

# BOULDER COUNTY BUSINESS REPORT

\$1

BIZWEST  
MEDIA



## SMALL BUSINESS

Renowned dancers  
open tango studio

3A



## HEALTH CARE

Integrative care:  
extras that help

11A

Volume 32 | Issue 24 | Nov. 8-21, 2013

# Internet retailers face taxing issue

BY JOSHUA LINDENSTEIN

jllindenstein@bcbr.com

Brian Fricano doesn't consider himself anti-tax. He's just not sure it's fair to put the burden of collecting sales and use tax for thousands of different taxing districts on small Internet retailers such as his.

If the Marketplace Fairness Act of 2013 passes through Congress, Fri-

## Marketplace Fairness Act presents benefits, burdens for online commerce

cano sees a straightforward bottom line for Broomfield-based Sustainable Supply LLC: Additional employees he has penciled in for expansion in 2014 probably would not be hired

until he figured out the true costs of complying with the act.

"It definitely would slow things down for me," said Fricano, whose online green building supply store

primarily is geared toward commercial restroom products. "I think the states are missing out on revenue, and it's revenue they deserve. However, a method of collecting the sales tax needs to be simplified for small businesses."

Whether the Marketplace Fairness Act actually becomes law remains to be seen. After passage in the Senate last spring, it has languished in

► See **Internet, 15A**

## Inside



### Event Planning Guide

Whether you need tips on planning and promoting your first event or help searching for just the right speaker, venue or caterer to improve on your last gathering, you'll find plenty of information and resources in this year's Event Planning Guide to make them a success.

This joint publication of BizWest Media LLC business newspapers — the Boulder County Business Report, Northern Colorado Business Report and Wyoming Business Report — provides helpful stories along with directories of hotels, venues and event planners all along the Front Range of the Rockies.

## Boot camp for software developers

RefactorU's intense course has students 'dreaming in code'



PETER WAYNE

Sean Daken, founder and chief executive of Boulder-based RefactorU LLC, trains students at his software-developer boot camp. He says the 10-week JavaScript program is so intense that "these people are actually dreaming in code after eight weeks." See story, 5A.

# DGI nixed \$18 million offer from Longmont

BY BETH POTTER

bpotter@bcbr.com

LONGMONT – Longmont city officials offered DigitalGlobe Inc. an incentive package worth \$18 million over a 10-year period to keep its corporate headquarters in the city, according to documents obtained by the Boulder County Business Report.

DigitalGlobe (NYSE: DGI) selected Westminster as the home of its new headquarters despite Longmont's offer and before hearing all the details of the \$7.2 million incentive package being offered by Broomfield. Westminster offered a \$6.2 million package of incentives over a 10-year period.

DigitalGlobe plans to move its headquarters to an iconic 480,000-square-foot building in Westminster next summer, officials

► See **DGI, 25A**

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# Judge's ruling means bankruptcy for Biax

Editor's note: The following is a wrap-up 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](http://www.BCBR.com).

## BY BUSINESS REPORT STAFF

news@bcbcr.com

BOULDER — Biax Corp., a patent holding company, recently filed for bankruptcy after a judge last summer ordered the company to pay attorney fees of more than \$2 million in a 2011 patent lawsuit case.

U.S. District Court Judge Philip Brimmer in August ordered that Biax Corp. pay Nvidia Corp. \$1.6 million in attorney fees and costs in the 2011 patent lawsuit case, according to a court document. The judge ordered Biax to pay Sony Computer Entertainment America Inc. \$700,000 in attorney fees and costs.

In the 2011 patent lawsuit case, Biax Corp. said the two companies infringed on two patents held by Biax, according to a court document. The nature of the patents was not disclosed. In February 2012, a judge ruled in favor of the defendants, Nvidia and Sony. In March, the court ruled that the defendants could collect

attorney fees from Biax for a certain time period related to the case.

Biax filed for bankruptcy in September. The two largest creditors listed on bankruptcy documents are Nvidia Corp., represented by a New York law firm, at more than \$1.3 million, and Sony Computer Entertainment America Inc., represented by a Chicago law firm, at \$700,000. Biax company president Raymond Scott Livingstone is listed as the third largest creditor at \$470,000.

Posted Oct. 31.

## BCBR DAILY

### EAGLE-Net finds manager

BROOMFIELD — EAGLE-Net Alliance said it has reached an agreement with broadband provider Affiniti Inc. of Austin, Texas, to manage the organization's network.

Affiniti, through a long-term partnership, will invest at least \$8 million to expand Broomfield-based EAGLE-Net's broadband network, EAGLE-Net said. The total amount invested by Affiniti will depend on EAGLE-Net meeting certain revenue goals, EAGLE-Net chief executive Mike Ryan said.

The partnership with Affiniti will help EAGLE-Net close its funding gap, he said.

EAGLE-Net's announcement fol-

lows a September state Legislative Audit Committee hearing during which EAGLE-Net told lawmakers it needed \$17 million to \$25 million to complete the network. The organization also revealed that it had \$8.4 million remaining from a \$100.6 million federal grant it received from the American Recovery and Reinvestment Act's Broadband Technologies Opportunity Program in 2010.

Posted Oct. 23.



Jones



Lombardi

### Eco-Cycle getting new chief

BOULDER — Suzanne "Zan" Jones, a member of the Boulder City Council, will become Eco-Cycle Inc.'s new executive director at the beginning of 2014, replacing Eric Lombardi, who will start Eco-Cycle International.

Jones is expected to take the reins of the nonprofit group just as it transitions to a new home at 6400 Arapahoe Road in Boulder at the end of the year.

Eco-Cycle handles recycling and compost programs for Boulder County. The group encourages zero-waste practices, meaning no waste goes into a landfill. The group also runs the Center for Hard-to-Recycle Materials, or CHaRM, which recycles computers and other products.

Lombardi, through Eco-Cycle International, will work with communities around the world that have expressed interest in creating zero-waste systems. Officials in nations such as Tobago, Nepal, Guam, Romania and France and in other cities in Colorado have all asked for help.

Posted Oct. 24.

### RealD to cut 1 in 5 workers

BOULDER — RealD Inc. has announced plans to cut about 20 percent of its workforce, in a filing with the Securities and Exchange Commission.

RealD (NYSE: RLD), a maker of 3-D movie and video microdisplays, is based in Beverly Hills, California, but has a significant manufacturing and research and development presence in Boulder.

Last winter, the city of Boulder rewarded RealD with an \$80,000 rebate package for keeping its research and development center in town at a 55,700-square-foot space at 5700 Flatirons Parkway.

► See **BCBRdaily**, 27A



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# Board to set initial price for Dillard's next month

BY BETH POTTER

bpotter@bcbr.com

LONGMONT — The preliminary price of the Dillard's department store in Longmont is expected to be decided by a three-person board in a court hearing expected to be held Dec. 11-13.

The process for determining the preliminary price in the eminent-domain case is a "unique situation," said Leslie Fields, an attorney for Dillard's Inc. (NYSE: DDS). Fields spoke Thursday, Oct. 31, in a court hearing to confirm the three-person board.

The board is expected to set the

preliminary legal value so that the store's title can be transferred to the Longmont Urban Renewal Authority and an \$80 million redevelopment project can start at Twin Peaks Mall. A jury is expected to decide the final value of the building and surrounding land "later on," Fields said.

The situation is unique because state law calls for a judge, a three-person board or a jury to decide the price of a property in an eminent-domain case. In this case, however, the price determination is on parallel tracks of both a three-person board and a jury because of decisions made by Boulder

District Court Judge D.D. Mallard.

Mallard in August approved Dillard's attorneys' request for a jury trial, according to court documents. Dillard's has appealed the constitutionality of the case to the Colorado Court of Appeals, which has delayed the process.

At the same time, Mallard ruled that the Longmont Urban Renewal Authority had the right to take title to the property. LURA officials requested that the title vesting process be expedited, which led to the process to select the three-person board. "Vesting title" refers to the right for the title to the Dillard's property to transfer to the

Longmont Urban Renewal Authority in the eminent-domain process.

The price decided by the three-person board will be separate from the price decided by a jury, according to legal experts. A jury trial is expected to be held sometime in the first quarter of 2014, Mallard said.

William R. Gray, a lawyer at Purvis, Gray LLP in Boulder, is chairman of the three-person board that includes 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.

► See **Dillard's, 7A**

## Two to tango



PETER WAYNE

Partners in dance and life, Giselle Anne and Gustavo Naveira have offered Argentine tango lessons and dance space at Boulder's Pearl Street Studio for years. They're now in the final stages of bringing the area a bigger taste of the dance by opening the Boulder Tango School in January.

## Dance partners opening tango school in Boulder

BY ELIZABETH GOLD

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BOULDER — Dancer-choreographer Martha Graham defined dance as the hidden language of the soul. From ballet to hip hop, the activity of dance crosses cultural boundaries with a twirl, a dip and an embrace.

"Dance itself is a communication system," said Gustavo Naveira, speaking of the dance for which he and his partner, Giselle Anne, have become internationally known: the tango.

"It's not like going to school, learning a syllabus, taking an exam and getting licensed," he said, describing the process of learning the form. "The tango has no limits. You can go on learning

“This new generation of Argentine tango was developed and became rich in terms of choreography and artistic possibility. ... It's been growing ever since. No one expected it to get as big as it has in the last 30 years.”

Gustavo Naveira

CO-OWNER,  
BOULDER TANGO SCHOOL

and discovering all the time through it."

The dance partners — a couple in dance and in life, as Naveira says — have offered Argentine tango lessons and dance space at Boulder's Pearl Street Studio for years. They're now

in the final stages of bringing the area a bigger taste of the dance by opening the Boulder Tango School in January.

For most people, tango is considered a fundamental expression of

► See **Tango, 18A**

## UQM powers electric plane to two records

An all-electric plane piloted by Chip Yates set two new Guinness world records for electric-powered flight last month, and part of the credit goes to a Longmont company.

UQM Technologies Inc. (NYSE MKT: UQM) built the PowerPhase motor and controller that propelled Yates' plane at the Capital Air Show in Sacramento, California.

"Yates has taken electric-powered transportation to new heights with his latest round of records," said Eric Ridenour, president and chief executive of UQM, in a press statement. "Unlike internal-combustion engines, the power output of our electric motor is not affected by altitude, providing steady and consistent power."

At the air show, Yates set a new record for speed of climb to altitude in an electric airplane, reaching 500 meters (1,640 feet) in 62.58 seconds

## BCBR EYE

from a complete stop. He also set a record for speed over a one-kilometer (0.62 miles) course, averaging two passes, one from each direction. Yates piloted the electric aircraft to 220.9 miles per hour on the first pass and 212.9 mph on the second, resulting in a new world record of 216.9 mph.

Another kind of energy source is just finding its wings.

Energy-conserving technology has brought us CFLs and LEDs. But for researchers at the University of Bristol in the United Kingdom, the word "power" begins with pee.

This whiz of a team flushed out a way to run a number of everyday electronic devices — including cell phones, light fixtures and electric razors and toothbrushes — using "urine power." Funded by a grant from the Bill and Melinda Gates Foundation, the team was able to convert urine into fuel through the use of a microbial fuel

► See **Eye, 7A**



### More renewable power for your home or business

While LPC's energy mix already contains more than 19% hydroelectric power plus over 3% of power from other renewable sources, some residents and businesses want to receive more. For those customers, LPC offers its Renewable Power Purchase Program.

To learn more, visit LPC's website at [www.ci.longmont.co.us/lpc](http://www.ci.longmont.co.us/lpc) and click on the image of the wind turbine. The first 50 customers who enroll will receive a free LED light bulb. If you have any questions contact LPC directly at 303-651-8386.



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

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# PUC's muni ruling leaves Xcel satisfied

## *Ruling tightens reins on Boulder actions*

BY JOSHUA LINDENSTEIN

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BOULDER – Xcel Energy Inc. officials said they were satisfied with the Colorado Public Utilities Commission's written ruling regarding the city of Boulder's plan to break away from Xcel and form its own electric utility.

In a verbal ruling issued in October, the PUC asserted that it retains ruling authority over whether a Boulder municipal electric utility could serve customers in unincorporated parts of Boulder County. It also affirmed its authority over how Boulder would be allowed to separate the system from Xcel to maintain reliability for all customers.

The city acknowledges those two points but the timing is a sticking point, said Sarah Huntley, a spokeswoman for the city.

The ruling would require the city to seek permission from the PUC to serve county customers before filing eminent-domain action in court to condemn Xcel's assets. Also before filing for condemnation, the city would have to bring its separation plan before the PUC for approval.

"It was not the exact ruling that we requested, but it is a ruling that we see as appropriate," said Paula Connelly, managing attorney for regulatory practice at Xcel.

Xcel in May filed a petition for five declaratory orders:

- If a municipal utility seeks to serve customers located outside the city's boundaries, it is subject to the jurisdiction of the PUC.
- The PUC already has granted

**“It was not the exact ruling that we requested, but it is a ruling that we see as appropriate.”**

**Paula Connelly**  
MANAGING ATTORNEY  
FOR REGULATORY PRACTICE,  
XCEL ENERGY INC.

Xcel a certificate of public convenience and necessity to serve the 5,800 county customers the city is proposing to serve with its municipal utility.

- Under Colorado law, there can be only one certificated utility per geographic area.

- The certificate of an existing utility cannot be taken away without due process of law, which requires a hearing before the PUC and proof by substantial evidence that Xcel is unwilling or unable to serve the certificated area.

- The need to construct replacement facilities as a result of actions taken by a challenging utility does not constitute an inability to serve.

Boulder didn't dispute the first three orders, and the PUC confirmed them in its written decision. As for the fourth and fifth points, the PUC issued its declaratory rulings asserting that Boulder must seek its approval on how to separate the systems and whether it will be allowed to serve county customers before filing for condemnation.

"That's one of the things we're evaluating," Huntley said. "We're

➤ See **Xcel, 10A**

## CORRECTION

A story published on page 1A of the Aug. 30-Sept. 12 edition incorrectly listed R. Paul Williamson as chief executive of SkyTran Colorado LLC and incorrectly listed SkyTran LLC as a subsidiary of SkyTran Inc. The two entities are separate. Williamson formed SkyTran Colorado LLC as an entity for forming business relationships in the state as he consults for SkyTran Inc. The original version also incorrectly stated that investors had pledged the \$250 million needed to build the system, contingent on the technology being proved on a test track. No money has been committed to the local project as of Oct. 30.

## BOULDER COUNTY BUSINESS REPORT

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# Software developers boot up careers at camp

BY JOSHUA LINDENSTEIN

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BOULDER – Sean Daken figures he'd like to be a student at his own software-developer boot camp one of these days.

His technical skills admittedly are rusty, for one thing. More importantly, as someone with a background in product management, Daken likes to be able to see things from his customers' point of view.

## HIGH-TECH MARKETPLACE

But somebody has to run RefactorU LLC, and if early returns are any indication there doesn't seem to be much of a study break on the horizon for Daken, the boot camp's founder and chief executive.

"There's just a massive disparity in the supply and demand of this type of talent," Daken said.

The value proposition of boot camps is one that could catch the eye of just about anyone looking to further their career or transition to a new one.

RefactorU's first cohort of 19 students is to graduate Nov. 15 after a rigorous 10-week slate of classes. For \$13,500 in tuition, they enter a job market where starting developers



PETER WAYNE

Sean Daken, founder and chief executive of Boulder-based RefactorU LLC, trains students at his software-developer boot camp. He says the JavaScript program is so intense that "these people are actually dreaming in code after eight weeks now."

in Colorado can make \$60,000 to \$80,000 depending on other experience and skills.

Daken, 34, was a director of product management and interim chief executive at Boulder startup Kula

Causes Inc., when the idea for RefactorU began percolating. He spent about eight years before that in product management at Intuit and stints at Deloitte Consulting and Sun Microsystems.

RefactorU, at 5717 Arapahoe Ave.,

is tucked back in some office space a parking lot away from Avery Brewing Co. The only similar programs in the area are Galvanize's gSchool in Denver and DaVinci Coders in Louisville.

► See **Developers, 6A**



**NightLights**  
Friday, Nov. 29 | 6-7 pm  
Twenty Ninth Street

Realities for Children Boulder County is hosting **NightLights** as part of **Twenty Ninth Street's** Tree Lighting Ceremony. **NightLights** will raise funds toward college scholarships for abused and at-risk youth.

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Companies can be recognized as a Champion for Children\* by sponsoring the lights on the holiday tree. To participate, rally your team to raise \$500 with funds going toward scholarships to youth in need.

Learn more at [www.rfcbc.org](http://www.rfcbc.org)

\*Individuals may also participate! A minimum tax-deductible donation of \$50 is suggested.



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## November is Homeless & Runaway Youth Awareness Month

Join Attention Homes to support the homeless youth in our community



**Sleep Out**  
Thurs,  
Nov 14

Join over 60 community and business leaders who will sleep out to raise awareness and support for homeless youth. Each participant pledges to raise \$1,000 and will spend the night sleeping outside on the lawn between Attention Homes' administrative office and First United Methodist Church near 15th and Spruce in downtown Boulder. Presented in partnership with First United Methodist Church.



**Dine Out**  
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Participating restaurants will donate 15% of sales to Attention Homes.  
Nov 6 - BJ's Restaurant & Brewhouse, 1690 28th Street  
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Nov 20 - Sanitas Brewing Co., 3550 Frontier Ave, Unit A  
Nov 27 - Casa Alvarez, 3161 Walnut Street



**Shout Out**  
Nov 7/16

Nov 7 - Hope Boulder Church, 4705 Baseline Road, Boulder, CO. 6 pm. Attend a community meeting to learn more about local efforts to help runaway and homeless youth and view a film screening of **Sugar**, based on the true story of a homeless girl coping with PTSD. Nov 16 - Purchase \$30 tickets to the CU/CAL football game and attend a special tailgate party. CU will donate \$10 for each ticket sold.



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# GlobeImmune scrubs IPO plans

*Entering market not 'sufficiently attractive'*

BY BETH POTTER

bpotter@bcbr.com

LOUISVILLE — Drug research company GlobeImmune Inc. has withdrawn plans to file an initial public offering, saying that the market was not “sufficiently attractive” as a place to raise money.

The Louisville-based company did not give further details in a document

filed with the U.S. Securities and Exchange Commission.

GlobeImmune is developing therapeutic drugs to treat pancreatic cancer and Hepatitis B and C, among other research projects.

GlobeImmune said an IPO would have created “discretionary financing” for the company, according to the SEC document. The company said in July 2012 that it planned to raise \$75 million to build a manufacturing facility and to do drug research.

The company’s drug products for cancer and infectious diseases are based

on its proprietary Tarmogen platform, according to SEC documents. Tarmogens activate a patient’s immune system by stimulating a group of white blood cells called T cells, which destroy infected or malignant cells in the body, according to the documents.

GlobeImmune’s lead pancreatic cancer drug is undergoing clinical trials required by the U.S. Food and Drug Administration before a drug can be marketed and sold commercially. Altogether, GlobeImmune has four Tarmogen-based products going through five clinical trials.

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## DEVELOPERS from 5A

Both gSchool and DaVinci focus their curriculums on Ruby on Rails, as do the majority of boot camps around the nation. That’s why Daken made RefactorU JavaScript-focused.

The boot camp idea is one that’s taking off in various technology hubs. Dave Jilk – founder of multiple startups, including recently sold Standing Cloud – said university computer science degree programs often lack a few key components needed to produce developers. Conversely, those same programs also have added elements that aren’t necessarily needed for those who want to be developers, thus adding increased cost and time to the programs.

Jilk has ideas about creating a one-to two-year program that could be a happy medium between the university education and the entry-level developer boot camps, one that could turn out more advanced developers. But he acknowledges the need for the shorter-term boot camps, given the lack of developers at all levels. He compared the current developer situation to the labor shortage during World War II when industry was trying to find ways to educate people faster.

“That’s why I think the boot camps are important even in the presence of an idea like mine,” Jilk said. “I hope it encourages more activity like this.”

Daken acknowledged that the program could be longer. GSchool itself is a six-month program. But Daken went the route he did with the idea that no matter how long the program, the majority of learning is done on the job.

“We’re creating people that are really sort of world-class from their nascent perspective,” Daken said.

Just because the program is 10 weeks doesn’t make it easy. The program essentially is a full-time job, with students in the classroom for 40 to 50 hours per week.

“These people are actually dreaming in code after eight weeks now,” Daken said. “You’re not learning a lot of low-level stuff. You’re not learning a lot of theory. It’s hands on. It’s intense.”

The clientele is a diverse bunch, mostly ranging in age from late 20s to early 40s. Everyone has a bachelor’s degree, although it’s not a requirement for acceptance. Their backgrounds range from marketing to engineering

## REFACTORU HAS

**three full-time employees, including Daken, plus two full-time contract lead instructors who transitioned from web-development careers, as well as various part-time or guest instructors.**

to biology to graphic design. They’ve demonstrated that they’ve tried to learn how to code on their own. Most, Daken said, will get entry-level web application jobs after graduation.

Daken said he had 60 to 70 applicants for the first cohort. Ten-percent tuition discounts are given for women, military veterans and their spouses, and current students or those who have graduated from Colorado colleges within the past three years.

RefactorU has three full-time employees, including Daken, plus two full-time contract lead instructors who transitioned from web-development careers, as well as various part-time or guest instructors.

The revenue model is mostly tuition-based. There will be four 24-student cohorts in 2014, plus separate special courses geared toward UX, game design and data science.

But RefactorU also functions as a referral agency and recruiter for employers, charging companies with which the school works a percentage of the graduates’ first year’s salary. Students who find a job with an employer that works with RefactorU get 50 percent of their tuition refunded.

Daken said he is looking at other locations outside of Colorado for expansion, but is focused on getting Boulder rolling for now. He declined to divulge startup costs, but said he’s turned down capital and likes being a bootstrap business.

“I like the fact that we don’t have to grow if we don’t want to from a revenue perspective,” Daken said.

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# Flood victims urged to beat SBA deadline

BY JOSHUA LINDENSTEIN

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BOULDER – Bill Koontz has a simple message for victims of the September flood: Apply for a Small Business Administration disaster recovery loan so you're not full of regret a few months from now.

Koontz, a public information officer for the SBA, is making an appeal to flood victims as the Dec. 2 deadline to apply for the loans approaches.

As of Oct. 31, the SBA had distributed 15,513 loan applications

## KOONTZ SAID IT'S COMMON FOR HIDDEN DAMAGE

not to show up until weeks or months after a disaster.

Things such as a cracked foundation or hidden mold might not be discovered or cause a problem right away when initial repair costs are being assessed.

to homeowners, renters and businesses in Boulder County since a weeklong rainstorm inundated the Front Range. The SBA received 1,757 of those applications back

and approved 760 so far. In all, it approved more than \$33 million in loans, including almost \$29.4 million to residents.

The fact that so many applica-

tions went unreturned, Koontz said, is good in that it likely means many people were insured or able to recover from the disaster without a federal disaster loan. But he's also seen too many instances of residents or businesses believing they can foot the recovery bill themselves after a disaster – only to find out that their recovery ends up costing much more than anticipated.

“What I very much dislike is when folks contact us weeks or months from now and ask us to help them because their recovery ended

► See **Flood, 10A**

## DILLARD'S from 3A

The three men answered questions at the Oct. 31 hearing similar to questions asked by lawyers looking to empanel a jury. None of the men has served on such a panel before, each said.

Painter said he was an attorney in a Boulder County “inverse condemnation” case. He represented the Fowler Irrevocable Trust in a lawsuit in which the city of Boulder used three acres of the trust's land from 1993 to 1995 as a staging area for the Goose Creek flood-control project.

Appraisers hired by Dillard's and by the Longmont Urban Renewal Authority are expected to present information at the December hearing.

Eminent domain is the legal right of a public entity – in this case, Longmont city officials – to take a property after compensating the owner.

A Dillard's appraisal states that the land and store at Twin Peaks Mall in Longmont is worth \$6.3 million – nearly double 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 the planned development of the Village at the Peaks shopping center at the site.

Dillard's owns the store it occupies, and has been there 17 years, Fields said. The store owners have veto power over any redevelopment at the Twin Peaks Mall site on Hover

## LONGMONT CITY

officials offered to purchase the Dillard's property for \$3.6 million earlier this year, but Dillard's requested \$5 million. The Longmont Urban Renewal Authority was given the right to take title to the Longmont store in an Aug. 26 ruling from Mallard.

