infrastructure that is so vital to our local businesses. What's more, if 2B fails, look for a proposed transportation fee or property tax to rear its head in the next election cycle. Not only is this the right approach now, it will offset the need to revisit other, less attractive infrastructure financing measures.

A "yes" vote on 2B, 2C and 2D supports a balanced approach to addressing community needs. This package of initiatives maintains our investment in some of Boulder's most important services and programs without placing an onerous burden on businesses.

Please join us in voting for ballot measures 2B, 2C and 2D.

Angelique Espinoza and Elisabeth Patterson are members of the publicaffairs team at the Boulder Chamber. Original Plan Long Term Tax for Transportation +



minster announcement as the culmination of "an unexpected series of events." DigitalGlobe's previous plans in Broomfield were made through a nonbinding letter of intent.

Transportation

General Fund

Broomfield officials were "very disappointed that DigitalGlobe has chosen to go in a new direction," Martinez said after the announcement was made. "But we're very proud that we put our best foot forward for them to locate in our community."

McWhinney commercial real estate representative Jay Hardy also was supportive of DigitalGlobe's unexpected change in plans, pointing to the company's decision to remain in Colorado. McWhinney is developing the North Park campus.

Jason Addlesperger and Dave Lee, commercial real estate brokers at Newmark Grubb Knight Frank's Denver office, represented the Westminster building's owner. The building has several outdoor patios facing south and 800 parking spaces – 300 in an open parking lot and 500 in a covered lot, according to building sales details.

In the meantime, Longmont economic development officials have offered support to DigitalGlobe officials since the announcement, said Wendi Nafziger, a spokeswoman for the Longmont Area Economic Council. The company is expected to maintain a footprint in the Longmont location for an unspecified period of time after the move to Westminster, according to a press statement.

DGI from 1A

quarters building with room for 1,300 employees in the North Park development at Interstate 25 and Colorado Highway 7 in Broomfield. DigitalGlobe currently is located at 1601 Dry Creek Drive in Longmont.

Refurbishing an existing building rather than building a new one will save DigitalGlobe shareholders "significant" capital costs, Wray said. He thanked the city of Broomfield and other partners for understanding the unexpected change in plans.

"Financially and culturally, it made sense," Wray said. "This new building will allow us to build our culture, with all of our team members under one roof."

DigitalGlobe in Colorado has about 900 full-time employees and plans to add 500 to 600 additional full-time employees over the next several years, said Nancy Coleman, a DigitalGlobe spokeswoman based in Longmont. The company in June got the OK for as much as \$4.4 million in state tax rebates if it creates 435 jobs in Colorado over the next five years, according to a spokesman at the Colorado Office of Economic Development and International Trade.

DigitalGlobe sells satellite pictures to a variety of customers around the globe, including the U.S. government. It is integrating with former competitor GeoEye, which it acquired in 2012. A current GeoEye office in Thornton is a mile or two from the new office location, Wray said. That DigitalGlobe Inc. plans to move its headquarters to an iconic 480,000-square-foot building at 1300 W. 120th Ave. in Westminster in summer 2014. The satellite imagery company currently is based in Longmont.

office is slated to close.

Unspecified financial incentives offered by Broomfield and Westminster economic development officials did not drive the relocation decision, Coleman said. Wray said the financial incentives offered by the two communities were not substantially different. Longmont officials also offered the company a package of economic incentives to stay at its present location.

Economic incentives can include things such as personal property tax, use tax and real estate tax rebates, said Bo Martinez, economic development director for the city and county of Broomfield. He declined to discuss financial details of the DigitalGlobe project, referring questions to Digital-Globe. Coleman and Wray declined to give further details of possible financial incentives.

Westminster also declined to give details of economic incentives offered to DigitalGlobe, other than to say that they're still being discussed.

"But as far as the overall project, the city is very excited about it," said Susan Grafton, economic development director for the city of Westminster. "This is a positive to have a global headquarters in the north metro area, and all of us will be benefitting."

DigitalGlobe chief executive Jeffrey Tarr characterized the West-

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HealthCare

PULSE

What's Next for Health-Care Reform?

Nov. 12, 2013 7:30 am to 1:30 pm **Plaza Conference Center** in Longmont



BREAKFAST **KEYNOTE SPEAKER** MICHAEL SLUBOWSKI **PRESIDENT AND CEO,** SCL Health System and Chair of the Exempla Healthcare Board of Directors



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BREAKFAST **KEYNOTE SPEAKER** JANDEL ALLEN-DAVIS MD **VICE PRESIDENT,** Government and external relations, **Kaiser Permanente**

WHO SHOULD ATTEND: Business owners, hospital administrators, health-care and insurance executives, human-resource officers and government officials.

8 to 8:10 a.m.

Welcome: Chris Wood, publisher, Boulder County Business Report

8:10 to 8:30 a.m.

Breakfast Keynote Address: The Revolutionary Mindset and the Redesign of Health Care, Michael Slubowski, president and CEO, SCL Health System

8:30 to 9:15 a.m.

Market Response to Health-Care Reform: Boulder Valley health-care providers are responding to the Affordable Care Act in many ways, with mergers, acquisitions, new construction and expansions. What are some of the important changes we're seeing in the region, and how are local hospitals preparing for health-care reform, internally and externally?

Mitch Carson, CEO, Longmont United Hospital Dave Hamm, CEO, Exempla Good Samaritan Medical Center Nancy Wollen, senior vice president, operations, Kaiser Permanente Colorado

9:30 to 10:45 a.m.

Will There Be Rate Shock? What Business Needs to Know: This session will address critical information for business owners and managers, including:

- What will the Affordable Care Act mean for premiums for business plans?
- How does health-care reform affect business owners' decision whether to offer or retain coverage?
- How does the Affordable Care Act affect your business?
- What role with the new health-insurance exchanges play in how health insurance is delivered?
- How might health-care reform force you to change your existing waiting periods for new employees?

Lindy Hinman, chief operating officer, Connect for Health Colorado Kendra Johnson, benefits consultant, Flood and Peterson Mike Rankin, director of business development and broker relations, Kaiser Permanente Clair Volk, president, Volk & Bell Benefits LLC

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10:15 to 10:30 a.m. Break

11 a.m. to noon:

The Affordable Care Act: Impact on Insurers, Providers, People The ACA represents an extremely complex piece of legislation that will take years to implement. Our expert panel will provide highlights of the ACA, including upcoming milestones and legal requirements for providers, insurers and consumers.

Sharon Caulfield, attorney, Caplan and Earnest LLC

Julia Hutchins, CEO, Colorado HealthOp Susan Levy, executive director, Boulder Valley Women's Health Center

Noon to 1:30 p.m.

Luncheon Keynote Address: Jandel Allen-Davis MD, vice president, government and external relations, Kaiser Permanente





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