Street north of the Diagonal Highway. All other stores in the mall are owned by NewMark Merrill Mountain States, a real estate development company based in Fort Collins.

Longmont city officials offered to purchase the Dillard's property for \$3.6 million earlier this year, but Dillard's requested \$5 million. The Longmont Urban Renewal Authority was given the right to take title to the Longmont store in an Aug. 26 ruling from Mallard.

No decision has been announced about the appeal filed with the Colorado Court of Appeals.

## EYE from 3A

cell. The obvious hope is that these fuel cells eventually will be marketed and used to help supplement the electricity supplied to homes and commercial facilities.

“Using urine to produce electricity is about as ‘eco’ (or green and sustainable) as it gets,” said **Loanis Leropoulos**, an engineer on the project. “The technology allows us to turn something that was viewed as waste into something that is as useful as electricity.”

That next step already is under way. Urine fuel cells will be used to heat new office buildings in The Hague, capital of The Netherlands. The complex, slated to open in two

years, will include waterless urinals in the men's restrooms, and the low-tech live stream they collect will be used in the fuel cells.

“If this succeeds, and studies are growing very hopeful, this can be a very significant development helping to reduce our demand for unsustainable energy sources and accessing an organic substance that will always be available,” said **Klaus Reichardt**, chief executive and founder of Vista, California-based Waterless Co. Inc., which makes the waterless urinals. No Johnny-come-lately, Waterless has been in business since 1991.

We'll have further details as they leak.



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# Top 10 food trends to tempt taste buds in 2014

BY BUSINESS REPORT STAFF  
news@bcbcr.com

BOULDER — What trendy meals will you be ordering in restaurants or preparing at home next year? Brand strategists think they know.

Boulder-based brand developer Sterling-Rice Group has identified the top 10 food trends that will be found on restaurant menus and supermarket shelves across the nation in 2014. The company has counseled and created foods for companies ranging from organic startups to large food companies.

In 2014, according to Sterling-Rice, consumers will continue to seek healthy options but with an occasional indulgent splurge. It predicts these food trends to go big next year as they move from cutting-edge to mainstream:

**Lemon steps into the sun:** The often unmentioned brightener of dressings and sauces, lemon shines as a main ingredient in its purest freshest juice or preserved form.

**Tea leaves the cup:** Black, green, and other leafy brews will bring a healthy, flavorful twist to dinner, desserts and more.

**The Middle Eastern Mediterranean:** Middle Eastern seasonings such as sumac, za'atar, and marash will expand the boundaries – and flavor



COURTESY STERLING-RICE GROUP

Lemon, seaweed, teas and pasta will be taken in new directions for food fare in 2014, according to Boulder-based brand developer Sterling Rice Group.

profile – of traditional Mediterranean cuisine.

**Dairy goes nuts:** Milks made from cashews, almonds and peanuts bring luscious dairy-free flavors to sauces, drinks and dinners.

**The year of the yolk:** The creamy, decadent, golden globe will reign, adding richness previously provided by cheese, dairy and sauces.

**Refined classic American eats:** Move over, burgers and fries; wedge

salads doused in creamy Caesar and other upscale classics take center plate.

**The return of poaching and steaming:** Goodbye bland. Wine, coffee, beer and smoky liquids replace water for more flavorful dishes.

**Seaweed goes beyond sushi:** Nutritious and full of deep, salty flavor, seaweed shows up as a snack, umami-rich seasoning and more.

**No ordinary pasta:** Traditional pastas take a backseat to noodles made of alternative flours, seasoned with global spices and formed into new shapes of all sizes.

**The new flavors of farm-to-table:** Exotic meat – goat, rabbit and pigeon – raised by small-scale producers offers new feel-good protein choices.

Sterling-Rice's 2014 Top 10 Food Trends were compiled with the expertise of its culinary council, a team of more than 100 chefs, restaurateurs and foodies – and feature examples of cutting-edge restaurants and brands leading the way for each trend. An extension of Culinary Shifts, the company's proprietary research based on key societal shifts driving long-term food trends, the predictions provide insight for food-industry companies to better develop, position, market, and sell food products.

A complete look at the trends is online at [srg.com/2014FoodTrends](http://srg.com/2014FoodTrends).

## Community Solar Gives Renters A Renewable Energy Option

*Renting a home no longer precludes residents from owning a solar system.*

by Rich Benson

John DeFilippi loves the environment. The owner and general manager of Boulder-based ecological Lawn & Tree Care designed his business as an eco-friendly alternative to traditional lawn care, using zero or low-emissions equipment, the highest quality organic products instead of toxic pesticides and synthetic fertilizers, and irrigation methods to reduce water consumption. His business is even powered by a rooftop solar system.

Yet, at home—as a renter—John found shifting to clean energy more of a challenge. Since he doesn't own the roof or property where he lives, installing on-site solar wasn't an option. Then John learned about how he could purchase solar panels in a community-owned solar project by Clean Energy Collective (CEC).



ABOVE: ecological Lawn & Tree Care

"Renting my home is a better option at this point," said the north Boulder resident. "I was thrilled to learn that with community solar I could still switch to using local renewable energy, and know that when the time comes the energy credits will simply move with me," said DeFilippi.

*"Looking at all the benefits, it was an easy decision."*

John DeFilippi, ecological Lawn & Tree Care

Community Solar Delivers Accessibility and Affordability "At work, a commitment to sustainability and caring for the environment is our mission, so it was not a hard leap for me to investigate using solar to power my home."

But, DeFilippi admitted, even if he owned his home, he might be reluctant to consider a roof-top system. Researching all the options, paying the full cost of an inverter, installing the structure, permitting, etc. required a large investment in time and money that was out of reach.

"Besides, why would I pay tens of thousands of dollars to improve someone else's property," says DeFilippi.

John is not alone. According to the National Renewable Energy Lab (NREL) in Golden, Colo., while nine out of 10 people in the U.S. population say they want to take advantage of solar energy, only about 20% really can with home-sited systems. The remaining 80% face unworkable barriers like shady roofs, they are renters, or they lack the financial capability.

Community solar removes these barriers to solar purchase. Economies of scale make shared arrays easier and less expensive to build than most other solar sources, they are sited and professionally maintained to maximize energy production, and offer owners a greater savings. Through CEC's community-owned solar model, any Xcel Energy customer can purchase solar panels in a shared array.

For De Filippi, being able to leverage community solar as a renter and with clear budget parameters was a big plus. By securing a limited number of panels in CEC's community array to start, DeFilippi is able to power more than half of his single-family home with locally-made, clean energy, and he has the option to add more at a later date. "Looking at all the benefits, it was an easy decision."

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# Rough landing unlikely to ground Dream Chaser

*Sierra Nevada still has high hopes for orbital vehicle*

BY JOSHUA LINDENSTEIN

jllinden@bcbcr.com

LOUISVILLE — Mark Sirangelo, head of Sierra Nevada Corp.'s Space Systems division in Louisville, says he doesn't believe a landing gear malfunction and resulting skid off a runway during a test flight Oct. 26 will in any way delay development of the Dream Chaser spacecraft.

Sirangelo said the results of the test flight could accelerate development of the seven-passenger orbital vehicle.

"We were fortunate to get almost all the data we needed on the very first flight," Sirangelo said in a media conference call.

The Dream Chaser, built in Louisville before being shipped to California in May for testing, is designed to be flown by a pilot as well as autonomously, and is slated for its first space mission for NASA by 2016.

The vehicle performed "almost a perfectly stable flight," Sirangelo said of the test at Edwards Air Force Base. The flight marked the first free-flight approach-and-landing test for Dream Chaser. The vehicle was released from a carrier helicopter at an altitude of 12,500 feet and flew for about a minute before touching down at Edwards.

The spacecraft, flown autonomously for the test, sustained some damage



COURTESY SIERRA NEVADA CORP.

Video still showing Sierra Nevada Corp.'s Dream Chaser nearing a landing after its first free-flight approach and landing test. The Oct. 26 drop test resulted in damage to the prototype spacecraft after its left landing gear failed to deploy.

to its outer protective coating and shell during the post-landing skid, but nothing that can't be fixed for future test flights, Sirangelo said. There were no injuries to anyone on the ground.

Sirangelo said Dream Chaser followed trajectories and commands according to plan. It entered a 50-degree dive to mimic the return of an orbital vehicle and pulled out of the dive as it was supposed to.

The test's main objective, Sirangelo said, was to determine how the spacecraft and the shape of its design would fly in real life beyond the modeling simulations conducted.

"We really wanted to make sure that this design was going to fly,"

Sirangelo said, "and in the first 10 seconds we knew very quickly that it was going to fly and fly very well."

The snag came upon landing. Although the vehicle properly issued commands for the landing gear to deploy and hit its target on the runway, the left landing gear did not deploy in time, causing the vehicle to skid off of the left side of the runway.

The company is investigating what went wrong, although Sirangelo said it appears that computer systems operated correctly and that there was some sort of mechanical hang-up with the gear itself. The gear had been tested more than 50 times leading up to the program and had no

issues. Sirangelo said the gear is not the same one that will be used on the operational orbital vehicle, which is being built by SNC strategic partner Lockheed Martin in Louisiana.

The faulty landing gear did eventually deploy during the skid.

"Fortunately for us, everything we need to make the investigation (about what went wrong) is still attached to the vehicle," Sirangelo said.

Sirangelo said the seven-passenger crew cabin was undamaged, and all systems remain fully operational, providing some valuable data about the durability of the spacecraft.

Had Dream Chaser been piloted during such a problem with the landing gear, Sirangelo said, the pilot could have taken additional steps to try to get the gear to deploy before landing.

Dream Chaser is slated for a second autonomous test flight. But even with the accident, Sirangelo said that flight could be scrapped given the quality of data gathered from the Oct. 26 flight. The vehicle is scheduled for piloted approach and landing tests in 2014.

"On the list of things that could have gone wrong for us, it's one that's fairly minor for us in the future of the vehicle," Sirangelo said.

Dream Chaser is being designed as a replacement for the retired space shuttles. Sirangelo said it's designed to be an all-purpose space SUV of sorts that can take crew and cargo to the International Space Station but also could be used for other missions such as construction of a new space station or for short- or long-duration science missions.

## Two fundraisers near quarter-million dollars

*Community provides strong turnout for Rock the Trails!, Cyclists 4 Jamestown*



COURTESY ROCK THE TRAILS!



COURTESY CYCLISTS 4 JAMESTOWN

A pair of concerts raised nearly a quarter million dollars for flood relief. Rock The Trails!, a concert organized by ActiveBoulder featuring the band String Cheese Incident at eTown Hall in Boulder on Oct. 26, left, raised more than \$100,000 to support the rebuilding of trails in Colorado and other outdoor recreation areas damaged by the September floods. At right, cyclists took part in Cyclists 4 Jamestown, an Oct. 19 event consisting of bike rides, music by the Honey Tree Whiskey band and food that raised more than \$120,000 for the Rebuild Jamestown Fund to aid people and businesses affected by the floods there.



# Lessons from the HealthCare.gov debacle

There is some irony in the fact that an administration recognized for having run the most digitally savvy political campaigns in history now should be shipwrecked on the rocks of technical difficulties. One can empathize with President Obama's predicament regarding the failures of the new HealthCare.gov website, and there are a number of lessons to be learned.

1. Better to launch late than launch badly

Choosing between these two options may feel like a "name your poison" proposition, but business leaders, product managers and marketing professionals occasionally find themselves in this kind of dilemma. As difficult a choice as these situations present, they can be character-defining moments when an organization and its executives are willing to take responsibility for a bad situation. For business leaders, it's about deciding that doing things right – even if it means an embarrassing delay – is better than wishful thinking. Imagine how much less flak Obama would have taken if he'd just said, "We've done our due diligence, and the site is not ready to launch. We're going to need another six weeks." That would have subjected his administration to some ridicule,

but not accusations of malfeasance.

2. Placing a premium on critical feedback

Too often, organizational leaders place such a premium on loyalty that the people who work for them are inclined to tell them what they want to hear rather than the truth. It wouldn't be surprising to learn that



**GUEST OPINION**

David Heitman

this dynamic was at work with the premature launch of HealthCare.gov. Great leaders seek out unvarnished truth, because only when dealing with unpleasant facts can they help guide their organizations out of danger.

3. Public and media relations thrive on transparency

One of the cardinal rules of public relations is to be straightforward about the facts. It's the foundation of building trust with the media and public. Even embarrassing details are better revealed than obscured. It is always the cover-up that damns and damages political, business and religious leaders. Americans are a forgiving bunch, especially when they feel that people are shooting straight with them. The

Obama administration's seeming inability to be forthcoming with the numbers of visits, inquiries, enrollments and purchases has engendered public distrust, even turning otherwise sympathetic news outlets such as the Huffington Post, MSNBC and The Daily Show into harsh critics.

4. Respect your audience

The selective statistics that HHS and the White House have provided to the media are disingenuous at best and intentionally misleading at worst. It's insulting to the intelligence of their audience. In today's digital ecosystem where every move on the Internet is tracked, analyzed and sorted in real time, precision and integrity of data should be givens. For example, while HHS boasted that 15 million visits demonstrated the popularity of HealthCare.gov, Pew Research found that 70 percent of those visitors already have insurance and are just curious "tourists," not serious shoppers.

5. Business leaders are too beholden to their technical experts

It would be unfair to blame Obama per se for the technological failures of the website. Every CEO has felt this same kind of helplessness at one time or another. The IT director walks in and says, "We need to spend another \$500,000 on network upgrades." The CEO really has no way to evaluate

the merits of the request. Is it really mission-critical, or is the IT department just bored with their old equipment? Technical experts wield an increasingly large share of influence in most organizations, and since most CEOs don't have time to learn how to write code, they have to trust their technical people, while still possessing the insight and judgment on how to integrate their advice.

6. Failure in the details threatens the larger vision

The biggest setback for the administration is the movement of the conversation from the merits of health-care reform to that of a dysfunctional website. The website has become a synonym for the entire health-care issue and thus tarnished the larger vision with a feeling of incompetence. This is perhaps the biggest issue in the HealthCare.gov failure.

The lessons? Quality before deadlines. Respect your audience's intelligence. Truth over spin. Seek out bad news, rather than demanding loyalty. Don't let failure in the details undermine the vision.

*David Heitman, president and creative director of The Creative Alliance, a Lafayette-based branding and public relations firm, can be reached at david@thecreativealliance.com.*

## XCEL from 4A

seeking to understand that better."

Boulder didn't totally cede defeat because the PUC ruling clearly acknowledged the city's right to condemn Xcel facilities for the purpose of creating a municipal utility.

City attorney Tom Carr issued a statement regarding the ruling that read: "Today, the PUC acknowledged that the city of Boulder has authority to condemn facilities outside the city. The PUC also recognized that joint use of the system may be appropriate. The commission granted only the first three requests for declaratory orders – all of which were issues with which the city agreed. With respect to the final two orders sought by Xcel Energy, the commission directed that there needs to be further proceedings. The city is continuing to evaluate the ruling and explore its options. While the ruling may have some practical and legal implications in terms of the process the city would take to create its own electric utility, the decision affirms the city's right to municipalize."

The PUC ruling stated that parties have 20 days to file an application for rehearing, reargument or reconsideration. Huntley said that would be one of four potential options for Boulder. She said the city also could file a motion of clarification of points that are confusing to city officials. The city could appeal in district court or accept the ruling and adjust timelines and strategies for municipalization accordingly.

The PUC's assertion that Boulder must seek its approval before filing for condemnation could delay the city's municipalization efforts by several months. The city council adopted a plan in August that would allow for city staff to file a condemnation suit as early as January if a deal to acquire Xcel's assets couldn't be reached sooner.

The PUC believes it is vital to determine such matters before condemnation.

The commission also set a high bar for Boulder to prove in trying to take over Xcel's certificate of public convenience and necessity. Essentially, Boulder would have to prove that Xcel is unable or unwilling to provide adequate service.

"We are clearly willing and able to serve these customers," Connelly said, "so it's a very high bar to prove."

Boulder has argued all along that a municipal utility would benefit all of its customers by providing cleaner energy, equal or better rates and equal or better reliability. But the PUC also stated in the ruling that "evidence that the challenging utility may provide better service or may serve the customers more easily cannot be the basis of a finding that the existing utility is unwilling or unable to serve its certificated area."

"I think that is an issue that would have to be fleshed out in future proceedings," Huntley said.

## FLOOD from 7A

up being more expensive than what they expected, and they have to be turned away," Koontz said.

Once Nov. 14 passes – 60 days after the disaster – the SBA won't be able to help flood victims in Colorado if they haven't filed an application. Koontz said applying is free of cost and commitment. If approved, you don't have to accept the loan. But the benefit of applying by Nov. 14 – even if you withdraw your request – is that the SBA gives you six months to change your mind if it turns out you need the loan down the road.

Koontz said it's common for hidden damage not to show up until weeks or months after a disaster. Things such as a cracked foundation or hidden mold might not be discovered or cause a problem right away when initial repair costs are being assessed.

Koontz said people who still are trying to assess how much damage they have because of a lack of access to their property shouldn't wait to apply with the SBA.

"That's a mistake," Koontz said.

The SBA loans, depending on your amount of damage and income level, come with interest rates of 1.937 percent or 3.875 percent for homes, 2.875 percent for nonprofit organizations, and 4 percent or 6 percent for businesses. Homeowners can borrow up to \$200,000

to repair or replace their primary residence. Homeowners and renters can borrow up to \$40,000 to replace personal property. Businesses can borrow up to \$2 million for property damage or economic injury.

On top of those amounts, additional money also can be borrowed for flood mitigation measures such as French drains or raised foundations.

Koontz said 10 percent to 30 percent of disaster loans get declined depending on the disaster, noting that the Colorado flood arrived after some tough economic times. Even people who don't think they can afford a loan should apply, he said. Those turned down by the SBA are then referred back to the Federal Emergency Management Agency for possible assistance with grant programs.

Koontz outlined three ways to apply for SBA loans. People and businesses who registered with FEMA should have gotten an SBA application in the mail that can be mailed back in. Applications also are available on the SBA website. Or people can go to disaster recovery centers and apply in person. Three disaster recovery centers are set up locally: at 55th Street and Arapahoe Road in Boulder near Premier Members Credit Union; at Twin Peaks Mall in Longmont; and at Lyons Elementary School in Lyons.



# HEALTH CARE & WELLNESS

12A | Medical File

14A | Hospitals

14A | Oncology/Hematology  
Clinics

## FOCUS: CANCER CARE

# Integrative care: Extras that help heal

*Area hospitals  
offer range  
of treatments*

BY BETH POTTER

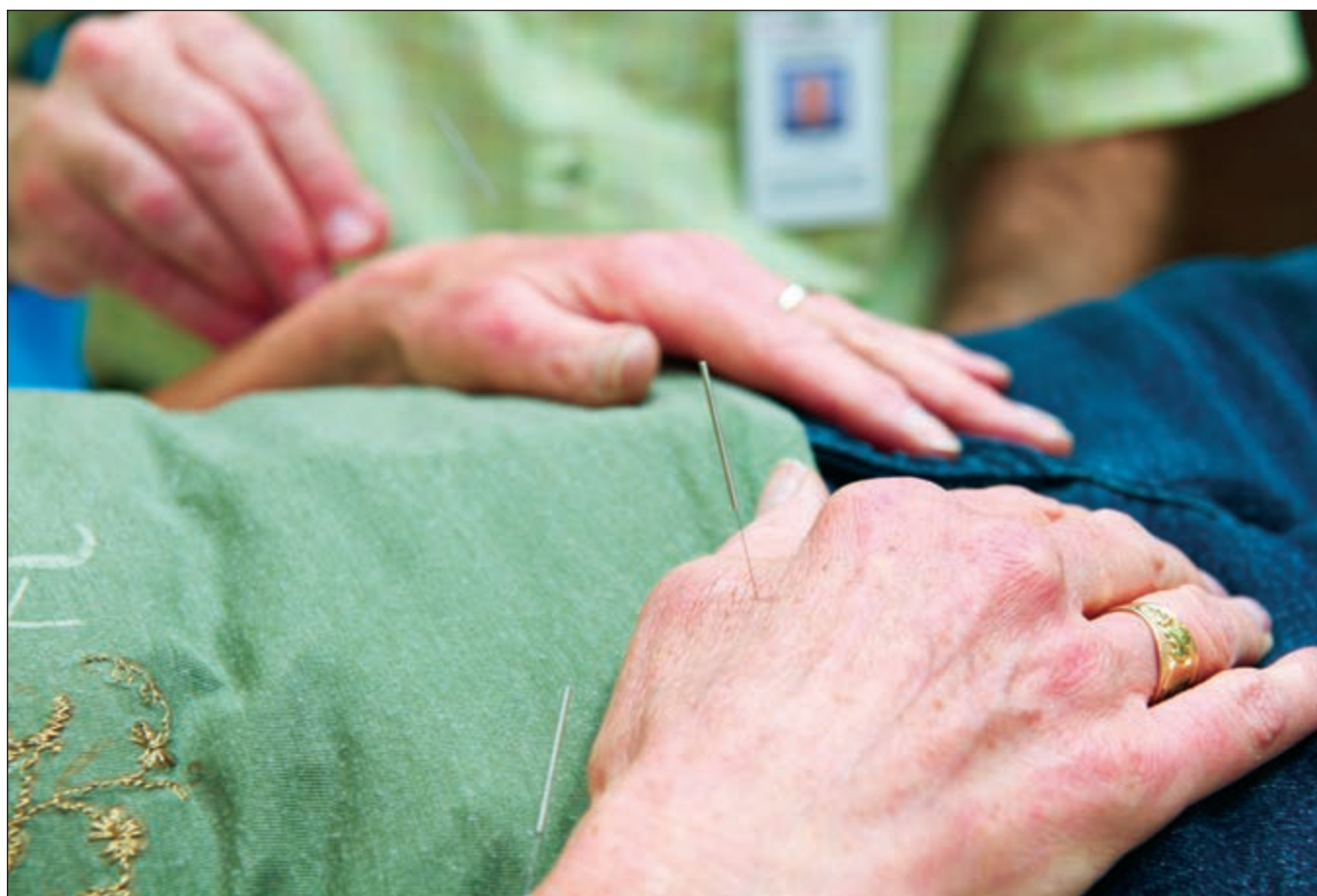
bpotter@bcbcr.com

LAFAYETTE — In August, Lafayette resident Frank Rose had a seizure while he was visiting his daughter in Portland, Oregon.

Rose, 71, went to a hospital in Portland where doctors found a brain lesion about one centimeter in size on his temporal lobe. He flew back to Colorado for surgery to remove the lesion Sept. 9 at Exempla Good Samaritan Medical Center in Lafayette. He started follow-up radiation treatment on Sept. 24.

After surgery, a nurse in the radiation department suggested Rose visit the integrative-care center on the second floor of the hospital. Integrative care can include procedures such as acupuncture, massage, yoga, vitamin supplements and similar therapies.

In Boulder County, such services also are offered to cancer patients undergoing treatment at Boulder Community Hospital in Boulder and Longmont United Hospital in Longmont. Avista Adventist Hospital in Louisville does not have a formal integrative-care program, said Leslie Radocy, the hospital's chief nursing officer.



JONATHAN CASTNER

Stephen Corsale performs acupuncture on cancer patient Lynn Post at the Center for Integrative Care at Boulder Community Hospital's Tebo Family Medical Pavilion.

At Exempla, the initial integrative-care services Rose received were so helpful to his mindset that he now has standing appointments to meet with a massage therapist once a week, and with an acupuncturist once every two weeks. Rose also has met with the center's nutritionist to find out what

foods will help him feel his best as well as with a social worker to discuss his feelings of fear and worry about having cancer.

By adding integrative-care services into his treatment, Rose said he has managed to create a team of people around himself to help him get better.

At Boulder Community Hospital, Boulder resident Evan Cantor appreciated the acupuncture and massage services he received during follicular lymphoma cancer treatment so much that he has continued them to this day, more than a year after doctors

► See **Integrative, 13A**



COURTESY SIVA THERAPEUTICS INC.

Siva Therapeutics Inc. technician Zach Nager in Boulder performs a laboratory experiment to determine photothermal heating capabilities in a simulated tumor model.

## Firms, colleges make area a mecca for cancer research

BY BETH POTTER

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BOULDER — The Boulder Valley has a reputation as a hub for cancer-treatment drug research — especially targeting lung cancer — according to company representatives and an industry trade group.

Seven companies based in Boulder, Longmont and Louisville focus on cancer-related research, according to a Colorado BioScience Association database. The Denver-based industry trade

group identified Boulder BioTechnology Inc., Clovis Oncology Inc., Siva Therapeutics Inc., SuviCa Inc. and Array BioPharma Inc., all in Boulder, as cancer research companies. GlobeImmune Inc. in Louisville and OnKure Inc. in Longmont also made the list.

Researchers at Boulder-based Clovis Oncology Inc. (Nasdaq: CLVS), and Array BioPharma Inc. (Nasdaq: ARRY), as well as at Louisville-based GlobeImmune Inc. are developing lung cancer drug candidates.

► See **Cancer, 13A**



# Tanzania gets dose of care with Lafayette flavor

A group of 15 folks from Exemplar Good Samaritan Medical Center in Lafayette recently took a trip to Tanzania to visit one of Exemplar's adopted sister hospitals.

The group hand-carried huge duffel bags of medicine and equipment to a hospital in the city of Arusha, said Sandy Cavanaugh, Exemplar's vice president for community and business development. The city of 400,000 is known as the gateway for bush safaris and climbs of nearby Mount Kilimanjaro.

The hospital exchange is the latest effort in a more than eight-year program in which health-care professionals here correspond with colleagues in Tanzania, Cavanaugh said. Making such visits in person helps strengthen ties that include previous financial assistance, building projects and equipment, she said.

## GHX Inc. helped FDA

Global Healthcare Exchange Inc. in Louisville stands to benefit from the Food and Drug Administration's newly approved Unique Device Identification rule.

The rule is expected to help increase patient safety and supply-chain efficiency, said Bruce Johnson, chief executive of GHX, a supply-chain management software company which has about 370 employees locally.

If there's a recall of a certain medical device, the new FDA rule will

help companies contact patients who may have had the device implanted surgically, Johnson said. That's a huge help in advancing patient safety in the future, he said.

GHX representatives worked directly with folks at the FDA on a pilot software for the database, Johnson said. GHX has ramped up its business-solutions consulting department – currently at about 20 people – to make sure it's ready to help medical-device supply companies who are clients, Johnson said.



**MEDICAL FILE**

Beth Potter

About 4,100 hospitals in North America are GHX customers, along with about 1,500 hospitals in the United Kingdom and Germany. The European Union is working on its own version of the device-identification rule, Johnson said.

## Do you exercise?

Researchers at the University of Colorado-Boulder want you – but not if you exercise.

Researchers are looking for folks between the ages of 45 and 65 to participate in studies to help document whether or not exercise can

help lower blood pressure.

People who want to participate cannot have heart disease and have to be willing to do a treadmill test (run on a treadmill for a certain amount of time as measured by researchers) and have their blood drawn.

Participants also can't be taking prescription medication and can't smoke. Specifically, the Integrative Vascular Biology Laboratory wants to determine the effects of lowering blood pressure on a person's arteries.

Participants will receive a free analysis of their blood cholesterol, body fat and bone density levels, an assessment of their aerobic fitness and blood-vessel functions and receive a dietary analysis from a nutritionist.

To get involved in the studies, contact Jared Greiner at 303-735-4955.

## Health insurance update

Here's more in our ongoing effort to keep you informed about the federal Affordable Care Act, now commonly known as "Obamacare":

People who work at the Colorado Division of Insurance are available to chat, if you want to discuss health-insurance plans available through the Connect for Health Colorado online marketplace ([www.connectforhealthco.com](http://www.connectforhealthco.com)). The federal health-care reform bill was passed by Congress and signed into law in 2010.

It requires uninsured people to buy health insurance or face tax penalties.

An estimated 700,000 Colorado residents don't have health insurance.

Many consumers still are questioning what exactly they have to do to meet the federal deadline on Jan. 1, according to Marguerite Salazar, the Colorado commissioner of insurance.

"We want people to understand their health insurance choices, because when consumers make better decisions, they will be better prepared when they need to use that insurance," Salazar said in a press statement.

Consumers can call 303-894-7490 or 1-800-930-3745 to get questions answered by Division of Insurance representatives.

Nearly 45,000 people created accounts and about 3,100 purchased health-insurance plans online in October after the Connect for Health Colorado website made its debut on Oct. 1. Close to 31,000 people talked to customer-service agents.

Representatives have said their goal is to enroll at least 136,000 Colorado residents in new health-insurance plans in 2014. The program is supposed to be self-sustaining within three years of its launch, representatives have said.

Beth Potter can be reached at [bpotter@bcbcr.com](mailto:bpotter@bcbcr.com) or 303-630-1944.



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**Murry Drescher MD,**  
Recognized by  
**US News & World Report** as  
one of America's Top Doctors



**INTEGRATIVE** from 11A

declared his cancer to be in remission. Cantor said he plans to continue getting acupuncture and massage treatments throughout his life to help him maintain his non-cancer status.

"I wanted to do everything I could to prevent recurrence and get stronger," Cantor said. "I don't want to ever look back and say I didn't do something to maintain my quality of life and my wellness."

Across the nation, cancer patients and cancer survivors who receive integrative-care services do better than those who do not, according to a growing number of patient studies. In a breast cancer study published by the American Cancer Society in 2008, for example, any therapies that helped reduce patient stress levels were found to be beneficial for health, said Jana Bolduan Lomax, director of cancer support services and a clinical health psychologist at Exempla Good Samaritan Medical Center and at Exempla Saint Joseph Hospital in Denver.

Rose said the acupuncture and massage services seem to be helping him physically.

"I feel like I'm in excellent shape. I have cancer, so I don't know what's going to happen, but the people at Exempla are there for me," Rose said. "They've been extremely supportive."

Boulder Community Hospital cancer-care providers also subscribe to the idea that integrative therapies reduce patient symptoms and help them respond better to chemotherapy, said Carol Brooks, manager of the Center for Integrative Care at Boulder Community Hospital. The center includes eight practitioners and is located in the Tebo Family Medical Pavilion at the Foothills campus near the northeast corner of Arapahoe Avenue and Foothills Parkway.



COURTESY MARY MEEKS, EXEMPLA GOOD SAMARITAN MEDICAL CENTER

Acupuncturist Jennifer Leonard has a standing appointment with cancer patient Frank Rose once every two weeks. Rose, 71, is being treated at Exempla Good Samaritan Medical Center's integrative cancer treatment center following surgery in September to remove a cancerous brain lesion

A growing number of insurance programs pay for some integrative-care services if a cancer doctor recommends the services, Brooks said. Since insurance companies generally pay about 30 percent of integrative-care services, Boulder Community has worked with donors to raise money for scholarships to make up the difference, she said.

Such scholarships are a boon to cancer patients, Cantor said. Cantor bought an integrative-care services "punch card" that offered him 20 vis-

its for such services for \$25 each. The punch card is subsidized by scholarship money. He also takes advantage of a drop-in acupuncture clinic in which patients can receive acupuncture services for \$10 per time.

At Exempla, the annual Good Sam Bike Jam event – started in 2012 – raised more than \$122,000 so far this year to help pay for cancer treatment, including integrative-care services, for those who can't afford it, said Mary Meeks, an Exempla spokeswoman.

In addition, integrative care services also are about changing the idea that cancer is a terminal illness, Lomax said. In fact, when patients can look at cancer as a chronic illness to be managed, integrative care services really help, Lomax said.

"We're helping Western medicine care do its job by supporting healthy cells and getting rid of unhealthy cells," Lomax said. "If we help our immune system function as it's supposed to, we can reduce the recurrence of cancer happening in patients."

**CANCER** from 11A

The three companies have brought millions of dollars into the economy in the region, from venture capital investment going toward researcher salaries and company operations to payments from partner companies to local companies for drug research.

For example, Array in October received \$5 million from partner company AstraZeneca plc (NYSE: AZN) based in London, in connection with the lung cancer drug candidate selumetinib, which is being tested on human patients.

Lung cancer is the most common cancer in the United States. In 2013, an estimated 228,190 new patients will be diagnosed with lung cancer and 159,480 people will die from it, according to GlobeImmune statistics.

Lung cancer research isn't the only area of cancer interest to biotechnology companies in the region.

Laboratories related to the University of Colorado's four campuses

**COMPANIES HAVE BROUGHT MILLIONS**

**of dollars into the economy in the region, from venture capital investment going toward researcher salaries and company operations to payments from partner companies to local companies for drug research.**

and veterinary studies at Colorado State University have led to a broad culture of innovation in cancer research, said April Giles, executive director of the Colorado BioScience Association. Several companies in Boulder and Broomfield counties are members of the group.

In addition to lung cancer research, Clovis Oncology is developing drug candidates to treat ovarian cancer and a gastrointestinal tumor cancer.

GlobeImmune partners with biopharmaceutical company Celgene Corp. in Summit, New Jersey,

(Nasdaq: CELG) on research to commercialize other drugs to treat cancer.

Array's drug research includes studies of bone marrow cancer. The company also has partnerships with Novartis International AG (NYSE: NVS) based in Basel, Switzerland, and with Oncothyreon Inc. (Nasdaq: ONTY) in Seattle.

Cancer treatment research is the focus of several smaller companies in the region.

For example, Siva Therapeutics Inc. in Boulder has tested minuscule rods in mice. The rods, when

heated, can kill cancer tumors. Animal and laboratory research has been important to advance the patented SivaRod technology, which came from the Colorado School of Mines in Golden, said Len Pagliaro, the company's chief executive.

Another small cancer-research company is Boulder-based SiviCa Inc., which just received a \$250,000 grant from the National Cancer Institute to conduct research on treatments for head and neck cancers. Chief executive Judy Hemberger pointed to company founder Tin Tin Su, a professor at the University of Colorado-Boulder, as an example of the close ties between research companies and universities in the region.

"The key is," Hemberger said, "there are such good institutions here in Colorado and good expertise, in research on animals and in the clinic, that just drives people to this area."



BUSINESS  
REPORT

LIST

HOSPITALS

(Hospitals in Boulder and Broomfield counties ranked by total licensed beds.)

RANK	Company	No. licensed beds	Admissions in-patient 2012 Admissions acute patient 2012	Outpatient visits 2012	Avg. length of stay (days) acute 2012 Avg. length of stay (days) total 2012	Operating revenue 2012 Revenue 2012 Revenue 2011	Administrator Title Parent company name Year founded No. of full-time employees
1	BOULDER COMMUNITY HOSPITAL 1100 Balsam Ave. Boulder, CO 80304 303-440-2273/303-441-0478 www.bch.org	265	6,303 5,300	476,755	4 5	\$292,916,000 \$307,429,000 \$286,145,720	David P. Gehant CEO/president 1922 2,350
2	EXEMPLA GOOD SAMARITAN MEDICAL CENTER 200 Exempla Circle Lafayette, CO 80026 303-689-4000/303-689-6999 www.exemplagoodsamaritan.org	234	13,232 13,232	112,750	N/A N/A	N/A N/A N/A	David Hamm CEO/president Exempla Healthcare 2004
3	LONGMONT UNITED HOSPITAL 1950 W. Mountain View Ave. Longmont, CO 80501 303-651-5111/303-678-4050 www.luhcares.org	201	7,669 7,177	121,680	4 4	\$167,586,000 \$456,151,000 \$445,446,000	Mitchell C. Carson CEO 1959 1,000
4	AVISTA ADVENTIST HOSPITAL 100 Health Park Drive Louisville, CO 80027 303-673-1000/303-673-1048 www.avistahospital.org	114	4,429 4,429	33,856	3 3	\$85,500,000 \$85,500,000 \$81,000,000	Dennis Barts CEO Centura Health 1990 451
5	BOULDER COMMUNITY FOOTHILLS HOSPITAL 4747 Arapahoe Ave. Boulder, CO 80303 720-854-7000/720-854-7039 www.bch.org	64	3,680 2,407	124,077	4 3	N/A N/A N/A	David P. Gehant CEO/president 2003
6	CHILDREN'S HOSPITAL COLORADO NORTH CAMPUS 469 W. State Highway 7 Broomfield, CO 80023 720-777-1340 www.childrenscolorado.org	6	359 28,902	49,363	N/A 2	N/A N/A N/A	Jana Paquet North Campus Network of Care director Children's Hospital Colorado 2008

Researched by Mariah Tauer

N/A: Not available. If your company should be on this list, please request a survey by e-mail to [research@bcbcr.com](mailto:research@bcbcr.com) or call our research department at 303-440-4950.

Source: Business Report Survey

BUSINESS  
REPORT

LIST

ONCOLOGY AND HEMATOLOGY CLINICS

Clinics in Boulder and Broomfield Counties, ranked my number of doctors

RANK	Clinic	No. of oncology/hematology doctors	Services	Office phone/Office fax Corporate website	Administrator Title Year founded
1	Exempla Good Samaritan Comprehensive Cancer Center 340 Exempla Circle Lafayette, CO 80026	16	Medical oncology, hematology, integrative medicine, genetics counseling, surgical oncology, infusion center, psychosocial oncology, nutrition services, radiation oncology.	303-673-1600 www.exemplagoodsamaritan.org/cancercenter	David Hamm president/CEO 2013
2	Rocky Mountain Cancer Centers 4715 Arapahoe Ave. Boulder, CO 80303	10	Medical oncology, hematology, genetic counseling.	303-385-2000/303-444-1839 www.rockymountcancercenters.com	Joey Roth general manager 1990
3	Rocky Mountain Cancer Centers 2030 W. Mountain View Ave., Suite 210 Longmont, CO 80501	3	Medical oncology and hematology.	303-684-1900 /303-684-1925 www.rockymountcancercenters.com	Joey Roth general manager 1990
4	Hope Cancer Care Center 1950 W. Mountain View Ave. Longmont, CO 80501	1	Radiation therapy.	303-651-5252/303-678-4889 www.luhcares.org	Mitchell C. Carson CEO 1995
5	Colorado CyberKnife Creekside Cancer Care 120 Old Laramie, Trail E Lafayette, CO 80026	1	A nonsurgical treatment that uses 3-D imagery to aim multiple radiation beams on a specific location inside the body in order to destroy a tumor.	303-926-9800/303-926-9801 www.coloradocyberknife.com	Mathew O'Rourke CEO 2010

Researched by Mariah Tauer

Source: Business Report Survey



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BOULDER COUNTY  
**BUSINESS  
REPORT**



# Event to address health-care reform issues

BY BETH POTTER

bpotter@bcbcr.com

LONGMONT – An inside look at health-care reform issues will be the focus of “Pulse: What’s Next with Health-Care Reform,” an event slated for Tuesday, Nov. 12.

The keynote addresses will be given by Michael Slubowski, president and chief executive of SCL Health System in Broomfield, and Jandel Allen-Davis, vice president for government and external relations at Kaiser Permanente Colorado in Denver.

The half-day conference presented by the Boulder County Business Report will be from 7:30 a.m. to 1:30 p.m. at the Plaza Convention Center, 1850 Industrial Circle, Longmont.

Slubowski will speak on the revolutionary mindset and the redesign of health care.

“Being ready for reform in the long term will require us to adopt a revolutionary mindset,” Slubowski said in an email. “We must be scrappy, open to invention and leverage resourceful, out-of-the-box thinkers just to remain in the health-care game.”

Allen-Davis is expected to talk in part about Kaiser Permanente’s role in the health-care industry as both



Michael Slubowski

an insurer and a provider.

“My vision is for Kaiser Permanente to be our community’s most valuable partner in health,” Allen-Davis said in a press statement. “We want to support dialogue and collaboration to help our patients, our people and Colorado thrive.”

A variety of panels will follow with experts who tackle the major changes in the health-care industry and how they affect individuals, businesses, health-care providers, insurers, brokerages and others in the medical field.

Panel discussions include:

Market Response to Health-Care Reform - how local providers are



responding to the Affordable Care Act through mergers, acquisitions, expansions and new construction. Speakers will include Mitch Carson, chief executive of Longmont United Hospital in Longmont; Dave Hamm, chief executive of Exempla Good Samaritan Medical Center in Lafayette; and Nancy Wollen, senior vice president, operations, Kaiser Permanente Colorado in Denver.

Will There Be Rate Shock? What Businesses Need to Know - information for business owners and managers, including how the Affordable Care Act affects companies and what it means for business-plan



Jandel Allen-Davis

health-insurance premiums, among other things. Speakers will include: 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 for Kaiser Permanente; and Clair Volk, president, Volk & Bell Benefits LLC.

Cost is \$39. Register online at bcbcr.com and click on Events

Sponsors include Kaiser Permanente, H+L Architecture, the Better Business Bureau and the Best Western Plus Plaza Hotel. For sponsorship information, contact Kevin Loewen at 303-630-1945.

## INTERNET from 1A

the House of Representatives. But Fricano isn’t alone in worrying about the implications for small businesses.

As things stand because of Supreme Court precedent stating that interstate sales tax collection shouldn’t put undue burden on businesses, states have the authority to collect sales tax from retailers only if those retailers have a physical presence, or nexus, in their state. If Sustainable Supply sells to a customer in Kansas, for instance, Fricano isn’t required to collect the sales tax. He is required to collect sales tax only for Colorado and Wisconsin, from where he moved the business earlier this summer and where Sustainable Supply maintains a presence.

The Marketplace Fairness Act, however, would authorize states that comply with certain rules aimed at streamlining sales-tax collection on remote sales — sales by companies that don’t have nexus in the state — to require those out-of-state companies to collect sales tax.

### Source of ire

The current setup has become a source of ire for brick-and-mortar stores that believe they’re at a disadvantage in competing with Internet retailers since the brick-and-mortar stores must collect sales tax. However, cities and states feel they’re missing out on huge amounts of sales-tax revenue on purchases their residents make from out-of-state retailers. That

in turn leads to less money for funding schools, roads, police, firefighters and other services.

Earlier this year, the University of Colorado’s Leeds School of Business conducted a study for the city of Boulder that estimated that the city would lose \$4 million in sales-tax revenue in 2014 because of residents making untaxed purchases from out-of-state online retailers. Boulder chief financial officer Bob Eichen said that’s an amount that would require roughly a 0.15-percent sales tax increase to account for.

Forty-five states — all but New Hampshire, Oregon, Delaware, Alaska and Montana — charge sales tax. Within those, there are thousands of taxing jurisdictions, and Eichen said he empathizes with small businesses having to keep up with it all — to a point.

“I understand that’s difficult,” Eichen said. “At the same time, the services we provide in the city, how do we pay for those?”

How to pay for the tax collection is the major question on the minds of Internet retailers, or “etailers.”

The technological age surely will provide computer software that can help retailers keep track of all the different taxing districts. It’s a matter of how much it costs to implement and maintain, and whether an extra employee or employees will need to be hired to handle it all.

If those costs run into the tens of

thousands of dollars, it could mean a company such as Fricano’s has to forego hiring for a position that could have helped grow his business.

Founded in 2009, Sustainable Supply recently was named the nation’s fifth-fastest-growing retailer by Inc. magazine — but it still has just eight employees in Colorado and three in Wisconsin. Revenue has climbed exponentially from \$850,000 in 2010 to \$1.5 million in 2011 to \$3.2 million last year, and \$6 million is projected this year. Profit margins for online retailers are often slim, and Fricano said his is about 6 percent.

“Managing (sales tax collection for) just two states is cumbersome,” Fricano said.

In addition to the costs of implementation, the threat of being subject to audits from so many taxing districts also is daunting.

### Audits a major issue

Nick Martin founded Pros Closet Inc., an 8-year-old online cycling store that does most of its business on Ebay. Pros Closet does about \$4 million per year in sales, about 90 percent to 95 percent of which are out of state. But even with 27 employees, it has no dedicated accountant.

“The major issue is the audits as well,” Martin said. “No matter where you’re paying taxes, you’re always liable to face an audit.”

The Marketplace Fairness Act

does exempt businesses with less than \$1 million in annual remote sales from collecting sales tax in states where they don’t have nexus. Fricano said that number is too low, and that the proposed law might be more fair to small business if the threshold were higher, perhaps around \$10 million.

Retailers the size of Sustainable Supply and Pros Closet say the Marketplace Fairness Act would give mega-retailers such as Amazon and Walmart a bigger advantage than they already have. Those businesses have the revenue and staffs to absorb the cost of collecting the taxes and remain profitable. Many of them also already have nexus in several states and thus are collecting sales taxes anyway.

Those larger retailers might argue that the playing field should be leveled the other way, given that they are the ones already collecting the taxes.

Locally, Tundra Restaurant Supply Inc. is no Amazon-like behemoth. But with revenue of more than \$50 million this year and 140 employees, president Ryan Lewis is more neutral about the Marketplace Fairness Act than Fricano or Martin.

Tundra — a 20-year-old company that does about 20 percent of its sales online including 5 percent in its store and the rest via outside sales and restaurant design-and-opening packages — has nexus in about six states.

While he acknowledges that the tax

► See **Internet, 17A**



# Flood relief gets high-tech help

BY STEVE LYNN

slynn@ncbr.com

LONGMONT — Muddy waters more than two feet deep inundated Colorado Materials Inc. during September's devastating flooding, but the company was able to keep operating thanks to today's technology.

As the water rose, Colorado Materials staffers called Loveland-based CorKat Data Solutions, which was able to create a "virtual" cloud server, backing up the landscape company's data remotely within an hour.

As the disaster unfolded, sophisticated national relief agencies such as the Federal Emergency Management Agency, local first responders, phone companies and technology firms stepped in quickly, using an array of new gadgetry to help cities and towns confront the disaster.

"It was a great relief knowing that all that data was safe because we couldn't get back in here for three days," Colorado Materials president Chris Kerr said. "We didn't know if it was under water or what the situation was."

Social media and reverse 911 gave valuable updates on evacuations for residents. Geographic Information Systems' mapping technology guided officials in the field and helped them create online content related to road closures. Telecommunications companies AT&T Inc. (NYSE: T) and Verizon Communications Inc. (NYSE: VZ) deployed special trucks that restored cell-phone connectivity in Estes Park.

Most important, technology has given government officials the ability to more quickly assess damage and connect residents with aid. Disaster-aid teams traveled by helicopter to mountainous locations of Larimer County and used iPads to remotely register flood victims for assistance.

About 60 staff members from FEMA worked to register residents from the field using iPads during the peak of the disaster, said Christina Long, Larimer County division supervisor for the federal agency.

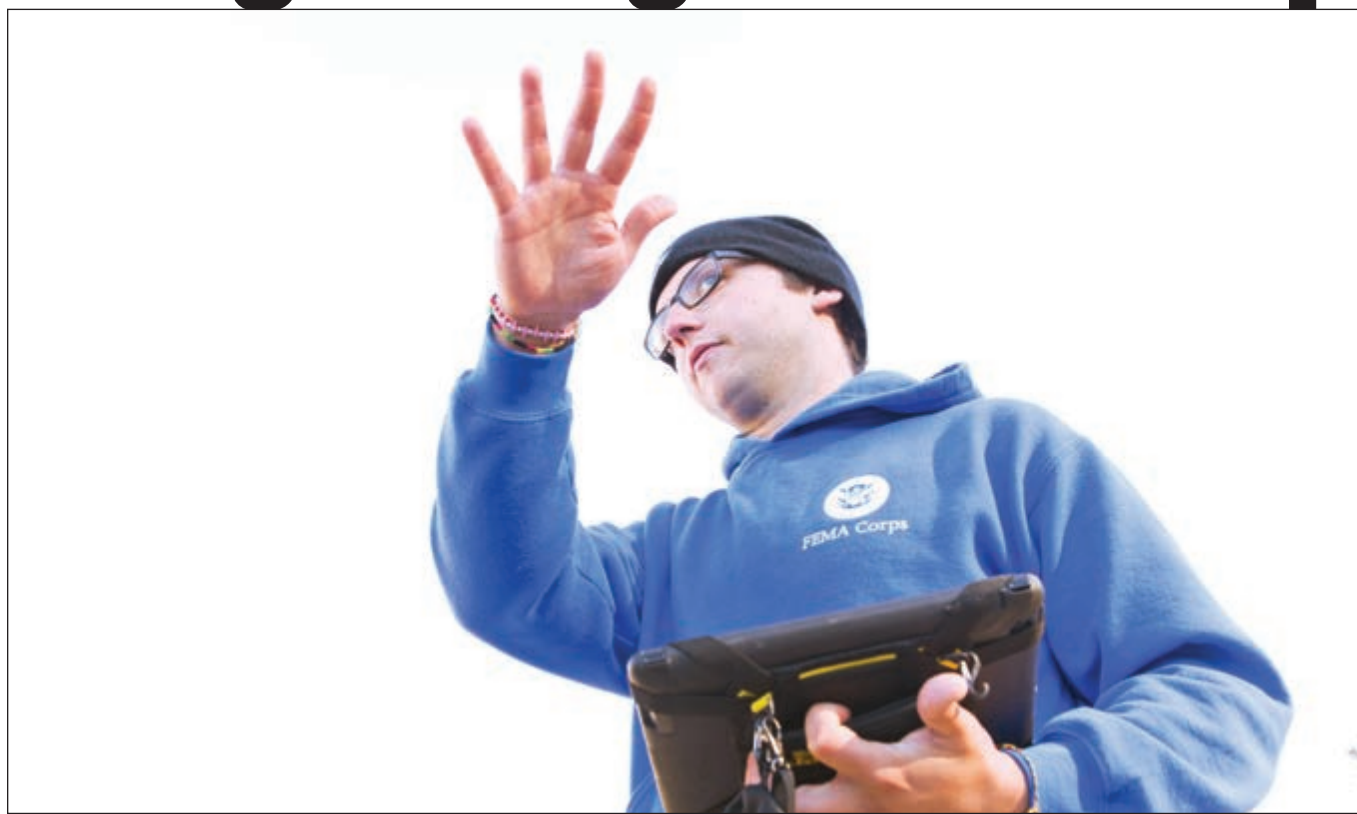
More than 30 federal staffers still are registering people. The federal agency has received requests for aid from 800 people, 200 of whom they registered using iPads.

"We were really able to help folks ... get on their way to recovery in terms of financial assistance," Long said.

Long, a FEMA reservist, has traveled nationwide responding to disasters including Hurricane Sandy.

"In the past, when we didn't have this technology, it was time-consuming, she said. "It took longer to get help to folks."

The federal agency also brought a device that transmitted wireless Internet for residents and emergency responders in isolated places



JONATHAN CASTNER

Aaron Brooks of Detroit finds a cell signal for an iPad in the remote mountain town of Glen Haven. Staff members from the Federal Emergency Management Agency worked to register residents from the flood-ravaged Larimer County mountain town,

near Estes Park such as Big Elk Meadows.

First used during the High Park Fire last year, Global Positioning System software on iPads helped Larimer County officials record flood damage to roads. As they flew over in helicopters, they observed and recorded the damage caused by raging rivers and creeks. They collected data on their iPads during the day, then the data was entered into spreadsheets at county offices at night. Officials came up with an \$89 million estimate to repair roads and bridges.

"Certainly there are more elabo-

rate ways of doing data collection, but this was something that could be customized and tailored to our specific needs relatively easily," said County Engineer Mark Peterson.

"It was very easy for our crews to use out in the field," said Brian Fraaken, senior civil engineer. "We were able to complete most of the county assessment within one work week, with the exception of a couple areas we could not get into."

The Larimer County Assessor's Office also used iPads equipped with property data and images so officials could assess damage to homes

and collect updates for property assessment, said Mark Pfaffinger, chief information officer for the county.

In Longmont, Colorado Materials' servers avoided the wrath of the overflowing St. Vrain River, Kerr said. But if flooding had destroyed its servers, the company would have lost valuable financial information, including its accounts payable and receivable, without CorKat's backup services.

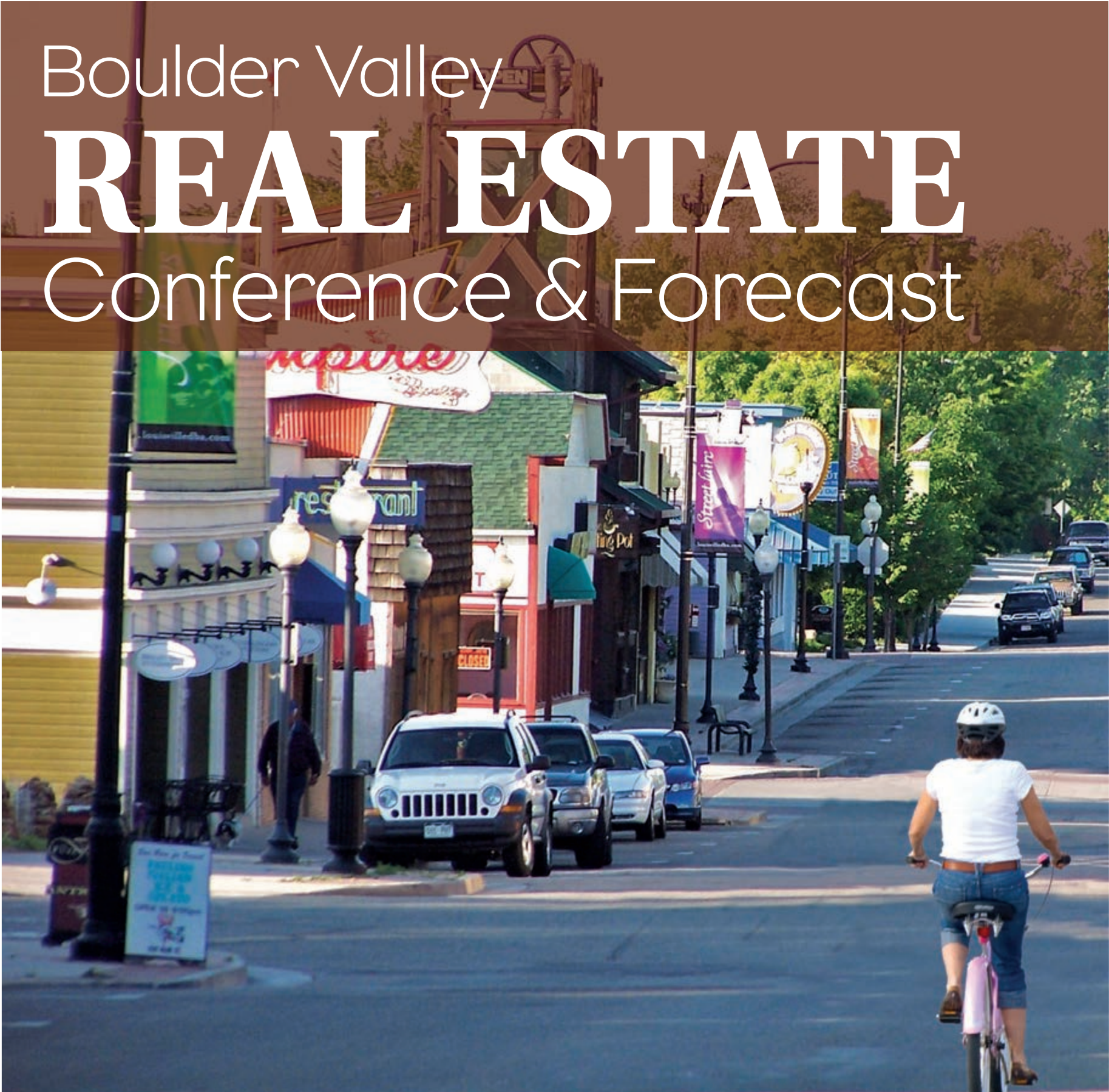
"Not having that information backed up would have been a tremendous loss for us" Kerr said.



JONATHAN CASTNER

The FEMA team talks with Glen Haven resident Doug Sager, whose property was only mildly affected by the flood.





November 21, 2013 • 9:30 a.m. to 5:30 p.m.  
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BOULDER COUNTY  
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Nov. 8 - 21, 2013 | **Section B**



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# BOULDER VALLEY REAL ESTATE CONFERENCE & FORECAST

## Schedule

10-11:15 a.m.

### The Art of Investment

The Boulder Valley is emerging quickly from its real estate doldrums, with investment opportunities abounding. What trends should would-be investors be aware of in the Boulder Valley, and how are the best deals structured? Our panel will discuss what they or their clients look for in a pro forma to ensure the highest ROI.

11:30 a.m. to 12:45 p.m.

### Keynote addresses:

#### The National Picture:

#### Commercial and Residential Markets in 2014

Brad Blackwell, executive vice president, Wells Fargo

#### The New Normal

Tom Binnings, senior partner, Summit Economics

1 to 2:15 p.m.

### Breaking Ground

Communities throughout the Boulder Valley are seeing a wave of new commercial construction, with some projects in the planning stage and others already emerging from the ground. Our panel of development directors will provide a complete rundown of the region's top projects. This panel was a huge hit at the 2012 conference!

### Disaster Preparation & Recovery:

#### Fires, floods, tornadoes

Preparing for — and recovering from natural disasters is a monumental task, one that involves property owners, tenants, lenders, insurers and many others. What mitigation measures can owners take, and what effect has the recent flooding had on the Boulder Valley real estate market?

2:30 to 3:30 p.m.

### Visionary Ventures

Key properties throughout the Boulder Valley offer unique opportunities for creatively addressing civic and business

## Luncheon Keynote Speakers



**BRAD BLACKWELL**  
EVP, Portfolio  
Business Manager  
Wells Fargo



**TOM BINNINGS**  
Senior Partner  
Summit Economics

needs — from Boulder's Civic Area Project to the University of Colorado's East Campus, to the "civic-use" pad at the St. Julien Hotel. Our panel will present ideas for these distinct properties.

### Home-Building Revival

With inventories of existing homes plummeting, home building is back in the Boulder Valley, and we have a complete rundown of the newest single-family and multifamily projects that are emerging throughout Boulder and Broomfield counties. What do residential real estate agents need to know about these new developments, and how can they get in on the ground floor of the sales process?

3:45 to 5 p.m.

### Residential Forecast:

**D.B. Wilson, Re/Max of Boulder**

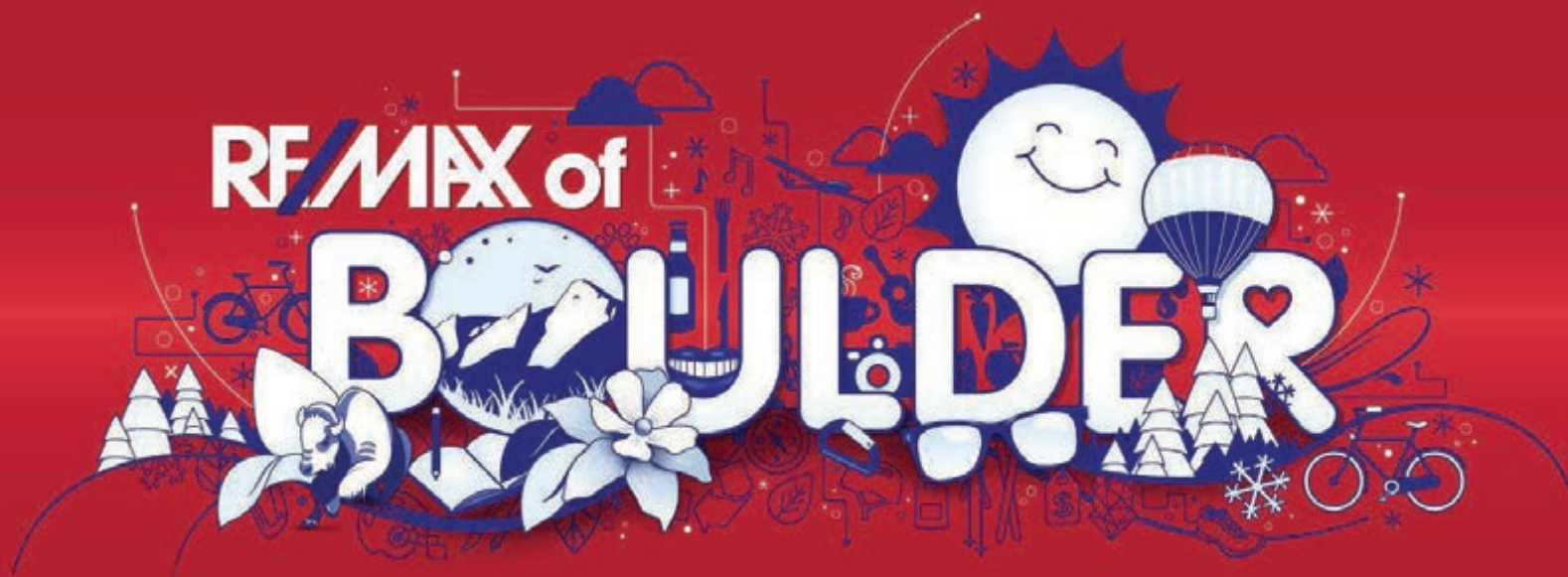
### Commercial Forecast:

**Lynda Gibbons and Chris Boston, Gibbons-White**

Complete forecasts of the Boulder Valley residential and commercial markets by D.B. Wilson, Lynda Gibbons and Chris Boston.







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**INTERNET** from 15A

management has become overwhelming, Lewis says it's also become tough to stay competitive in the states where Tundra has nexus given that other retailers don't have to collect tax in those states. He says Tundra is big enough that it probably could absorb the costs of collecting taxes everywhere.

"I don't feel strongly about it either way," Lewis said. "There's pros and cons for us as a business."

Aside from raising the exemption threshold in the Marketplace Fairness Act, there are other alternatives that opponents of the bill would prefer.

**States' rights an obstacle**

Fricano says he could get behind a law that would set a nationwide tax rate on Internet purchases to help simplify things. But Adam Chase – an attorney at Boulder law firm Hutchinson, Black and Cook LLC whose expertise lies in state and local sales and use tax – says states' rights are an obstacle to such a solution. Colorado in particular, with its home-rule cities that can determine not only their own tax rates but also what can and can't be taxed, would cause headaches for trying to implement such a law.

Another possible solution could be a point-of-origin sales tax system, where Internet retailers charge their own local sales-tax rate for all sales regardless of the purchaser's

location. The fact that five states don't charge sales tax, however, could be a hindrance to both ideas because a disproportionate number of businesses could start flocking to those states to reap the competitive rewards. Eichen, Boulder's chief financial officer, said the point-of-origin method might serve cities that have robust business communities such as Boulder and Denver well, but still leave bedroom communities or more remote locales with less than their fair share.

"No, it isn't perfect," Eichen said of the Marketplace Fairness Act. "But I think they've come further than anything we've ever discussed."

Perhaps the only thing certain about the Marketplace Fairness Act is the uncertainty. For all of the imperfect scenarios that could play out that affect one side better than the other, Chase said they might all be moot points.

Chase said he doesn't believe the law will pass through Congress for a variety of reasons. One is the question of constitutionality because the commerce clause requires a company's nexus in a state for it to be required to collect sales tax. Another reason is simply that the act will be viewed by many simply as a tax increase.

"Not enough people are going to vote for it," Chase said. "I think it's a bit of a political hot potato, because it's raising taxes."

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EVP, Portfolio  
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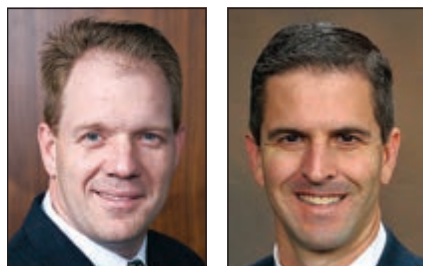
# 'Repair Regs' could help businesses renovate

In late September, the Internal Revenue Service and Department of the Treasury issued the final tangible property regulations which establish the federal tax standards for costs incurred to acquire, maintain or improve, and dispose of tangible property. While the release of the "Repair Regs" may have gone unnoticed by the average taxpayer, corporate tax professionals took notice – and with good reason. These rules will affect almost every corporate taxpayer with fixed assets, such as buildings, mechanical systems or transmission or pipelines, including those that invest in repairs or renovations to buildings, manufacturing plants and equipment.

The final repair regulations are aimed at reducing confusion over whether certain expenses should be deducted as a repair or should be "capitalized" – meaning recognition of the expense would be delayed and recorded as a long-term asset.

Many of the changes are favorable for taxpayers and could benefit companies as they head into 2014. The final regulations adopt the same general framework as the 2011 temporary regulations and retain many of the same provisions. However, the IRS and Treasury made several significant changes in the final regulations that taxpayers should review carefully.

**De Minimis Rule: Safe Harbor, \$5,000 Threshold.** The changes to this provision took a rule that was largely unworkable and made it manageable. The de minimis expensing rule addresses whether a company can follow its book minimum capitalization policies for tax purposes. Under the final regulations, rather than requiring a company to calcu-



## GUEST OPINION

Peter Baltmanis

Eric Lucas

late an aggregate ceiling as part of the determination, it can use a straightforward per-item safe harbor threshold of \$5,000 or less, as long as all requirements of the rule are satisfied.

**Election to Follow Book Capital Improvement Costs.** The final regulations permit a taxpayer to elect to follow its book capitalization policy for improvement costs with respect to amounts that were capitalized on its books and records for the tax year – a choice some companies, might find beneficial for a range of reasons. Mak-

ing this election may help reduce the administrative burden associated with book-tax differences or possibly mitigate IRS controversy on examination.

The election process is fairly straightforward. A statement is attached to the taxpayer's timely filed original federal tax return (including extensions) for the tax year in which the improvement is placed in service. Once made, the election may not be revoked; a company making the election will be unable to treat the capitalized items as repairs by changing methods in a later year.

**Routine Maintenance Safe Harbor.** Routine maintenance to buildings is now included under the repair regs, but the period during which a taxpayer must reasonably expect to perform the relevant activities more than once is limited to 10 years.

**Limited Relief for Materials and Supplies.** In a significant change from the temporary regulations, the final regulations do not permit a taxpayer to capitalize and depreciate materials and supplies unless they are "rotatable" – meaning they can be repeatedly and economically restored to fully serviceable condition; temporary; or standby emergency spare parts. This may present challenges for those companies that capitalized those items for book purposes.

**Proposed Partial Disposition Regs.**

Some of the most important changes in the final regs relate to dispositions of building property, including components. The rules have been completely revamped. The proposed regulations explicitly provide that the unit of property generally consists of an entire building, rather than each of its structural components. Thus, a taxpayer is not required to recognize a loss on the disposition of a structural component of a building as was the case under the temporary regulations. The 2011 temporary regulations would have necessitated placing building property into general assets accounts to avoid this result. That is not the case under the proposed rules. For all non-building property, the proposed regulations permit a taxpayer to recognize a loss when part of the asset is sold or scrapped simply by recognizing the correct amount on the tax return for the year.

Companies should move quickly to understand all of the new rules and take steps to comply before Jan. 1.

*Peter Baltmanis* [paltmanis@kpmg.com](mailto:paltmanis@kpmg.com), is a principal in fixed asset services and cost segregation serving clients in KPMG's Denver office. *Eric Lucas*, [ejlucas@kpmg.com](mailto:ejlucas@kpmg.com), is a principal in the income tax and accounting group of KPMG's Washington National Tax Practice.

## TANGO from 3A

Argentina. During the Golden Age of Argentina – spanning the 1930s through the 1950s – tango flourished. Once conservative political repression put a damper on the passionate dance style, it went underground.

"There was a 20-year break, and it nearly disappeared," Naveira said. "Orchestras dissolved. There were no more than 10 professional dancers in Buenos Aires, and there were no local public places to dance anywhere."

In the '80s, tango came back. Naveira was part of a group who started to dance again and is credited with developing what's today called nuevo tango – a new twist on the traditional form.

"This new generation of Argentine tango was developed and became rich in terms of choreography and artistic possibility," he said. "People started coming from other countries to Buenos Aires to hire teachers to teach in Europe, South America and Japan."

"It's been growing ever since. No one expected it to get as big as it has in the last 30 years."

Naveira has been studying tango for 34 years, having started in Buenos Aires and working with a professional dancer.

"In 1991 I started to travel and teach and perform in festivals and shows and milongas (where tango is danced). My partner started earlier. She was in Japan doing a tango show and was a professional dancer then as well."

Both Gustavo and Giselle have

appeared in shows and films that include "Tango Argentino" and "The Tango Lesson."

For those who hide a secret passion for tango but hold back learning it because it looks intimidating, Naveira has some tips.

"A lot of people have the impression that it's so difficult and so complex," he said. "When you learn the system, however, you can control that complexity. It gives a person great satisfaction to control that."

He describes the form as a world of improvisation.

"Every tango you dance is like a new adventure," he said. "You communicate with each other through movement. You create your own way and develop your own style and then you can dance with anyone from any part of the world and move through any cultural barrier."

The Boulder Tango School will fill 4,200 square feet at 6185 Arapahoe Ave. Ongoing as well as drop-in classes will be available. Cost per class still is in the works.

"We have a plan of training teachers later," Naveira said. "It's very challenging. Some schools are trying to do it, but I don't think anyone really is right now."

The difficulty of teaching teachers is that the dance is so individual. Finding common points to teach is the plan.

Startup costs for this new endeavor are in the \$200,000 range and are self-funded.

**Experience the Ultimate Private Classic Car Collection of Stephen Tebo**

**Join us for Business After Hours with the Boulder Chamber**

**Wednesday, November 20, 2013 5:30pm-7:30pm**

Business leaders and guests will have the inside curve on one of the largest private car collections in the United States as they mingle over music, seasonal hors d'oeuvres and drinks among the more than 400 classic, hot, vintage and luxury cars.

**Tickets**  
Chamber Members \$75.00  
Non Members \$95.00

Purchase tickets by registering at:  
[www.boulderchamber.com](http://www.boulderchamber.com)  
Drive Your Business – Stephen Tebo's Private Car Collection Business After Hours

Must be (21) years and up. Address and details will be given in your receipt confirmation of registration.

This is a fundraising event to support the Boulder Chamber's effort to strengthen the business community. Thank you for your support.

**BOULDER CHAMBER**

**TEBO'S garage**

Tebo's Garage Private Collection Includes:

- The Batmobile
- John Lennon's Rolls Royce
- Hearse which carried JFK to Air Force One
- Frank Sinatra's Army Jeep
- Steve McQueen's Indian Chief Motorcycle
- And satellite rooms filled with Corvettes, British, Hot Rods and more



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.

**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.

**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.

BANKRUPTCIES

**Boulder County Chapter 7**  
**HOA VINH PHAN**, 2132 COLLYER ST, LONGMONT; CASE #2013-26929, DATE FILED: 10/9/2013

**PETER HICKOK JOHNSON**, 1540 ZAMIA #101, BOULDER; CASE #2013-26931, DATE FILED: 10/9/2013

**BRIAN SCOTT SEIGAL**, 4323 BELLA VISTA DR, LONGMONT; CASE #2013-26932, DATE FILED: 10/9/2013

**HARVEY M SCHWARTZ**, 544 ELLIOTT ST, LONGMONT; CASE #2013-26947, DATE FILED: 10/9/2013

**NICOLE RENEE MCGOLDRICK**, 418 MONTGOMERY DRIVE, ERIE; CASE #2013-26961, DATE FILED: 10/9/2013

**MICHAEL C MUSSER**, 1100 E 17TH #K101, LONGMONT; CASE #2013-27023, DATE FILED: 10/10/2013

**BEATRICE PATRICIA TRUJILLO**, 718 SAL STREET, LAFAYETTE; CASE #2013-27079, DATE FILED: 10/11/2013

**ROSEMARY DENNETT**, 3665 SMUGGLER PLACE, BOULDER; CASE #2013-27082, DATE FILED: 10/11/2013

**CHAZ LEE HERRERA**, 1041 PONDEROSA CIRCLE, LONGMONT; CASE #2013-27084, DATE FILED: 10/11/2013

**URI TALMOR**, 4145 MONROE DR APT D, BOULDER; CASE #2013-27087, DATE FILED: 10/11/2013

**TIFFANY OBRIEN**, 2424 9TH AVE #2308, LONGMONT; CASE #2013-27095, DATE FILED: 10/11/2013

**BARBARA BIGELOW**, 1720 GRAPE AVENUE, BOULDER; CASE #2013-27101, DATE FILED: 10/11/2013

**CHRIS M MARON**, 5 DEER TRAIL ROAD, BOULDER; CASE #2013-27152, DATE FILED: 10/12/2013

**DAVID MICHAEL HULSTINE**, PO BOX 1073, ERIE; CASE #2013-27159, DATE FILED: 10/12/2013

**MARK VINCENT YOUNG**, 7038 CARTER TRAIL, BOULDER; CASE #2013-27202, DATE FILED: 10/15/2013

**MANUELA VASQUEZ**, 225 E 8TH AVE #C2, LONGMONT; CASE #2013-27204, DATE FILED: 10/15/2013

**PAUL ROBERT MAGLIONE**, 625 MANHATTAN PLACE #104, BOULDER; CASE #2013-27217, DATE FILED: 10/15/2013

**BIANCA LOREN ROBINSON**, 579 EAST 16TH AVENUE, LONGMONT; CASE #2013-27241, DATE FILED: 10/15/2013

**FRANCES ANN HASKINS**, PO BOX 2005, LONGMONT; CASE #2013-27256, DATE FILED: 10/16/2013

**JANET ALICIA GIBBS**, 3350 30TH ST APT 319, BOULDER; CASE #2013-27260, DATE FILED: 10/16/2013

**DAVID LEE BLACK**, 4679 EDIE PLACE, ERIE; CASE #2013-27320, DATE FILED: 10/16/2013

**CHARLES FRANCIS HESSNER**, 607 E SIMPSON ST, LAFAYETTE; CASE #2013-27461, DATE FILED: 10/18/2013

**DR BRETT VALETTE INC**, C/O DR BRETT VALETTE, SUPERIOR; CASE #2013-27488, DATE FILED: 10/19/2013

**JULIE LAUREEN BOCK**, 1619 BLUEFIELD AVENUE, LONGMONT; CASE #2013-27496, DATE FILED: 10/19/2013

**SUSAN L EDWARDS**, PO BOX 115, NIWOT; CASE #2013-27532, DATE FILED: 10/19/2013

**RICHARD W BROOKS**, PO BOX 115, NIWOT; CASE #2013-27535, DATE FILED: 10/19/2013

**KEITH JAMES ROGERS**, 730 GRANDVIEW MEADOWS, LONGMONT; CASE #2013-27554, DATE FILED: 10/19/2013

**BRITTANY MUNOZ**, 129 SNOWMASS PL, LONGMONT; CASE #2013-27601, DATE FILED: 10/22/2013

**Chapter 13**  
**MARK EARL WILSON**, 565 ARBOR DRIVE, LAFAYETTE; CASE #2013-26954, DATE FILED: 10/9/2013

**CHAD JEREMY SULLIVAN**, 455 STRATHMORE LN #116, LAFAYETTE; CASE #2013-27182, DATE FILED: 10/12/2013

**BERNADETTE NICOLE MARTINEZ**, 1012 BRAGG PLACE, LONGMONT; CASE #2013-27200, DATE FILED: 10/14/2013

**Broomfield County Chapter 7**  
**MARILYN A WINE**, 3751 W 136TH AVEUNIT T1, BROOMFIELD; CASE #2013-27272, DATE FILED: 10/16/2013

**THEODORE DUANE AGUILAR**, 3400 S PRINCESS CIR, BROOMFIELD; CASE #2013-27370, DATE FILED: 10/17/2013

**LORRAINE JEAN ZUREK**, 1305 DOVER ST, BROOMFIELD; CASE #2013-27460, DATE FILED: 10/18/2013

**RONALD D JR COLLINS**, 12205 PERRY STREET LOT 252, BROOMFIELD; CASE #2013-27527, DATE FILED: 10/19/2013

**JANE COLEEN GRAY**, 11823 RIDGE PARKWAY #817, BROOMFIELD; CASE #2013-27534, DATE FILED: 10/19/2013

**PATRICK JUDE MURRAY**, 9098 W 101ST AVE, BROOMFIELD; CASE #2013-27582, DATE FILED: 10/22/2013

**Chapter 13**  
**JASON SCOTT ABERLY**, 2653 W 132ND AVE, BROOMFIELD; CASE #2013-27049, DATE FILED: 10/10/2013

FORECLOSURES

**Boulder County**  
**BORROWER:** MICHAEL A & CHRISTINA E TOTH, 1234 KITELEY LN, LONGMONT. LENDER: CITIMORTGAGE INC, AMOUNT DUE: \$143462. CASE #3344762. 9/30/2013

**BORROWER:** AMY E SCHEIDING-WALIGORA, 717 DRIFT PL, LONGMONT. LENDER: US BK, AMOUNT DUE: \$147414. CASE #3344763. 9/30/2013

**BORROWER:** KIM & JOHN S JR PUGH, 413 OPAL WAY, SUPERIOR. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$498325. CASE #3345210. 10/1/2013

**BORROWER:** SUSAN H & MICHAEL P LENNY, 1404 NOMA CIR, LAFAYETTE. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$246179. CASE #3345855. 10/3/2013

**BORROWER:** JEFFREY & NICOLE BUNKER, 524 OLYMPIA AVE, LONGMONT. LENDER: CITIMORTGAGE INC, AMOUNT DUE: \$199701.

CASE #3346092. 10/4/2013

**BORROWER:** KENNETH S & SANDRA A BLACK, 1385 GEORGETOWN RD, BOULDER. LENDER: BOULDER MUNICIPAL EMPLOYEES FE, AMOUNT DUE: \$26076. CASE #3346218. 10/7/2013

**BORROWER:** MARK A PORTER, 865 W CHESTNUT CIR, LOUISVILLE. LENDER: JP MORGAN CHASE BANK, AMOUNT DUE: \$160000. CASE #3346560. 10/8/2013

**BORROWER:** MATTHEW P HARLOW, 1912 RICE ST, LONGMONT. LENDER: OCWEN LOAN SERVICING LLC, AMOUNT DUE: \$154816. CASE #3346561. 10/8/2013

**BORROWER:** GAVIN R CREEER, 1253 LINDEN ST, LONGMONT. LENDER: MIDFIRST BK, AMOUNT DUE: \$171397. CASE #3346562. 10/8/2013

**BORROWER:** JONATHAN F HAGER, 1634 HARRIS CT, ERIE. LENDER: GREEN TREE SERVICING LLC, AMOUNT DUE: \$415860. CASE #3346889. 10/10/2013

**BORROWER:** STACEY E POTTER, 3667 IRIS AVE # 10, BOULDER. LENDER: QUICKEN LOANS INC, AMOUNT DUE: \$285161. CASE #3347400. 10/11/2013

**Broomfield County**  
**BORROWER:** MARK W & JEANINE R KENNEDY, 3101 ROCK CREEK DR, BROOMFIELD. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$129275. CASE #14408. 10/7/2013

**BORROWER:** JOEL WILLIAM YATES, 13456 VIA VARRA UNIT 108, BROOMFIELD. LENDER: COLORADO HOUSING AND FINANCE A, AMOUNT DUE: \$77114. CASE #14409. 10/7/2013

**BORROWER:** EDWARD J JR BUSHEL, 11582 COLONY ROW # 11, BROOMFIELD. LENDER: VECTRA BANK COLORADO NATIONAL, AMOUNT DUE: \$420871. CASE #14760. 10/15/2013

JUDGMENTS

**Boulder County**  
**DEBTOR:** EDWARD J & CHARLES A SWEENEY, CREDITOR: VINCENT & KAREN HAMM. AMOUNT: \$193014.06. CASE #D-08-CV-00495-PAB-MJW. DATE: 9/30/2013

**DEBTOR:** HEMANGA GURUACHRYA, CREDITOR: MIDLAND FUNDING LLC. AMOUNT: \$1440.46. CASE #C-13C-031685. DATE: 9/30/2013

**DEBTOR:** SETH PREMO, CREDITOR: MIDLAND FUNDING LLC. AMOUNT: \$822.53. CASE #C-13C-032633. DATE: 9/30/2013

**DEBTOR:** ANNE R DAVID, CREDITOR: COLO ST REV-ENUE. AMOUNT: \$7176.0. CASE #D-D72012CV800100. DATE: 10/1/2013

**DEBTOR:** JUDY K SELF, CREDITOR: COLO ST REV-ENUE. AMOUNT: \$47316.0. CASE #D-D72011CV806115. DATE: 10/1/2013

**DEBTOR:** MARCEL & CYNTHIA M ARSENAULT, CREDITOR: COLO ST REVENUE. AMOUNT: \$40007.0. CASE #D-D72013CV800913. DATE: 10/1/2013

**DEBTOR:** CRAIG A KITZMAN, CREDITOR: COLO ST REV-ENUE. AMOUNT: \$7185.83. CASE #D-D72010CV800957. DATE: 10/1/2013

**DEBTOR:** CRAIG A KITZMAN, CREDITOR: COLO ST REVENUE. AMOUNT: \$1019904.0. CASE

#D-D72011CV804043. DATE: 10/1/2013

**DEBTOR:** STEPHEN BUNTA, CREDITOR: MIDLAND FUNDING LLC. AMOUNT: \$866.06. CASE #C-13C-030677. DATE: 10/1/2013

**DEBTOR:** TROY ODEN, CREDITOR: MIDLAND CREDIT MANAGEMENT INC. AMOUNT: \$12886.46. CASE #C-12C-001171. DATE: 10/1/2013

**DEBTOR:** LUIS C CHAVEZ, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$7858.4. CASE #C-12C-030598. DATE: 10/2/2013

**DEBTOR:** PHILIP N & PHILIP HERMANDEZ, CREDITOR: AM EXPRESS BK. AMOUNT: \$10346.11. CASE #C-13C-031876. DATE: 10/2/2013

**DEBTOR:** LOWELL & LOWELL DAVID CHATBURN, CREDITOR: BK HAWAII. AMOUNT: \$239026.17. CASE #D-05CV-000013. DATE: 10/3/2013

**DEBTOR:** ARTHUR OKNER, CREDITOR: MIDLAND FUNDING LLC. AMOUNT: \$13433.34. CASE #C-12C-002567. DATE: 10/3/2013

**DEBTOR:** RICHARD COOPER, CREDITOR: PREMEIR MEMBERS FED CREDIT UNI. AMOUNT: \$27836.41. CASE #D-13CV-030954. DATE: 10/3/2013

**DEBTOR:** MICHELE J NEWTON, CREDITOR: CACH LLC. AMOUNT: \$16576.23. CASE #D-13CV-031297. DATE: 10/4/2013

**DEBTOR:** TSEWANG YOUDON, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$4701.22. CASE #C-13C-032066. DATE: 10/4/2013

**DEBTOR:** KATHY S & MARK L BOYD, CREDITOR: CROWN ASSET MANAGEMENT LLC. AMOUNT: \$7886.54. CASE #C-13C-032499. DATE: 10/4/2013

**DEBTOR:** TROY ODEN, CREDITOR: MIDLAND CREDIT MANAGEMENT INC. AMOUNT: \$12886.46. CASE #C-12C-001171. DATE: 10/4/2013

**DEBTOR:** BARBARA & ALAN GONCHAROFF, CREDITOR: FIRST CITIZENS BK TRUST CO. AMOUNT: \$897206.66. CASE #D-13CV-001936. DATE: 10/7/2013

**DEBTOR:** BARBARA & ALAN GONCHAROFF, CREDITOR: FIRST CITIZENS BK TRUST CO. AMOUNT: \$151277.77. CASE #D-13CV-001936. DATE: 10/7/2013

**DEBTOR:** AMANDA J GLENN, CREDITOR: ELEVATIONS CREDIT UNION. AMOUNT: \$5730.18. CASE #C-09C-001583. DATE: 10/7/2013

**DEBTOR:** MICHAEL J SICKBERT, CREDITOR: CYPRESS FIN GROUP LLC. AMOUNT: \$5371.22. CASE #C-11C-002979. DATE: 10/8/2013

**DEBTOR:** KEITH HILLIKER, CREDITOR: PARTNER CREDIT UNION. AMOUNT: \$6732.02. CASE #C-13C-039776. DATE: 10/8/2013

**DEBTOR:** YE ZHENG, CREDITOR: TD AMERITRADE INC. AMOUNT: \$32731.05. CASE #D-11CV-002580. DATE: 10/9/2013

**DEBTOR:** TIMOTHY MICHAEL FLYNN, CREDITOR: ALLISON FLYNN. AMOUNT: \$140884.99. CASE #D-09DR-000381. DATE: 10/10/2013

**DEBTOR:** MICHAEL WATKINS, CREDITOR: CPS DISTR INC. AMOUNT: \$2684.49. CASE #C-13C-037958. DATE: 10/11/2013

**DEBTOR:** AI NGUYEN, CREDITOR: BC SERVICES INC. AMOUNT: \$1030.03. CASE #C-13C-030771. DATE: 10/11/2013

**DEBTOR:** BARBARA J CILETTI, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$4412.88. CASE #C-13C-031465. DATE: 10/11/2013

**DEBTOR:** SEAN E JENKINS, CREDITOR: COLO ST REV-ENUE. AMOUNT: \$1015.79. CASE #D-13CV-800468. DATE: 10/11/2013

**Broomfield County**  
**DEBTOR:** HARLIN D GULLINGSRUD, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$2652.73. CASE #C-13C-030978. DATE: 10/2/2013

**DEBTOR:** RICHARD W & DAVID MCKEE, CREDITOR: CAV-ALRY PORTFOLIO SERVICES LLC. AMOUNT: \$18957.28. CASE

#C-07C-001578. DATE: 10/2/2013

**DEBTOR:** GARY M THOMAS, CREDITOR: CAVALRY SPV II LLC. AMOUNT: \$5803.46. CASE #C-13C-030867. DATE: 10/2/2013

**DEBTOR:** JASON ABERLY, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$6797.07. CASE #C-13C-030625. DATE: 10/2/2013

**DEBTOR:** LOWELL D & LOWELL D CHATBURN, CREDITOR: BK HAWAII. AMOUNT: \$239026.17. CASE #D-05CV-000013. DATE: 10/3/2013

**DEBTOR:** LINDA RODRIGUEZ, CREDITOR: HORIZONS NORTH CREDIT UNION. AMOUNT: \$8326.31. CASE #C-01C-019003. DATE: 10/7/2013

**DEBTOR:** JAMES L KNIGHT, CREDITOR: GREENWAY PARK HOMEOWNERS ASSOC. AMOUNT: \$1982.5. CASE #C-13C-030534. DATE: 10/7/2013

**DEBTOR:** CINDY HERNANDEZ, CREDITOR: APOLLO CREDIT AGENCY INC. AMOUNT: \$1911.4. CASE #C-13C-030856. DATE: 10/7/2013

**DEBTOR:** DAVID WILSON, CREDITOR: CACH LLC. AMOUNT: \$3025.63. CASE #C-13C-030883. DATE: 10/8/2013

**DEBTOR:** RANDI R JONES, CREDITOR: GORDON STONE KOLACNY. AMOUNT: \$246280.02. CASE #D-13CV-033129. DATE: 10/11/2013

**DEBTOR:** WENDY E & WENDY ELLEN DEVINE, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$2010.84. CASE #C-13C-030895. DATE: 10/11/2013

**DEBTOR:** OCON GROUP LLC, CREDITOR: SOURCEGAS DISTRIBUTION LLC. AMOUNT: \$0.01. CASE #MULT. DATE: 10/1/2013

**DEBTOR:** OCON GROUP LLC, CREDITOR: SOURCEGAS DISTRIBUTION LLC. AMOUNT: \$0.01. CASE #MULT. DATE: 10/1/2013

**DEBTOR:** VIENGK INTHAVONG, CREDITOR: CENTRAL CREDIT CORP. AMOUNT: \$3461.85. CASE #C-13C-030218. DATE: 10/11/2013

RELEASE OF JUDGMENT

**Boulder County**  
**DEBTOR:** CONNIE SANDERSON, CREDITOR: ALPINE CREDIT INC. AMOUNT: \$0.0. CASE #C-10C42745. DATE: 10/2/2013

**DEBTOR:** JOSH MEDLEY, CREDITOR: WELLS FARGO BK. AMOUNT: \$39149.91. CASE #C-2010CV1078. DATE: 10/3/2013

**DEBTOR:** ROBERT A NOLTING, CREDITOR: JPMORGAN CHASE BK. AMOUNT: \$28873.37. CASE #D-10CV413. DATE: 10/11/2013

STATE TAX LIENS

**Boulder County**  
**2 E LLC**, \$1218.0, CASE #3345236, 10/2/2013

**420 HIGHWAYS LLC**, \$51342.0, CASE #3345235, 10/2/2013

**BLUE HILLS DOG CAT SHOPPE INC**, \$5178.0, CASE #3345229, 10/2/2013

**BOSCH LAND GROUP LLC**, \$2451.21, CASE #3346475, 10/8/2013

**BOULDER INTERIOR DESIGN**, \$1339.51, CASE #3347357, 10/11/2013

**BOULDER SECURITY LOCK SAFE INC**, \$1212.0, CASE #3345233, 10/2/2013

**BOULDER SECURITY LOCK SAFE INC**, \$1209.0, CASE #3345234, 10/2/2013

**BRACKET LABS INC**, \$582.49, CASE #3346473, 10/8/2013

**DELILAH FLOWERS DENVER**, \$337.0, CASE #3345231, 10/2/2013

**FRESH PRODUCE HOLDINGS LLC**, \$93071.65, CASE #3345774, 10/3/2013

**GREEN SKY CONFECTIONS INC**, \$373.91, CASE #3347510, 10/12/2013

**HIGH QUALITY WEB SERVICES INC**, \$506.96, CASE #3345775, 10/3/2013

**LIQUIDLOGIC INC**, \$585.63, CASE #3346476, 10/8/2013

**NORTHERN ST POWER CO MINNESOTA**, \$2781.26, CASE #3346474, 10/8/2013

**SINGLEPOINT TECHNOLOGY COPR**, \$887.88, CASE #3345082, 10/1/2013

**SOURCE I ENVIRONMENTAL LLC**, \$604.94, CASE #3346472, 10/8/2013

**STICKS STONES WOOD WORKERS**, \$1501.03, CASE #3346682, 10/9/2013

**VIA 29 LLC**, \$2595.63, CASE #3345447, 10/2/2013

**WOOD ASSOC LLC**, \$316.18, CASE #3345755, 10/3/2013

**ZAPATERIA CHAVEZ INC**, \$2405.0, CASE #3345237, 10/2/2013

**ZAPATERIA CHAVEZ INC**, \$1218.0, CASE #3345230, 10/2/2013

**ZAPPY DOTS INC**, \$3657.0, CASE #3345232, 10/2/2013

**Broomfield County**  
**PEACE OF MIND**, \$3661.0, CASE #14140, 10/2/2013

**STREET LEGAL PIZZA**, \$1070.0, CASE #14141, 10/2/2013

**SUMMER RIDGE CONDO LLC**, \$1152.36, CASE #14750, 10/16/2013

RELEASE OF STATE TAX LIENS

**Boulder County**  
**BOULDER PAINT WORKS**, \$749.65, CASE #3345778, 10/3/2013

**BOULDER PAINT WORKS**, \$1115.51, CASE #3345777, 10/3/2013

**HI TECH APPLIANCE INC**, \$1819.31, CASE #3346168, 10/5/2013

**HIGH**



FOR THE RECORD

**Date Closed:** 10/7/2013

**Seller:** MICHAEL A WEEKS  
**Buyer, Buyer's Address:** ANJA SNOWDEN, 4485 SANDPIPER CIR, BOULDER  
**Price:** \$304000  
**Date Closed:** 10/7/2013

**Seller:** D D JACKSON PROPERTIES LLC  
**Buyer, Buyer's Address:** DANIEL P & PEGGY A GAITHER, 529 PEREGRINE CIR  
**Address:** 529 PEREGRINE CIR, LONGMONT  
**Price:** \$285000  
**Date Closed:** 10/7/2013

**Seller:** JAN M GILBOY  
**Buyer, Buyer's Address:** JANE E & WILLIAM K GRAHAM, 2909 WHITE-TAIL CIR  
**Address:** 2909 WHITETAIL CIR, LAFAYETTE  
**Price:** \$240000  
**Date Closed:** 10/7/2013

**Seller:** KIRSTEN ERKFRITZ  
**Buyer, Buyer's Address:** KATHRYN E & CHARLES F ROSS, 3880 COLORADO AVE APT A, BOULDER  
**Address:** 3880 COLORADO AVE APT A, BOULDER  
**Price:** \$199400  
**Date Closed:** 10/7/2013

**Seller:** GERALD MARY ANN EVANS LIVING T  
**Buyer, Buyer's Address:** ELIZABETH JONES, 1715 GARLAND LN  
**Address:** 1715 GARLAND LN, BOULDER  
**Price:** \$662500  
**Date Closed:** 10/7/2013

**Seller:** DARRIN J MOORE  
**Buyer, Buyer's Address:** PARKER & CHELSEY KRUG, 343 LODGEWOOD PT  
**Address:** 343 LODGEWOOD PT, LAFAYETTE  
**Price:** \$395000  
**Date Closed:** 10/7/2013

**Seller:** RODRIGO GARCIA  
**Buyer, Buyer's Address:** JULIAN PARKER WAYTE, 6144 HABITAT DR  
**Address:** 6144 HABITAT DR, BOULDER  
**Price:** \$319000  
**Date Closed:** 10/7/2013

**Seller:** JEAN D MESSIMER TRUST  
**Buyer, Buyer's Address:** JEAN D MESSIMER, 722 7TH ST  
**Address:** 722 7TH ST, BOULDER  
**Price:** \$  
**Date Closed:** 10/7/2013

**Seller:** JENKINS FAMILY REVOCABLE TRUST  
**Buyer, Buyer's Address:** JENKINS FAMILY REVOCABLE TRUST, 2831 ELLISON PL  
**Address:** 2831 ELLISON PL, BOULDER  
**Price:** \$  
**Date Closed:** 10/7/2013

**Seller:** DEREK & MICHELE WEST-MORELAND  
**Buyer, Buyer's Address:** LAUREN GLOGIEWICZ, 726 8TH AVE  
**Address:** 726 8TH AVE, LONGMONT  
**Price:** \$194000  
**Date Closed:** 10/7/2013

**Seller:** JOHN T & EVELYN B MAHER  
**Buyer, Buyer's Address:** JASON W & KARLA E MORRIS, 835 PANORAMA CIR  
**Address:** 835 PANORAMA CIR, LONGMONT  
**Price:** \$465000  
**Date Closed:** 10/7/2013

**Seller:** RICHARD L & BARBARA HANSEN  
**Buyer, Buyer's Address:** BRENT B & ELIZABETH A EVANS, 1716 GIFFORD DR  
**Address:** 1716 GIFFORD DR, LONGMONT  
**Price:** \$246400  
**Date Closed:** 10/7/2013

**Seller:** MARILYN A PINNICK  
**Buyer, Buyer's Address:** CATHERINE C & MARCELLO CAPPARELLI, 7205 SPRING CREEK CIR  
**Address:** 7205 SPRING CREEK CIR, LONGMONT  
**Price:** \$954000  
**Date Closed:** 10/7/2013

**Seller:** GRANT R & MAUREEN A BURKHART  
**Buyer, Buyer's Address:** DAVID R & JULIE A PAVEL, 805 SUMMER HAWK DR UNIT J59  
**Address:** 805 SUMMER HAWK DR

UNIT J59, LONGMONT  
**Price:** \$167100  
**Date Closed:** 10/7/2013

**Seller:** 3106 EASTWOOD LLC  
**Buyer, Buyer's Address:** LYNN CUNNINGHAM, 3106 EASTWOOD CT  
**Address:** 3106 EASTWOOD CT, BOULDER  
**Price:** \$382000  
**Date Closed:** 10/7/2013

**Seller:** JOSE ESCALANTE  
**Buyer, Buyer's Address:** PABLO & ALEJANDRINA MEDINA, 2717 W COUNTY ROAD 6  
**Address:** 1323 GAY ST, LONGMONT  
**Price:** \$53200  
**Date Closed:** 10/7/2013

**Seller:** J M HUPKE FAMILY TRUST  
**Buyer, Buyer's Address:** JANET M HUPKE, 3390 ENDICOTT DR  
**Address:** 3390 ENDICOTT DR, BOULDER  
**Price:** \$  
**Date Closed:** 10/7/2013

**Seller:** PEARL PLAZA LLC  
**Buyer, Buyer's Address:** HOWARD C KARAWAN, 720 PEARL ST # B  
**Address:** 720 PEARL ST # B, BOULDER  
**Price:** \$1506400  
**Date Closed:** 10/7/2013

**Seller:** JOHN C & MARY R PRICE  
**Buyer, Buyer's Address:** NOEL PRICE LLC, 765 10TH ST  
**Address:** 930 BUTTON ROCK DR # IS3, LONGMONT  
**Price:** \$  
**Date Closed:** 10/7/2013

**Seller:** THOMAS MARTIN & ANN MARGARET BOYLE  
**Buyer, Buyer's Address:** MATTHEW H & ASHLEY M BLOMQUIST, 8976 LITTLE RAVEN TRL  
**Address:** 8976 LITTLE RAVEN TRL, NIWOT  
**Price:** \$1375000  
**Date Closed:** 10/8/2013

**Seller:** GERALD R JACOB  
**Buyer, Buyer's Address:** JACOB SCHIEVE TRUST, 7322 ISLAND CIR  
**Address:** 7322 ISLAND CIR, BOULDER  
**Price:** \$  
**Date Closed:** 10/8/2013

**Seller:** JULIE & KEITH A MITCHELL  
**Buyer, Buyer's Address:** SHELDON DROBOT, 4120 AMBER ST  
**Address:** 4120 AMBER ST, BOULDER  
**Price:** \$407500  
**Date Closed:** 10/8/2013

**Seller:** JEFF CLARK  
**Buyer, Buyer's Address:** CORY JOHN BEVINS, 1808 TYLER AVE  
**Address:** 1808 TYLER AVE, LONGMONT  
**Price:** \$214900  
**Date Closed:** 10/8/2013

**Seller:** IRA CLAY & JENNIFER COLLINS  
**Buyer, Buyer's Address:** CHIN WEN CHOU, 609 BRIGGS PL  
**Address:** 609 BRIGGS PL, SUPERIOR  
**Price:** \$440000  
**Date Closed:** 10/8/2013

**Seller:** RANDALL A MEGLEMRE  
**Buyer, Buyer's Address:** COREY K YAUCH, 1858 DUCHESS DR  
**Address:** 1858 DUCHESS DR, LONGMONT  
**Price:** \$240000  
**Date Closed:** 10/8/2013

**Seller:** BILL ROSS HOLDINGS LLC  
**Buyer, Buyer's Address:** LAURA BUTLER, 2030 MOUNTAIN VIEW AVE STE 400  
**Address:** MULT PROP,  
**Price:** \$330000  
**Date Closed:** 10/8/2013

**Seller:** BETH A LICHTENSTEIN  
**Buyer, Buyer's Address:** LAUGHING GROUP LLC, 2036 HERON CT  
**Address:** 804 SUMMER HAWK DR UNIT 11201, LONGMONT  
**Price:** \$166000  
**Date Closed:** 10/8/2013

**Seller:** LAURA A RUBY  
**Buyer, Buyer's Address:** JULIAN & ANN BURZYNSKI, 908 HAWTHORN AVE  
**Address:** 908 HAWTHORN AVE, BOULDER  
**Price:** \$630000  
**Date Closed:** 10/8/2013

**Seller:** LINDA L ALLEN  
**Buyer, Buyer's Address:** LINDA ALLEN TRUST, 1091 MILO CIR

UNIT B  
**Address:** 1091 MILO CIR UNIT B, LAFAYETTE  
**Price:** \$  
**Date Closed:** 10/8/2013

**Seller:** AMY T HANAUGHAN  
**Buyer, Buyer's Address:** AMY T HANAUGHAN REVOCABLE TRUS, 46 EDISON AVE  
**Address:** 1043 LINCOLN PL, BOULDER  
**Price:** \$  
**Date Closed:** 10/8/2013

**Seller:** KENNETH ROBERT MAURER  
**Buyer, Buyer's Address:** JACQUELINE & KAZUAKI HADA, 102 RAINBOW DR #220  
**Address:** 624 BROSS ST, LONGMONT  
**Price:** \$292500  
**Date Closed:** 10/8/2013

**Seller:** BOULDER CREEK TAKODA LLC  
**Buyer, Buyer's Address:** TERESA A & THOMAS S RICE, 869 BLUESTEM LN  
**Address:** 869 BLUESTEM LN, LOUISVILLE  
**Price:** \$631800  
**Date Closed:** 10/8/2013

**Seller:** BOULDER CREEK OVERLOOK LLC  
**Buyer, Buyer's Address:** REBECCA L CAMERON, 1820 KALEL LN  
**Address:** 1820 KALEL LN, LOUISVILLE  
**Price:** \$390800  
**Date Closed:** 10/8/2013

**Seller:** BOULDER CREEK KINGSBRIDGE LLC  
**Buyer, Buyer's Address:** KYM BOYCE, 1648 VENICE LN  
**Address:** 1648 VENICE LN, LONGMONT  
**Price:** \$340700  
**Date Closed:** 10/8/2013

**Seller:** LUTZ MANAGEMENT LLC  
**Buyer, Buyer's Address:** DENNIS M AKOS TRUST, 4385 CHIPPEWA DR  
**Address:** 4385 CHIPPEWA DR, BOULDER  
**Price:** \$505000  
**Date Closed:** 10/8/2013

**Seller:** ALLISON C & ANDREW A SCHWARTZ  
**Buyer, Buyer's Address:** ALLISON ANDREW SCHWARTZ LIVING, 383 W ARAPAHOE LN  
**Address:** 383 W ARAPAHOE LN, BOULDER  
**Price:** \$  
**Date Closed:** 10/8/2013

**Seller:** LAURA A SCHAFFER  
**Buyer, Buyer's Address:** DENNIS M & KATHARINE E MOULTON, 6836 SPRINGHILL DR  
**Address:** 6836 SPRINGHILL DR, NIWOT  
**Price:** \$727500  
**Date Closed:** 10/9/2013

**Seller:** DENISE S KNUTSON  
**Buyer, Buyer's Address:** SARA A RECTOR, 1408 SHERRI MAR ST  
**Address:** 1408 SHERRI MAR ST, LONGMONT  
**Price:** \$180400  
**Date Closed:** 10/9/2013

**Seller:** LYNDIA MILLER  
**Buyer, Buyer's Address:** CHRISTOPHER E & CHRISTA M OVERLEASE, 931 MORNING DOVE DR  
**Address:** 931 MORNING DOVE DR, LONGMONT  
**Price:** \$298000  
**Date Closed:** 10/9/2013

**Seller:** HOWARD B & LORETHA A SWEENEY  
**Buyer, Buyer's Address:** WILLIAM W HUMPHREY, 576 FLYING JIB CT  
**Address:** 910 SPARTA DR, LAFAYETTE  
**Price:** \$290000  
**Date Closed:** 10/9/2013

**Seller:** ROBERT S MAZZEO  
**Buyer, Buyer's Address:** ROBERT NAGLER, 104 HURON CT  
**Address:** 104 HURON CT, BOULDER  
**Price:** \$469000  
**Date Closed:** 10/9/2013

**Seller:** ROBERT G & BETH AIME STRIMPEL  
**Buyer, Buyer's Address:** STEPHEN A & LAUREN GRICCI, 2618 BETTS CIR  
**Address:** 2618 BETTS CIR, ERIE  
**Price:** \$323000  
**Date Closed:** 10/9/2013

**Seller:** PAUL F & LINDA R PISCHKE

**Buyer, Buyer's Address:** CARRIE MICHELE MYERS, 2255 GARFIELD AVE  
**Address:** 2255 GARFIELD AVE, LOUISVILLE  
**Price:** \$330400  
**Date Closed:** 10/9/2013

**Seller:** HSBC BANK USA  
**Buyer, Buyer's Address:** GEORGE & BETSY REINHOLT, 13183 N 95TH ST  
**Address:** 13183 N 95TH ST, LONGMONT  
**Price:** \$350000  
**Date Closed:** 10/9/2013

**Seller:** HWL SIENNA PARK LLC  
**Buyer, Buyer's Address:** HENRY WALKER CONSTRUCTION COLO, 500 N MARKET PLACE DR STE 201  
**Address:** 1433 TERRA ROSA AVE, LONGMONT  
**Price:** \$  
**Date Closed:** 10/9/2013

**Seller:** RICHARD & LINDA BLACKMORE  
**Buyer, Buyer's Address:** BIKEMORE REAL ESTATE INVESTMEN, 1676 NORTHWESTERN RD  
**Address:** 1250 LANYON LN, LONGMONT  
**Price:** \$141500  
**Date Closed:** 10/9/2013

**Seller:** 5122 WILLIAMS FORK TRAIL 209 L  
**Buyer, Buyer's Address:** PAUL MARTIN, 2421 WANEKA LAKE TRL  
**Address:** 5122 WILLIAMS FORK TRL APT 209, BOULDER  
**Price:** \$150000  
**Date Closed:** 10/9/2013

**Seller:** PHYLLIS H FOX  
**Buyer, Buyer's Address:** JOHN HUMBRECHT, 700 E CLEVELAND ST  
**Address:** 411 S FOOTE AVE, LAFAYETTE  
**Price:** \$75000  
**Date Closed:** 10/9/2013

**Seller:** MARTIN C & KATHERINE J WIRTH  
**Buyer, Buyer's Address:** ZOB LLC, 1525 SPRUCE ST STE 201  
**Address:** 1525 SPRUCE ST STE 201, BOULDER  
**Price:** \$539200  
**Date Closed:** 10/9/2013

**Seller:** MARTIN C & KATHERINE J WIRTH  
**Buyer, Buyer's Address:** XAM LLC, 1525 SPRUCE ST STE 300  
**Address:** 1525 SPRUCE ST # 102 & 102, BOULDER  
**Price:** \$397100  
**Date Closed:** 10/9/2013

**Seller:** CARMEN S DANIELSON  
**Buyer, Buyer's Address:** KENNETH M & JENNIFER L FARMER, 345 S 40TH ST  
**Address:** 345 S 40TH ST, BOULDER  
**Price:** \$507500  
**Date Closed:** 10/9/2013

**Seller:** E SUSAN MERRELL  
**Buyer, Buyer's Address:** GLENN A & E SUSAN MERRELL, 210 BASS CIR  
**Address:** 210 BASS CIR, LAFAYETTE  
**Price:** \$  
**Date Closed:** 10/9/2013

**Seller:** GAYLA R COPELAND  
**Buyer, Buyer's Address:** JASON B VOLZ, 500 LASHLEY ST UNIT 35  
**Address:** 500 LASHLEY ST UNIT 35, LONGMONT  
**Price:** \$128000  
**Date Closed:** 10/9/2013

**Seller:** GARY M DERR  
**Buyer, Buyer's Address:** MATTHEW W & ELENA ALEXANDROVNA BENNETT, 6861 FRYING PAN RD  
**Address:** 6861 FRYING PAN RD, BOULDER  
**Price:** \$535000  
**Date Closed:** 10/9/2013

**Seller:** 1000 ROSEWOOD LLC  
**Buyer, Buyer's Address:** ROBERT PICKELS, 4456 9TH ST  
**Address:** 4456 9TH ST, BOULDER  
**Price:** \$253300  
**Date Closed:** 10/9/2013

**Seller:** UDO R SILLE  
**Buyer, Buyer's Address:** NEXT WEEKS PROCEEDS LLC, 97 E 3RD ST  
**Address:** 97 E 3RD ST, NEDERLAND  
**Price:** \$140000  
**Date Closed:** 10/9/2013

**Seller:** ANGELA L CAMPBELL  
**Buyer, Buyer's Address:** RONALD & RACINE I ROBERTS, 40 S BOULDER CIR APT 34  
**Address:** 40 S BOULDER CIR APT

34, BOULDER  
**Price:** \$210700  
**Date Closed:** 10/9/2013  
**Seller:** GERALDINE N ARNOLD TRUST  
**Buyer, Buyer's Address:** MICHAEL J ROEMEN, 724 INDEPENDENCE DR  
**Address:** 724 INDEPENDENCE DR, LONGMONT  
**Price:** \$190000  
**Date Closed:** 10/9/2013

**Seller:** ORIN WALTER SUMNER  
**Buyer, Buyer's Address:** CHRISTOPHER R & TELANA M CALDWELL, 1740 SHAVANO ST  
**Address:** 1740 SHAVANO ST, LONGMONT  
**Price:** \$210000  
**Date Closed:** 10/9/2013

**Seller:** HEIDI J & FELIX L JR ROGE  
**Buyer, Buyer's Address:** KANG BOK & SOON BOK LEE, 519 ORION CT  
**Address:** 519 ORION CT, LONGMONT  
**Price:** \$573500  
**Date Closed:** 10/9/2013

**Seller:** LINDA M & BILLY L HUD-DLESTON  
**Buyer, Buyer's Address:** BRANDON HATCH, 218 CARDINAL WAY UNIT D  
**Address:** 218 CARDINAL WAY UNIT D, LONGMONT  
**Price:** \$163900  
**Date Closed:** 10/9/2013

**Seller:** EMMANUEL R & SUZANNE DELAPAZ  
**Buyer, Buyer's Address:** SUZANNE DELAPAZ REVOCABLE TRUS, 6058 CHELSEA MANOR CT  
**Address:** 6058 CHELSEA MANOR CT, BOULDER  
**Price:** \$  
**Date Closed:** 10/10/2013

**Seller:** CARL A JR & CAROLINE J MELLE  
**Buyer, Buyer's Address:** WARREN F FERNANDES, 1540 MEACHUM WAY  
**Address:** 1540 MEACHUM WAY, ERIE  
**Price:** \$310000  
**Date Closed:** 10/10/2013

**Seller:** CHRIS PARK  
**Buyer, Buyer's Address:** RICHARD CURTIS CLEAVINGER, MULT PROP  
**Address:** 30 EMPSON DR, LONGMONT  
**Price:** \$240000  
**Date Closed:** 10/10/2013

**Seller:** BOULDER CREEK TAKODA LLC  
**Buyer, Buyer's Address:** KEITH & GILLIAN A JONES, 754 TREECE ST  
**Address:** 754 TREECE ST, LOUISVILLE  
**Price:** \$539600  
**Date Closed:** 10/10/2013

**Seller:** KUDOS LLC  
**Buyer, Buyer's Address:** MARTHA JOHNSEN TRUST, 2325 N SHORE DR  
**Address:** 818 S TERRY ST # T90, LONGMONT  
**Price:** \$174000  
**Date Closed:** 10/10/2013

**Seller:** GREGORY A & MARY BETH ALBRECHTSEN  
**Buyer, Buyer's Address:** ANDREW & MELANIE BEARD, 257 DAHLIA DR  
**Address:** 257 DAHLIA DR, LOUISVILLE  
**Price:** \$329000  
**Date Closed:** 10/10/2013

**Seller:** CHERYL L WATSON  
**Buyer, Buyer's Address:** ANDREW M & CARLE B CHURGIN, 700 DOUNCE ST  
**Address:** 700 DOUNCE ST, LAFAYETTE  
**Price:** \$340000  
**Date Closed:** 10/10/2013

**Seller:** JOHN M III KYLE  
**Buyer, Buyer's Address:** THOMAS PENNELL, 3206 OURAY ST  
**Address:** 3206 OURAY ST, BOULDER  
**Price:** \$725000  
**Date Closed:** 10/10/2013

**Seller:** MERITAGE HOMES COLORADO INC  
**Buyer, Buyer's Address:** ANUBHAV & SHILPA MISHRA, 687 FOSSIL BED CIR  
**Address:** 687 FOSSIL BED CIR, ERIE  
**Price:** \$483400  
**Date Closed:** 10/10/2013

**Seller:** MARYANN SCHAFFER TRUST  
**Buyer, Buyer's Address:** ANNETTE G & JOSEPH F JR DENNISTON, 1641 HARRIS CT

**Address:** 1641 HARRIS CT, ERIE  
**Price:** \$609500  
**Date Closed:** 10/10/2013

**Seller:** ARTHUR WILLIAM NELSON LIVING T  
**Buyer, Buyer's Address:** GISELA HOFFMAN, 7101 VALMONT RD  
**Address:** 7101 VALMONT RD, BOULDER  
**Price:** \$400000  
**Date Closed:** 10/10/2013

**Seller:** RODGER K & HOLLY LARS POAGE  
**Buyer, Buyer's Address:** CATHERINE WYNNE, 565 FLYING JIB CT  
**Address:** 1500 EUCLID CIR, LAFAYETTE  
**Price:** \$299900  
**Date Closed:** 10/10/2013

**Seller:** JAMES R MCGOODWIN  
**Buyer, Buyer's Address:** NILS D & SARAH R MICHALS, 865 PARTHENON CT  
**Address:** 865 PARTHENON CT, LAFAYETTE  
**Price:** \$286000  
**Date Closed:** 10/10/2013

**Seller:** SUJON LLC  
**Buyer, Buyer's Address:** LANE E VOLPE, 280 S TAFT CT # 78  
**Address:** 280 S TAFT CT # 78, LOUISVILLE  
**Price:** \$223000  
**Date Closed:** 10/10/2013

**Seller:** JOHN DAVID BEST  
**Buyer, Buyer's Address:** LOIS M SPANGENBERG, 8044 COUNTRYSIDE PARK APT 228  
**Address:** 8044 COUNTRYSIDE PARK APT 228, NIWOT  
**Price:** \$189900  
**Date Closed:** 10/10/2013

**Seller:** DARC Y KIEFEL  
**Buyer, Buyer's Address:** RYAN SMITH, 1206 RAVENWOOD RD  
**Address:** 1206 RAVENWOOD RD, BOULDER  
**Price:** \$570000  
**Date Closed:** 10/10/2013

**Seller:** JOHN D & KATHLEEN B CALDWELL  
**Buyer, Buyer's Address:** KENT B GALBRAITH, 724 ELDORA PL  
**Address:** 724 ELDORA PL, LONGMONT  
**Price:** \$189500  
**Date Closed:** 10/10/2013

**Seller:** COAST TO COAST RESIDENTIAL DEV  
**Buyer, Buyer's Address:** DAVID L & DIANA T GRIESBAUER, 4609 SUNNYSIDE PL  
**Address:** 4609 SUNNYSIDE PL, BOULDER  
**Price:** \$637900  
**Date Closed:** 10/10/2013

**Seller:** CHRISTOPHER W ECHELMEIER  
**Buyer, Buyer's Address:** RODRIGO & DANIEL A GARCIA, 1401 QUINCE AVE  
**Address:** 1401 QUINCE AVE, BOULDER  
**Price:** \$420000  
**Date Closed:** 10/10/2013

**Seller:** KEVIN W HOLTZCLAW  
**Buyer, Buyer's Address:** KATHERINE E MCGEE, 8437 TOWNESHIP LN  
**Address:** 844 RACQUET LN, BOULDER  
**Price:** \$575000  
**Date Closed:** 10/10/2013

**Seller:** 3330 ELDORADO LLC  
**Buyer, Buyer's Address:** LA DORADA LLC, 3330 PO BOX 374  
**Address:** 3330 ELDORADO SPRINGS DR, ELDORADO SPRINGS  
**Price:** \$407500  
**Date Closed:** 10/10/2013

**Seller:** STEPHANIE R SANTE  
**Buyer, Buyer's Address:** STEVE SCHULZ, 6300 S SYRACUSE WAY STE 150  
**Address:** 1888 CENTAUR CIR, LAFAYETTE  
**Price:** \$100000  
**Date Closed:** 10/10/2013

**Seller:** SCOTT L & MASAKO MCMILLAN  
**Buyer, Buyer's Address:** ANNE QUELINE & DEAN KELLER, 1749 FOSTER DR  
**Address:** 1749 FOSTER DR, LONGMONT  
**Price:** \$282500  
**Date Closed:** 10/10/2013

**Seller:** TERRI L BETANCOURT



FOR THE RECORD

**Buyer, Buyer's Address:** SUSAN ROSEWELLJACKSON, 421 MAPLE-TON AVE APT B  
**Address:** 421 MAPLETON AVE APT B, BOULDER  
**Price:** \$425000  
**Date Closed:** 10/10/2013

**Seller:** CHRISTOPHER J & BRIGETTE A RODRIGUEZ  
**Buyer, Buyer's Address:** CHRISTOPHER SILVEST ORTIZ, 1265 BUT-TON ROCK DR  
**Address:** 1265 BUTTON ROCK DR, LONGMONT  
**Price:** \$289000  
**Date Closed:** 10/10/2013

**Seller:** BRENDA J HADENFELDT  
**Buyer, Buyer's Address:** ROBYN SPEIRN, 1415 BACCHUS DR APT D  
**Address:** 1415 BACCHUS DR APT D, LAFAYETTE  
**Price:** \$121000  
**Date Closed:** 10/10/2013

**Seller:** JERRY KOHOUTEK  
**Buyer, Buyer's Address:** BARNEY F KOGEN CO INC, 10 PINEHILL LN  
**Address:** 1351 15TH AVE, LONG-MONT  
**Price:** \$329000  
**Date Closed:** 10/10/2013

**Broomfield County**  
**Seller:** GLENNA COULTAS  
**Buyer, Buyer's Address:** YUN FAN, 4125 SNOWBIRD AVE  
**Address:** 4125 SNOWBIRD AVE, BROOMFIELD  
**Price:** \$260000  
**Date Closed:** 9/30/2013

**Seller:** KB HOME COLORADO INC  
**Buyer, Buyer's Address:** KATHLEEN M JOHNSON, 11353 UPTOWN AVE  
**Address:** 11353 UPTOWN AVE, BROOMFIELD  
**Price:** \$325000  
**Date Closed:** 9/30/2013

**Seller:** LANA ANDRE TRUST  
**Buyer, Buyer's Address:** JACQUE-LINE J RUCK, 4820 RAVEN RUN  
**Address:** 4820 RAVEN RUN, BROOMFIELD  
**Price:** \$346000  
**Date Closed:** 9/30/2013

**Seller:** DOUGLAS M BAY  
**Buyer, Buyer's Address:** ERICA L CORSON, 14601 PRAIRIE SKY LN  
**Address:** 14601 PRAIRIE SKY LN, BROOMFIELD  
**Price:** \$447000  
**Date Closed:** 9/30/2013

**Seller:** DAVID A & GRACE MAR-TINEZ  
**Buyer, Buyer's Address:** ANGELA & PATSY L DIAMANTI, 1750 BIRCH ST  
**Address:** 1750 BIRCH ST, BROOM-FIELD  
**Price:** \$318000  
**Date Closed:** 9/30/2013

**Seller:** SABRINA SHARKEY  
**Buyer, Buyer's Address:** DAVID GRAY, 13456 VIA VARRA UNIT 416  
**Address:** 13456 VIA VARRA UNIT 416, BROOMFIELD  
**Price:** \$223000  
**Date Closed:** 9/30/2013

**Seller:** ROY O DAVIS  
**Buyer, Buyer's Address:** CHRISTO-PHER R & KATHRYN E BURKE, 1195 SAGE ST  
**Address:** 1195 SAGE ST, BROOM-FIELD  
**Price:** \$330000  
**Date Closed:** 9/30/2013

**Seller:** ANTHONY & AMBER NAVARRE  
**Buyer, Buyer's Address:** CHARLES WHITE, 4852 W 123RD PL  
**Address:** 4852 W 123RD PL, BROOMFIELD  
**Price:** \$290000  
**Date Closed:** 9/30/2013

**Seller:** MARSHA L MAY  
**Buyer, Buyer's Address:** MARK D & LAURA F MARION, 1884 ORCHARD AVE  
**Address:** 1936 COTTONWOOD ST, BROOMFIELD  
**Price:** \$216000  
**Date Closed:** 9/30/2013

**Seller:** TAYLOR MORRISON COLO-RADO INC  
**Buyer, Buyer's Address:** ELISA-BETH J & ADAM JOHN ROSEN, 14781 DELAWARE ST UNIT 203  
**Address:** 4233 KESTREL DR, BROOMFIELD  
**Price:** \$556400  
**Date Closed:** 9/30/2013

**Seller:** ALLEN & KAREN YADEN  
**Buyer, Buyer's Address:** KENT

& JANET K BILSBORROW, 3804 SHADOW CANYON TRL  
**Address:** 3804 SHADOW CANYON TRL, BROOMFIELD  
**Price:** \$415000  
**Date Closed:** 9/30/2013

**Seller:** GARY J LEWIS  
**Buyer, Buyer's Address:** STEVEN R & MARY R SHOMAKER, 13689 ROCK PT UNIT 101  
**Address:** 13689 ROCK PT UNIT 101, BROOMFIELD  
**Price:** \$307500  
**Date Closed:** 9/30/2013

**Seller:** KATHLEEN R & JOHN E LORENZI  
**Buyer, Buyer's Address:** IAN PETER & ANNETTE E STEWART, 3423 VES-TAL LOOP  
**Address:** 3423 VESTAL LOOP, BROOMFIELD  
**Price:** \$405000  
**Date Closed:** 9/30/2013

**Seller:** GERALD K & JOYCE B STORK  
**Buyer, Buyer's Address:** IRA N NOTTONSON, 4211 CORTE BELLA DR  
**Address:** 4211 CORTE BELLA DR, BROOMFIELD  
**Price:** \$490000  
**Date Closed:** 9/30/2013

**Seller:** IAN H STEVENS  
**Buyer, Buyer's Address:** JORI D & JAMIE L ZIMMERMAN, 455 W 3RD AVENUE DR  
**Address:** 455 W 3RD AVENUE DR, BROOMFIELD  
**Price:** \$243300  
**Date Closed:** 9/30/2013

**Seller:** CRYSTAL L LACOUR  
**Buyer, Buyer's Address:** MICHAEL J & JANINE B KNUTSON, 2823 W 126TH AVE  
**Address:** 2823 W 126TH AVE, BROOMFIELD  
**Price:** \$295000  
**Date Closed:** 9/30/2013

**Seller:** GARY ALLEN & DENISE ROSE GARRISON  
**Buyer, Buyer's Address:** JONA-THAN & JESSICA WILLIAMS, 2753 DHARMA AVE  
**Address:** 2753 DHARMA AVE, BROOMFIELD  
**Price:** \$298000  
**Date Closed:** 9/30/2013

**Seller:** TARA PEDERSON & JAMES STEWART VANLOENEN  
**Buyer, Buyer's Address:** GUANG YANG, 6278 SONGBIRD CIR  
**Address:** 12268 DEERFIELD WAY, BROOMFIELD  
**Price:** \$235000  
**Date Closed:** 9/30/2013

**Seller:** KAREN L & DALE P GIRVAN  
**Buyer, Buyer's Address:** TREVOR M & ELLA J NAZZARO, 14532 STAR-GAZER DR  
**Address:** 14532 STARGAZER DR, BROOMFIELD  
**Price:** \$401000  
**Date Closed:** 9/30/2013

**Seller:** KB HOME COLORADO INC  
**Buyer, Buyer's Address:** BRANDI M THOMAS, 11350 SHEPS WAY  
**Address:** 11350 SHEPS WAY, BROOMFIELD  
**Price:** \$311000  
**Date Closed:** 10/1/2013

**Seller:** KB HOME COLORADO INC  
**Buyer, Buyer's Address:** ANDY A RAMIREZ, 11356 SHEPS WAY  
**Address:** 11356 SHEPS WAY, BROOMFIELD  
**Price:** \$299700  
**Date Closed:** 10/1/2013

**Seller:** PULTE HOME CORP  
**Buyer, Buyer's Address:** DOUGLAS D PORTER REVOCABLE TRU, 15960 REDCLOUD WAY  
**Address:** 15960 REDCLOUD WAY, BROOMFIELD  
**Price:** \$464600  
**Date Closed:** 10/1/2013

**Seller:** SUSAN D WILKE  
**Buyer, Buyer's Address:** STACY & DOUG DUKANE, 3751 W 136TH AVE UNIT T4  
**Address:** 3751 W 136TH AVE UNIT T4, BROOMFIELD  
**Price:** \$270000  
**Date Closed:** 10/1/2013

**Seller:** KEVIN L & LISA M SWARTZ-ENDRUBER  
**Buyer, Buyer's Address:** GALEN WILLIAMS, 14177 KAHLER PL  
**Address:** 14177 KAHLER PL, BROOMFIELD  
**Price:** \$760000

**Date Closed:** 10/1/2013  
**Seller:** ELIZABETH ANNE & JAMES MARCUS REID  
**Buyer, Buyer's Address:** ERIC SCOTT & GINGER ANN LAROCHE ROTH, 1540 KOHL ST  
**Address:** 1540 KOHL ST, BROOM-FIELD  
**Price:** \$425000  
**Date Closed:** 10/1/2013

**Seller:** TAYLOR MORRISON COLO-RADO INC  
**Buyer, Buyer's Address:** JOHN FRANKLIN DEMARAY, 4050 W 149TH AVE  
**Address:** 4050 W 149TH AVE, BROOMFIELD  
**Price:** \$464300  
**Date Closed:** 10/1/2013

**Seller:** GORDON CUSTOM HOMES LLC  
**Buyer, Buyer's Address:** ELLIS F & PAMELA D HENTON, 14156 DAVIES WAY  
**Address:** 14156 DAVIES WAY, BROOMFIELD  
**Price:** \$622500  
**Date Closed:** 10/1/2013

**Seller:** BALDWIN FAMILY TRUST  
**Buyer, Buyer's Address:** DEREK ALBERT & RACHEL ADRIAN RUS-SELL, 3100 W 133RD AVE  
**Address:** 3100 W 133RD AVE, BROOMFIELD  
**Price:** \$187500  
**Date Closed:** 10/1/2013

**Seller:** BENJAMIN & ALLISON MEAKIN  
**Buyer, Buyer's Address:** SEAN & TERESA CONNOLLY, 13485 CAS-CADE ST  
**Address:** 13485 CASCADE ST, BROOMFIELD  
**Price:** \$368000  
**Date Closed:** 10/1/2013

**Seller:** STEPHEN W & DAWN M MILLER  
**Buyer, Buyer's Address:** TIMOTHY E & NICOLE A ROBERTS, 55 RED OAK CT  
**Address:** 14681 IRVING ST, BROOMFIELD  
**Price:** \$165000  
**Date Closed:** 10/1/2013

**Seller:** VICTORIA NYAMBURA KARUGU  
**Buyer, Buyer's Address:** CHARLES L & KATHRYN A KENNY, 13959 LEG-END TRL UNIT 103  
**Address:** 13959 LEGEND TRL UNIT 103, BROOMFIELD  
**Price:** \$228000  
**Date Closed:** 10/1/2013

**Seller:** LINDA L & ROBERT J KRUG  
**Buyer, Buyer's Address:** BLUE SPRUCE 2013 LLC, 3060 PO BOX 113394  
**Address:** 3060 W 133RD AVE, BROOMFIELD  
**Price:** \$185300  
**Date Closed:** 10/1/2013

**Seller:** DAVID ANDREW & ERIKA LEA LUTHER  
**Buyer, Buyer's Address:** ABRAHAM DANIEL, 13737 MEADOWBROOK CT  
**Address:** 13737 MEADOWBROOK CT, BROOMFIELD  
**Price:** \$521300  
**Date Closed:** 10/2/2013

**Seller:** KENNETH W & JANET E LEBLANC  
**Buyer, Buyer's Address:** NATHAN & ADRIENNE DYER, 13401 ALCOTT WAY  
**Address:** 13401 ALCOTT WAY, BROOMFIELD  
**Price:** \$203000  
**Date Closed:** 10/2/2013

**Seller:** DWIGHT & JOANNE DEPEAU  
**Buyer, Buyer's Address:** TROY & KIM BOYD, 13430 GLEN CIR  
**Address:** 13430 GLEN CIR, BROOMFIELD  
**Price:** \$289000  
**Date Closed:** 10/2/2013

**Seller:** NATIONSTAR MORTGAGE LLC  
**Buyer, Buyer's Address:** TUAN D NGUYEN, 14678 PECOS ST  
**Address:** 3520 MOLLY LN, BROOM-FIELD  
**Price:** \$195000  
**Date Closed:** 10/3/2013

**Seller:** HULU LLC  
**Buyer, Buyer's Address:** YUE ZOU, 4250 NELSON DR  
**Address:** 14313 CRAFTSMAN WAY, BROOMFIELD  
**Price:** \$270000

**Date Closed:** 10/3/2013  
**Seller:** SANG & JI HYUN KIM  
**Buyer, Buyer's Address:** CLINT & VERONICA SIRKO, 1233 SINGLE TREE LN  
**Address:** 13265 SHADOW CANYON TRL, BROOMFIELD  
**Price:** \$375000  
**Date Closed:** 10/3/2013

**Seller:** TAYLOR MORRISON COLO-RADO INC  
**Buyer, Buyer's Address:** CAROL LYNN DEHAVEN, 15021 BLUE JAY CT  
**Address:** 15021 BLUE JAY CT, BROOMFIELD  
**Price:** \$695400  
**Date Closed:** 10/3/2013

**Seller:** JON C BRUNEMEIER  
**Buyer, Buyer's Address:** ARTURO RAY & ANNA CRISTINA CASTANE-DA, 3227 W 96TH CIR  
**Address:** 117 PONDEROSA ST, BROOMFIELD  
**Price:** \$189000  
**Date Closed:** 10/3/2013

**Seller:** SPRUCE MEADOWS DEVEL-OPMENT LTD  
**Buyer, Buyer's Address:** COENEN LAND CO LLC, 2421 RANCH RESERVE RDG  
**Address:** 2415 SPRUCE MEADOWS DR, BROOMFIELD  
**Price:** \$185000  
**Date Closed:** 10/3/2013

**Seller:** CLOW SURVIVORS TRUST  
**Buyer, Buyer's Address:** DOUGLAS L & LINDA J FRANZEN, 16030 CAM-ERON WAY  
**Address:** 16030 CAMERON WAY, BROOMFIELD  
**Price:** \$435000  
**Date Closed:** 10/3/2013

**Seller:** RUSTIN J & JESSICA D ARDERY  
**Buyer, Buyer's Address:** KEVIN WILLIAM & CATHERINE AALALANI BOYER, 402 GREENWAY LN  
**Address:** 402 GREENWAY LN, BROOMFIELD  
**Price:** \$238000  
**Date Closed:** 10/3/2013

**Seller:** TOM T & PAMELA A DAY  
**Buyer, Buyer's Address:** SEAN & CATHERINE A HEWLETT, 426 N 48TH AVE  
**Address:** 2477 LAKE ISLE LN, BROOMFIELD  
**Price:** \$464900  
**Date Closed:** 10/3/2013

**Seller:** TRANS WESTERN MANAGE-MENT GROUP  
**Buyer, Buyer's Address:** DONOVAN F & KAILA J BABNIK, 21171 INDIAN HEAD RD  
**Address:** 650 BERYL ST, BROOM-FIELD  
**Price:** \$265000  
**Date Closed:** 10/3/2013

**Seller:** ZUNI WEST LLC  
**Buyer, Buyer's Address:** LEE A STI-GLER, 14503 STARGAZER DR  
**Address:** 14541 STELLAS MEADOW DR, BROOMFIELD  
**Price:** \$172000  
**Date Closed:** 10/6/2013

**Seller:** RICHMOND AMERICAN HOMES COLORA  
**Buyer, Buyer's Address:** DAVID A & BONNIE SEIDLE, 3521 HARVARD PL  
**Address:** 3521 HARVARD PL, BROOMFIELD  
**Price:** \$450600  
**Date Closed:** 10/6/2013

**Seller:** LINDA R SARRAZIN  
**Buyer, Buyer's Address:** KIM J PRICE, 4542 W 123RD PL  
**Address:** 4542 W 123RD PL, BROOMFIELD  
**Price:** \$238000  
**Date Closed:** 10/6/2013

**Seller:** LISA A & ERIC C APEL  
**Buyer, Buyer's Address:** BOGDAN S CHLEBUS, 1080 STONEHAVEN AVE  
**Address:** 1080 STONEHAVEN AVE, BROOMFIELD  
**Price:** \$343000  
**Date Closed:** 10/6/2013

**Seller:** KELLY & CHRISTOPHER CERASOLI  
**Buyer, Buyer's Address:** KARL ALAN HERMANN, 2550 WINDING RIVER DR # 1  
**Address:** 2550 WINDING RIVER DR # 1, BROOMFIELD  
**Price:** \$275500  
**Date Closed:** 10/6/2013

**Seller:** JUSTINE P CARR  
**Buyer, Buyer's Address:** COLFIN AI

CO 1 LLC, 2450 BROADWAY  
**Address:** 382 CYPRESS ST, BROOMFIELD  
**Price:** \$174000  
**Date Closed:** 10/6/2013

**Seller:** BRUCE E & SHERYL K HAL-LOCK  
**Buyer, Buyer's Address:** JOHN K & ELAINE C KIRKPATRICK, 2550 WINDING RIVER DR UNIT O3  
**Address:** 2550 WINDING RIVER DR UNIT O3, BROOMFIELD  
**Price:** \$275000  
**Date Closed:** 10/6/2013

**Seller:** COLLIN J & BROOKE J NORDGREN  
**Buyer, Buyer's Address:** JEFFREY B WILSON, 4788 RAVEN RUN  
**Address:** 4788 RAVEN RUN, BROOMFIELD  
**Price:** \$303000  
**Date Closed:** 10/6/2013

**Seller:** LANCE E & ERIKA A RAIN-WATER  
**Buyer, Buyer's Address:** NICHOLAS A & ERIN A SAMARAS, 14048 PARK COVE DR  
**Address:** 14048 PARK COVE DR, BROOMFIELD  
**Price:** \$567500  
**Date Closed:** 10/6/2013

**Seller:** TAYLOR MORRISON COLO-RADO INC  
**Buyer, Buyer's Address:** GEOF-FREY DOUGLAS & JENNIFER JO METCALFE, 14980 BLUE JAY CT  
**Address:** 14980 BLUE JAY CT, BROOMFIELD  
**Price:** \$522200  
**Date Closed:** 10/6/2013

**Seller:** JAMIE LEROUX  
**Buyer, Buyer's Address:** MATTHEW MICHAEL LAY, 13456 VIA VARRA UNIT 125  
**Address:** 13456 VIA VARRA UNIT 125, BROOMFIELD  
**Price:** \$190000  
**Date Closed:** 10/6/2013

**Seller:** M WILLIAM II ASHBY  
**Buyer, Buyer's Address:** JON & EVELYN BRUNEMEIER, 4607 WINONA PL  
**Address:** 4607 WINONA PL, BROOMFIELD  
**Price:** \$264900  
**Date Closed:** 10/7/2013

**Seller:** BRANDON R & DAWN A SMITH  
**Buyer, Buyer's Address:** AMELIA JO KUSTER, 3211 MADISON CT  
**Address:** 3211 MADISON CT, BROOMFIELD  
**Price:** \$570000  
**Date Closed:** 10/7/2013

**Seller:** ALEXANDER FAMILY LLC  
**Buyer, Buyer's Address:** JACOB W & BERNADETTE M HIEBERT, 194 E 14TH CT  
**Address:** 194 E 14TH CT, BROOM-FIELD  
**Price:** \$352000  
**Date Closed:** 10/7/2013

**Seller:** NICHOLAS A & ERIN A SAMARAS  
**Buyer, Buyer's Address:** JEFFREY S & JULIA M BENN, 6606 S ARAPA-HOE WAY  
**Address:** 14261 ADAM CT, BROOM-FIELD  
**Price:** \$460000  
**Date Closed:** 10/8/2013

**Seller:** ALAN J & KATHRYN B KRAUSE  
**Buyer, Buyer's Address:** DAVID L YOUNG, 13484 VIA VARRA  
**Address:** 13484 VIA VARRA, BROOMFIELD  
**Price:** \$317000  
**Date Closed:** 10/8/2013

**Seller:** STEVEN L & PATRICIA L KELLER  
**Buyer, Buyer's Address:** ROBERT W & CAROL J BAKER, 12655 MEADE ST  
**Address:** 12655 MEADE ST, BROOMFIELD  
**Price:** \$2330000  
**Date Closed:** 10/8/2013

**Seller:** THOMAS MATTHEW PICK-ERING  
**Buyer, Buyer's Address:** MARILYNN S BARR, 3544 W 125TH CIR  
**Address:** 3544 W 125TH CIR, BROOMFIELD  
**Price:** \$263000  
**Date Closed:** 10/8/2013

**Seller:** MICHAEL RYAN MARTIN  
**Buyer, Buyer's Address:** ANTHONY FERRARO, 13350 GROVE WAY  
**Address:** 13350 GROVE WAY,

BROOMFIELD  
**Price:** \$154900  
**Date Closed:** 10/8/2013

**Seller:** NP DEVELOPMENT INC  
**Buyer, Buyer's Address:** PRA BUILDING CORP, 2555 PREBLE CREEK PKWY  
**Address:** 16501 ALCOTT WY, BROOMFIELD  
**Price:** \$1176100  
**Date Closed:** 10/8/2013

**Seller:** JOANNE B KARPINSKI  
**Buyer, Buyer's Address:** THOMAS & LAURA ROLLER, 3412 MOLLY LN  
**Address:** 3412 MOLLY LN, BROOM-FIELD  
**Price:** \$212000  
**Date Closed:** 10/9/2013

**Seller:** RAMESH GURUNG  
**Buyer, Buyer's Address:** MICHAEL SCOTT SOEHNGE, 4244 FERN AVE  
**Address:** 4244 FERN AVE, BROOM-FIELD  
**Price:** \$280500  
**Date Closed:** 10/9/2013

**Seller:** FRANCES R & GEORGE C RICE  
**Buyer, Buyer's Address:** JACK W & SUSAN M ROTH, 16401 GRAY-STONE CT  
**Address:** 16401 GRAYSTONE CT, BROOMFIELD  
**Price:** \$510000  
**Date Closed:** 10/9/2013

**Seller:** PETER & RACHEL VARRA  
**Buyer, Buyer's Address:** NATHEN A & NICOLE M WICK, 2721 BIG DRY CREEK DR  
**Address:** 2721 BIG DRY CREEK DR, BROOMFIELD  
**Price:** \$306000  
**Date Closed:** 10/9/2013

**Seller:** LYNN D & MICHAEL D CYPRIAN  
**Buyer, Buyer's Address:** LUCILLE MOROWITZ, 1167 MCINTOSH AVE  
**Address:** 1167 MCINTOSH AVE, BROOMFIELD  
**Price:** \$325000  
**Date Closed:** 10/9/2013

**Seller:** JOHN C HAYNES  
**Buyer, Buyer's Address:** JAMES & CARYN PINE, 13244 RED DEER TRL  
**Address:** 13244 RED DEER TRL, BROOMFIELD  
**Price:** \$270000  
**Date Closed:** 10/9/2013

**Seller:** JASON M & HEATHER J HENNINGNS  
**Buyer, Buyer's Address:** FRANCIA L FRANCO & BENJAMIN D ABEL, 1340 HOLLY DR W  
**Address:** 106 PINON ST, BROOM-FIELD  
**Price:** \$185000  
**Date Closed:** 10/10/2013

**Seller:** MICHAEL T II & JENNY E DENNEHY  
**Buyer, Buyer's Address:** GEORGE J SAWICKI, 4939 PASADENA WAY  
**Address:** 4939 PASADENA WAY, BROOMFIELD  
**Price:** \$265000  
**Date Closed:** 10/10/2013

**Seller:** BERNADETTE & JACOB W HIEBERT  
**Buyer, Buyer's Address:** LAURINE GARRITY, 7731 S BILOXI WAY  
**Address:** 645 DAPHNE ST, BROOM-FIELD  
**Price:** \$315000  
**Date Closed:** 10/10/2013

**Seller:** GREGG N BUCHL  
**Buyer, Buyer's Address:** KRISTINE FRANKLIN, 5086 SAGE BRUSH DR  
**Address:** 4576 CASTLE CIR, BROOMFIELD  
**Price:** \$406300  
**Date Closed:** 10/10/2013

**Seller:** TIMOTHY W & KRISTIN M YOUNG  
**Buyer, Buyer's Address:** JUSTIN THOMAS, 2779 DECATUR DR  
**Address:** 2779 DECATUR DR, BROOMFIELD  
**Price:** \$279900  
**Date Closed:** 10/10/2013

**Seller:** NANCY KAY SNEATH  
**Buyer, Buyer's Address:** WILLIAM E IV & ABIGAIL L WALKER, 5129 PASADENA WAY  
**Address:** 5129 PASADENA WAY, BROOMFIELD  
**Price:** \$279900  
**Date Closed:** 10/10/2013

**Seller:** PETER D VANDORN  
**Buyer, Buyer's Address:** COOPER WORLDWIDE ELECTRONIC SO, 760 BURBANK ST



OPENINGS

Attorneys Chris Leh and his father, Jim Leh, launched the **Leh Law Group LLC** at 12303 Airport Way, Suite 200, in the Mountain View Corporate Center in Broomfield. Chris Leh is an employment lawyer who has represented local and national employers for more than 20 years. Jim Leh is a former Thirteenth Judicial District chief judge. The law firm will represent employers in employment-related litigation, provide preventive workplace advice to employers and executives, represent businesses in commercial disputes and serve as neutrals in mediations and arbitrations. Phone is 303-327-1415.

**CES Rockies**, an administrative management firm, opened an office at 1900 South Sunset St., Suite 1F, in Longmont. Fifty employees will occupy 15,772 square feet of space where they will handle accounts receivable and payable, and payroll for several subsidiaries of Superior Energy Services that works in the oil and gas industry.

Denver-based **Security Pursuit** opened a satellite office at 375 McCaslin Blvd. in Louisville. The company provides information technology risk-analysis and testing services for businesses and governments. Its Forensic Pursuit division provides investigations, preventative forensics and e-discovery services to attorneys and businesses' legal counsel to help with collection and analysis of digital evidence. Two full-time employees will man the 500-square-foot space.

**FirstNet**, an agency created by Congress to oversee a national emergency communications network, will locate its technical headquarters in Boulder. FirstNet is an independent entity of the National Telecommunications and Information Administration, which shares a campus with the National Institute of Standards and Technology in Boulder. No lease agreement has been signed for the technical headquarters site yet.

Life coach and author Scott Armstrong and his wife, Sarah Armstrong, launched **AboutBoulder.com**. The goal is to make the website a treasure trove of information about Boulder County, with contact pages for every business and links to everything from local gas prices to happy hour listings and real estate brokers. They started AboutBoulder.com after Steve Holmes – the developer for QuadCities.com as well as Armstrong's other websites – pitched the idea to them.

MOVES

**Boulder Brands Inc.** (Nasdaq: BDBD) has moved its corporate headquarters from 7102 La Vista Place in Niwot to 1600 Pearl St. in Boulder. The company is occupying the third floor of the building, which has approximately 18,000 square feet of office space. Approximately 60 employees will work in Boulder. Full-

time employees at the office in Boulder will be offered EcoPasses. Boulder Brands has 700 employees in the United States, Canada and the United Kingdom.

BRIEFS

**Ball Metal Food Container Co.**, a division of Broomfield-based **Ball Corp.** (NYSE: BLL), is owed \$46.3 million by a vegetable-canning company in Arkansas that filed for Chapter 11 bankruptcy. **Allens Inc.** in Siloam Springs, Arkansas, said it would continue to operate as usual during the bankruptcy process. Allens Inc. claims to be at least \$100 million in debt with 3,627 customers, according to federal bankruptcy court documents.

Biotech **Biodesix Inc.** raised \$4.01 million from 21 investors, according to a filing made with the U.S. Securities and Exchange Commission. Boulder-based Biodesix makes diagnostic tests that help doctors make treatment decisions. In April, Biodesix raised \$8.8 million to market and sell its VeriStrat diagnostic test, which is used to help treat patients with advanced non-small-cell lung cancer.

The **city of Lafayette** installed two electric-vehicle charging stations Oct. 25, one at city hall and another at the Bob L. Burger Recreation Center. The city's first EV charging station is at the Lafayette Public Library. The two new stations cost a combined \$14,000. Eighty percent of that cost was covered by the Charge Ahead Colorado grant program, a joint effort of the Regional Air Quality Council and the Colorado Energy Office. The Charge Ahead Colorado program funded 37 public electric-vehicle stations in April, bringing the state's total number of public charging stations to 116. The other 20 percent of Lafayette's station cost was paid for by the city's Lafayette Energy Sustainability Advisory Committee. The city covers the cost of the electricity to make the stations free for public use.

**RGS Energy**, the commercial and utility division of Louisville-based **Real Goods Solar Inc.**, (Nasdaq: RSOL), and St. Albans Solar Partners LLC completed a 2.2 megawatt solar farm in Vermont. It is expected to generate approximately 3.1 million kilowatt hours annually, enough energy to power more than 400 homes.

EARNINGS

Boulder-based **NeoMedia Technologies Inc.** (OTCQB:NEOM), a pioneer of global mobile barcode management products, reported record operating income of \$440,000 for its third quarter that ended Sept. 30 compared with a \$579,000 operating loss for the same period a year ago. NeoMedia's revenue increased by approximately 136 percent from the same quarter a year ago. But the company reported an overall net loss of \$26.2 million for the quar-

ter as compared to net income of \$19.5 million for the same period a year ago. The company said the loss reflects the application of financial instrument fair value accounting and certain other nonoperational results. Net operating income does not include deductions for income taxes or financial expenses, but those deductions are included in profit or loss figures.

Niwot-based shoe manufacturer and retailer **Crocs Inc.** (Nasdaq: CROX) reported third-quarter net income of \$13 million, down 71 percent from \$45.1 million for the same period a year ago in an earnings report that reflected the quarter ending Sept. 30. Revenue for the quarter was \$288.5 million, down from \$295.6 million a year ago and down from \$363.8 million in the second quarter of this year. Price per dilute share was 15 cents for the quarter, down from 49 cents per share for the same quarter last year.

Broomfield-based telecom **Level 3 Communications Inc.** (NYSE: LVL3) reported third-quarter revenue of \$1.569 billion and a net loss of \$21 million, or 9 cents per share. The revenue marked a decrease of \$21 million from the same period a year ago, but a slight uptick of \$4 million compared with the second quarter of this year. The net loss was down significantly from the \$166 million the company lost in the third quarter a year ago. This year's third-quarter loss included \$30 million in severance charges. The company announced in August that it was laying off 700 employees worldwide, including 150 locally. The operator of global fiber-optic networks employs about 2,700 in Broomfield.

Longmont-based **DigitalGlobe Inc.** (NYSE: DGI) reported \$164.8 million in revenue for the third quarter that ended Sept. 30, a 54 percent increase from the same period a year ago. The satellite imaging company, however, posted a third-quarter net loss of \$1.8 million and a net loss available to common shareholders of \$2.8 million, which included \$1 million of preferred stock dividends, or 4 cents per diluted share. The revenue mark was up from \$150.6 million for the second quarter of this year. Included in the quarter's performance was \$11.1 million of restructuring and integration expenses related to last year's acquisition of GeoEye.

Boulder-based **Array BioPharma Inc.** (Nasdaq: ARRY) reported revenue of \$14.2 million for its quarter ending Sept. 30, about 10 percent less than the \$15.8 million reported for the same quarter a year earlier. Net loss for the quarter was \$15.7 million, compared with a net loss of \$11.8 million for the same quarter a year earlier. Company representatives said the cost of partnered programs with other pharmaceutical companies increased to \$10.7 million for

the quarter, compared with \$6.5 million for the same period a year earlier.

Boulder-based drug-research firm **Clovis Oncology Inc.** (Nasdaq: CLVS) reported a net loss of \$20.3 million for its most recent quarter ending Sept. 30. The loss was a 10.5 percent increase from the \$18.3 million net loss reported for the same quarter a year earlier. Clovis reported \$356.6 million in cash and 30.2 million outstanding shares of common stock at the end of the quarter. The company used \$47.9 million to fund operations for the first nine months of the year. It expects to spend about \$66 million to fund operations for 2013.

CONTRACTS

Longmont-based **Dot Hill Systems Corp.** (Nasdaq: HILL), a provider of SAN storage solutions, entered into an original equipment manufacturing agreement with Teradata (NYSE: TDC), a provider of analytic data platforms, applications and services. Teradata will incorporate the Dot Hill AssuredSAN 4000 Series midrange storage systems into certain Teradata data warehousing and big data analytics appliances. Also, C7 Data Centers selected Dot Hill's AssuredSAN Pro 5000 Series 100 terabyte offering for its private cloud configuration that provides cloud-based redundancy for physical and virtual production environments.

Broomfield-based **Webroot Inc.**, a provider of cloud-based security products, will partner with Mountain View, California-based **NetCitel Inc.**, a provider of cyber-threat management products, to deliver security intelligence and threat context to enterprises facing sophisticated security attacks. NetCitadel will embed Webroot IP Reputation Service into its threat-management platform, providing data such as intellectual property reputation, threat type and geo-location data for security incidents.

Louisville **Koglin Group LLC** signed a contract with **NCR/Radiant Systems** to install point of sales equipment in 16 Wendy's restaurants in Detroit, Michigan.

MERGERS & ACQUISITIONS

Boulder-based **Ramblin Jackson**, a web marketing and video production company, acquired Boulder-based **Trumpet Local Media**, a search engine optimization firm.

*Deadline to submit items for Business Digest is three weeks prior to publication of each bi-weekly 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.*

AWARDS

**Sid Anderson**, general manager of the Hotel Boulderado in Boulder, was inducted into the Colorado Hotel & Lodging Association's Hall of Fame during an awards dinner at the Broadmoor in Colorado Springs. Induction is based on a person's lifelong commitment to the industry and their commitment to the association in terms of membership and support. During his 35 years as general manager, Anderson sees his greatest achievement as accomplishing what was needed to make the hotel a local and national landmark. Since its opening in 1909, the hotel has been a fixture in the community. It offers 160 luxury guest rooms in addition to more than 10,000 square feet of event space.

The Longmont Chamber of Commerce presented annual awards to members Nov. 1. Large Business of the Year award – **Oskar Blues Brewery**; Small Business of the Year – **Essex Motors**; Rookie Business of the Year – **High Plains Bank**; Nonprofit of the Year – **Habitat for Humanity of the St. Vrain Valley**; Making a Difference Award – **Don Oest**, IBM; Ambassador of the Year – **Randy Schow**, Mountain States Children's Home.

**Santiago Carlos Grijalva**, director of the Power Systems Engineering Center at the National Renewable Energy Laboratory in Golden, received the Outstanding Technical Achievement Award

at the 25th Great Minds in STEM (science, technology, engineering and mathematics) HENAAC Conference in New Orleans. Grijalva is responsible for establishing and directing the NREL's grid research portfolio at its \$135 million Energy Systems Integration Facility.

Longmont-based **Parascript LLC** was named a 2013 Tech Innovator by CRN in the category of Printing & Imaging for its FormXtra Capture technology. The annual awards recognize vendors that have launched the most innovative new hardware and software solutions over the past year. Parascript's FormXtra Capture software recognizes machine print, handprint and cursive writing on checks, documents and

forms, giving businesses the ability to more easily obtain information from a wide variety of documents. The latest version, FormXtra Capture 5.4, incorporates signature verification, handwritten keyword location and data extraction on unstructured documents.

Boulder-based **Best Organics Inc.** received the 2013 Bronze Environmental Leadership Award from the Colorado Environmental Leadership Program of the Colorado Department of Public Health and Environment. Best Organics was selected for its high standards in environmental stewardship, commitment to organic products and supporting the local and regional economy.

FOR THE RECORD

**Address:** 760 BURBANK ST, BROOMFIELD  
**Price:** \$218000  
**Date Closed:** 10/13/2013  
**Seller:** 15025 FEDERAL LLC  
**Buyer, Buyer's Address:** SCOTT DURLAND, 14811 PECOS ST  
**Address:** 15025 FEDERAL BLV, BROOMFIELD  
**Price:** \$285000  
**Date Closed:** 10/13/2013

**Seller:** NICHOLAS A & SUSAN TURNER  
**Buyer, Buyer's Address:** TUAN TRAN, 2971 N PRINCESS CIR  
**Address:** 2971 N PRINCESS CIR, BROOMFIELD  
**Price:** \$297000  
**Date Closed:** 10/13/2013  
**Seller:** TOLL CO I LLC  
**Buyer, Buyer's Address:** JOHN & SHEILA MARIE ZENZ, 1740 TIVER-

TON AVE  
**Address:** 1740 TIVERTON AVE, BROOMFIELD  
**Price:** \$711100  
**Date Closed:** 10/13/2013  
**Seller:** IRON KEY COUNTRY ESTATES LLC  
**Buyer, Buyer's Address:** ELIZABETH MERCER, 518 RIFLE WAY  
**Address:** 518 RIFLE WAY, BROOMFIELD

**Price:** \$387400  
**Date Closed:** 10/13/2013  
**Seller:** MICHELLE REDDY  
**Buyer, Buyer's Address:** KAREN & JOHN ANDERSON, 16627 PLATEAU LN  
**Address:** 4892 RAVEN RUN, BROOMFIELD  
**Price:** \$142500  
**Date Closed:** 10/13/2013  
**Seller:** RICHMOND AMERICAN

HOMES COLORADO  
**Buyer, Buyer's Address:** GREG & ASHLEE D WERNER, 3306 YALE DR  
**Address:** 3306 YALE DR, BROOMFIELD  
**Price:** \$550100  
**Date Closed:** 10/14/2013  
**Seller:** MCROBERTS LIVING TRUST  
**Buyer, Buyer's Address:** TYRONNE B & MARILYN K KITTLESON, 13654 PLASTER CIR

**Address:** 13654 PLASTER CIR, BROOMFIELD  
**Price:** \$283300  
**Date Closed:** 10/14/2013  
**Seller:** BRICE ENTERPRISES LLC  
**Buyer, Buyer's Address:** JACKSON P LEDDY, 12331 DEERFIELD WAY  
**Address:** 12331 DEERFIELD WAY, BROOMFIELD  
**Price:** \$252000  
**Date Closed:** 10/14/2013



## ON THE JOB

## ADVERTISING, COMMUNICATIONS

Advertising agency TDA\_Boulder hired **Samantha Johnson** to serve as the agency's media director. Previously, Johnson was communications director at Saatchi & Saatchi in Los Angeles, where she worked on the launches of the Toyota Tundra and Toyota Prius. This past February, Johnson received a Working Mothers of the Year award from the Advertising Women of New York.



Johnson

## BANKING, FINANCE

Citywide Banks hired **Blake Peterson** to lead its branch bank in Boulder at 1611 Canyon Blvd. Peterson has three decades of financial and banking experience and was born and raised in Boulder. Peterson previously was vice president and principal relationship manager at Wells Fargo & Co. bank branches in Boulder. He also has held commercial lending roles at offices of U.S. Bank in Denver, Vectra Bank in Boulder and Wells Fargo in Denver. Peterson is a board member of Impact on Education, a nonprofit foundation that supports schools in the Boulder Valley.



Peterson

## BIOSCIENCE

Boulder-based AmideBio LLC, a privately held biopharmaceutical company, hired **Dr. Conrad Hummel** as director of business development. Hummel has more than 20 years of experience in the pharmaceutical industry leading research and development, and business development teams. Most recently, he was at Array BioPharma Inc. where he was responsible

for the outlicensing of research stage therapies and the establishment of new research partnerships. Prior to Array, he was a research scientist at Amgen Inc. He started his career as medicinal chemist at Glaxo in North Carolina.



Giammaria



Korales

## GOVERNMENT

The Louisville Chamber of Commerce added **Sarah Giammaria, Jose Gonzales** and **Deb Kolaras** to its board of directors. Giammaria handles public relations and event planning for Trailhead Wealth Management LLC. Gonzales is general manager of Hampton Inn/Louisville. Kolaras is owner of Marketing Java, 20-year old agency that provides marketing, web and social media consulting services and support. She is finishing her term on the board of the Lafayette Chamber of Commerce.



Gonzales

## HIGH TECH

Boulder-based **Rally Software Development Corp.** (NYSE: RALY) appointed **David Huberman** as general counsel. Huberman will lead Rally's worldwide legal affairs, including corporate transactions, licensing, intellectual property, general corporate matters, governance and compliance. He has more than 15 years of experience negotiating complex transactions, forging strategic relationships, and handling a broad range of legal and regulatory matters for

private and public companies. Most recently, he served as general counsel and corporate secretary at Broomfield-based Webroot Inc., and prior to that, was assistant general counsel at Intrado Inc. in Longmont.

## MANUFACTURING

**David Ziegert** became general manager of herbal tea company Celestial Seasonings Inc. Nov. 1. Ziegert, who has been with Boulder-based Celestial Seasonings for 19 years, takes over for Peter Burns, general manager since 2008 and president since 2011. The company did not give a reason for Burns' departure.

## NONPROFIT

**Michael Helmstetter** joined Mental Health Partners as major gifts manager. He is responsible for developing relationships to increase charitable support for Mental Health Partners, a nonprofit community mental health center serving Boulder and Broomfield counties for more than 50 years. Helmstetter has managed giving programs for multiple nonprofits in Boulder County for more than 10 years and also has a business background in technology and real estate development.

## SERVICES

Boulder resident **Greg Watson** joined AMA Enterprise, a division of New York-based American Management Association, as regional director for the central United States. Watson will direct the delivery of learning solutions to organizations headquartered in Colorado, Kansas, Missouri and Texas. Watson has 12 years of experience in the talent-management industry, most recently as an account executive with AchieveGlobal in the Pacific Northwest. Watson is a graduate of the University of Colorado-Boulder.

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

## PRODUCT UPDATE



COURTESY FREEWAVE TECHNOLOGIES

Boulder-based **FreeWave Technologies** launched the WaveLine 10i, a wireless communication device for use in dangerous environments, such as ones that can exist in the oil and gas, and water/wastewater industries. It can be used for a variety of monitoring applications, including pressures, temperatures and liquid levels. In addition, it eliminates the need for conduit and installation outside of the danger area.

Boulder-based **Rush Bowls'** fruit blends will feature Udi's gluten-free granola. Udi's Glue Free is a subsidiary of Boulder Brands Inc. Rush Bowls' Snack Pack and Original Meal line of products will be cobranded with Udi's and sold at natural, conventional and institutional retailers throughout the country.

Boulder-based **Falafel King**, a regional food manufacturer and restaurant group, released Falafel & Tahina Hummus, a 100 percent plant-based hummus that tastes like the same flavors found in falafel balls. The 10-ounce all-natural dip will retail for \$3.99 and be sold in the refrigerated cases at retailers.

## CALENDAR

## NOVEMBER

**10** UP Talks and Women in Community will host **Revenue Revolution: Take Your Business from Survive to Thrive with Focus on What Really Matters**, from 1 to 5 p.m., Sunday, Nov. 10, at Shine Restaurant & Gathering Place, 2027 13th St., Boulder. The interactive workshop will deliver tactical strategies to increase revenue by overcoming the barriers to building wealth. Cost is \$49 in advance, \$59 at the door. Register at UPTalks.com.

**11** Local design/build startup The Agora Projects LLC is hosting a **product launch party** from 5:30 to 7:30 p.m., Monday, Nov. 11, at the Boulder Impact Hub, 1877 Broadway, Suite 100, in Boulder. The company's Agora Hot Spots are solar-powered wireless Internet and charging stations and community gathering pavilions designed to bring Internet connectivity to developing nations. Agora Sanctuaries are similar pavilions but built for the developed world and geared toward restoring stressed individuals with light, sound and aromatherapy. R.S.V.P. required at info@theagoraprojects.com.

**12** The Boulder County Arts Leadership Forum will present a panel discussion, **Get to Know Your Funders: The Insider's Perspective on Public Funding for the Arts and Culture in Boulder County**, from 6 to 8 p.m., Tuesday, Nov. 12, at the Boulder Museum of Contemporary Art, 1750 13th St., Boulder. Suggested donation is \$5. Panelists will include representatives from the Boulder Arts Commission, The Community Foundation Serving Boulder County, Scientific and Cultural Facilities District and Colorado Creative Industries. For more information, 303-447-2422 or events@bouldercountyarts.org.

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.bcbcr.com.

**21** The Boulder County Business Report 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.bcbcr.com/sections/events. Cost for conference is \$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@bcbcr.com.

## DECEMBER

**3** The National Renewable Energy Laboratory presents its annual **Industry Growth Forum** Tuesday and Wednesday, Dec. 3-4, at the Grand Hyatt, Denver. Keynote speakers, panel discussions, presentations from clean-energy companies and opportunities for one-on-one 10-minute meetings with 50 leading investors, corporations, government agencies and industry experts. More information at www.industrygrowthforum.org/.

**9** The University of Colorado-Boulder's Leeds School of Business presents the **2014 Colorado Business Economic Outlook Forum** from 1 to 6 p.m., Monday, Dec. 9, at the Denver Marriott City Center, 1701 California St., Denver. For more information, contact Brian Lewandowski at 303-492-3307 or brian.lewandowski@colorado.edu.

**13** Sandler Training in Boulder will present a **Goals Setting Workshop** from 9 a.m. to 4 p.m., Friday, Dec. 13, at 357 S. McCaslin Blvd., Suite 200, Louisville. Bob Bolak will focus on the 10 steps of effective goal-setting. SMART goals are specific, measurable, actionable, realistic and time-bound. Learn how to create a balanced and successful life by goal-setting in daily, short- and long-term increments. For cost and to R.S.V.P. contact Alison.Schneider@sandler.com or call 303-928-0932.

*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@bcbcr.com with Calendar as subject.*

## NONPROFIT NETWORK

## GOOD DEEDS

**Emergency Family Assistance Association** is coordinating a Holiday Food Basket program to provide low-income people with special help during the holiday season. EFAA will provide families, senior citizens and people with disabilities with 1,000 food baskets, which include ingredients for holiday meals and food for two additional weeks of the month. Approximately 30 **Frasca Foods** employees will join efforts to assemble the food baskets. Each year, EFAA's Boulder food bank

distributed 700,000 pounds of food last year and served more than 1,800 households.

Forty-seven businesses in downtown Boulder joined **Downtown Boulder Inc.** to raise \$75,112 that was donated to the Foothills Flood Relief Fund. Grants from the fund will assist with immediate and long-term needs and will be made to nonprofits providing direct services throughout Boulder County. DBI donated \$10,000 of the total amount raised on behalf of its members.

The **Colorado Association of Realtors**

and the **National Association of Realtors Relief Foundation** are offering financial assistance in the form of grants to flood victims. Assistance is available to qualified applicants toward one of the following options: Monthly mortgage expense for the primary residence that was damaged by flooding; cost of temporary shelter because of displacement from the primary residence resulting from the floods. Relief assistance is limited to \$1,500 per applicant and one grant per residence. Applications will be accepted

beginning through Jan. 31. The application form and additional details are available at www.coloradorealtors.com/wp-content/uploads/2013/10/CAR-Grant-Application.pdf.

**Ball Foundation**, the philanthropic arm of Broomfield-based **Ball Corp.** (NYSE: BLL), gave a \$250,000 grant to nonprofit **Community Food Share** in Louisville to support the food bank's long-term flood recovery efforts. The \$250,000 gift is part of Ball's recent \$1 million commitment to local nonprofits assisting with flood relief.



# 3-story downtown addition faces review

BOULDER — A prominent property ownership group in Boulder is expanding another downtown building.

The city of Boulder’s planning board was scheduled to hold a public hearing after press time Nov. 7 regarding plans for 1738 Pearl St., a building whose owners are proposing a three-story addition.

J Nold Midyette, a partner in the building with majority owner Unico Properties Inc., filed the plans with the city. Midyette last year sold a 56 percent share of his significant Boulder holdings to Seattle-based Unico.



**REAL ESTATE**  
Joshua Lindenstein

Unico and Midyette this year added a third story to the building at 1600 Pearl St., and natural-foods company Boulder Brands Inc. recently moved its headquarters to the new space.

“I can’t cite specific projects, but adding square footage to existing buildings is an effective way to accommodate business needs in downtown while maintaining the essence of Boulder,” Unico senior vice president for leasing Jim Rock said about whether adding onto downtown buildings rather than redeveloping would become a trend. “Undoubtedly there are other opportunities to do so.”

The 1738 Pearl plans call for adding 17,245 square feet of space to the existing 24,755-square-foot building that houses Frasca Food and Wine on the first floor. The 38-foot-tall addition mainly would be built on what now is a surface parking lot east of the existing two-story, 35-foot building. The first floor is slated for retail or restaurant uses, as well as some parking near the alley at the back of the lot, while the second and third floors would be for offices.

“There is strong demand for office space in downtown and a striking lack of supply,” Rock said. “We have the ability to accommodate our tenants’ needs for growth while improving the neighborhood through this investment.”

Rock said Unico is nearing 100-percent prelease on the office space, while the retail space has yet to be spoken for.

The building, at the southwest corner of Pearl and 18th streets, is in the Downtown 2 zoning district, which dictates a 38-foot height “by right” — meaning a building specification that requires no extra, more rigorous design review. But because the district allows only two stories by right, the three-story addition must go through the full design-review process before permits can be applied for. In addition to the third-story exception, the plans also call for a



COURTESY MIDYETTE ARCHITECTS PC

A rendering depicts proposed improvements to a building at 1738 Pearl St. in Boulder. Its owners want to add a three-story addition. The plans call for adding 17,245 square feet of space to the existing 24,755-square-foot building that houses Frasca Food and Wine on the first floor, seen at right. The 38-foot-tall addition mainly would be built on what now is a surface parking lot east of the existing two-story, 35-foot building.

7-foot setback on some parts of the third story, while a 15-foot setback is required by right. The plans also seek an exception to setback restrictions at the back of the property. City planning staff last month approved the plans, and the planning board called it on Oct. 17.

**SPINE BUILDING SELLS:** Denver-based real estate equity firm Star Mesa Properties LLC closed recently on the \$3.65 million purchase of the 30,548-square-foot office building at 5303 Spine Road in Gunbarrel.

Dean Callan and Co. president Becky Callan Gamble represented seller Spine II Group LLC, a group led by Gamble, her husband, Bruce Gamble, and her brother Scott Callan.

The fully-leased building is home to CareKinesis Inc., Barclay Capital LLC, Elithion Inc. and the headquarters for Lucky’s Markets.

Star Mesa principal Bob Cardwell said his group likes the Boulder and Gunbarrel areas and believes the building’s proximity to Longmont and the workforce that lives there makes it a strategic location for companies looking to lease space.

“Our long-term strategy for that property is as a long-term hold,” Cardwell said.

Becky Gamble said Dean Callan and Co.’s property-management team will continue to handle management responsibilities of 5303 Spine for now. The Spine II Group built the building in the late 1990s.

“The partners collectively had some other projects that they wanted to do,” Gamble said. “We owned the building for a long time, and felt it was just time.”

**OUTLOOK PLAN APPROVED:** Redevelopment plans for the Boulder

Outlook Hotel & Suites have received unanimous site review approval from the city’s planning board, but it could be a year or more until ground is broken on the site.

The plans proposed by Austin, Texas-based American Campus Communities Inc. (NYSE: ACC) would replace the hotel at 800 28th St. in Boulder with a two-building, 100-unit apartment complex geared toward University of Colorado students.

ACC is under contract to purchase the hotel from Republic of Boulder Hotel Group LLC, which paid \$5 million for the property in 2002. Dan King, a partner in the hotel’s owner-

► See **Real Estate, 25A**

## Highest-Priced Home Sales in Boulder County

September 2013

Sale Price	Buyer	Address	City
\$2,225,000	Alexander and Kerri Lynn Mason	2211 6 th St., Boulder	
\$1,506,400	Howard C. Karawan	720 Pearl St., B, Boulder	
\$1,400,000	Marcia Warren and Eric Edelman	2848 S. Lakeridge Trail, Boulder	
\$1,375,000	Lorne and Verity Noble	512 Valley View Drive, Boulder	
\$1,375,000	Matthew and Ashley Blomquist	8976 Little Raven Trail, Niwot	
\$1,250,000	George Marvin III and Bethany Dupont Bilbrey	2470 Cragmoor Road, Boulder	
\$1,075,000	Jay Gordon Gengelbach	4964 Valkyrie Drive, Boulder	
\$980,000	Joel and Robin Fry	725 Hoover Ave., Louisville	
\$954,000	Catherine and Marcello Capparelli	7205 Spring Creek Circle, Longmont	
\$875,000	Theresa Clark	765 E. Wiggins St., Superior	

Source: SKLD Information Services LLC - 303-695-3850

## Foreclosures in Boulder Valley

Sept. 1 – 30, 2013

City	Foreclosures Filed	Deeds Issued
Allenspark	1	0
Boulder	7	0
Broomfield	4	4
Eldorado Springs	0	0
Erie	1	0
Golden	0	0
Gold Hill	0	0
Hygiene	0	0
Jamestown	0	0
Lafayette	6	1
Longmont	13	4
Louisville	0	0
Lyons	0	0
Nederland	1	0
Niwot	1	0
Pinecliffe	0	0
Superior	0	1
Ward	0	0
<b>TOTAL</b>	<b>34</b>	<b>10</b>
<b>Year-to-date 2013</b>	<b>423</b>	<b>221</b>

\*Reflects only the portion of Golden in Boulder County

Source: Public trustees of Boulder and Broomfield counties



**REAL ESTATE** from 24A

ship group, said the sale could close by the end of the year.

The Boulder Outlook will continue to operate until ACC is ready to break ground.

"We're booking business through November of 2014," King said.

The 4.3-acre site is slated to include two four-story buildings with an open area in between with a pool and sand volleyball courts. A six-level wrapped parking garage, with two levels underground, also is included in the plans, complete with a rooftop deck on top of the parking structure.

**KALMIA38 UNDER WAY:** Markel Homes Construction Co. and Coast to Coast Residential Development Inc. announced Tuesday that they've broken ground on Kalmia38, a 10-acre neighborhood in northeast Boulder.

The neighborhood features 57 homes on 38 lots situated between Kalmia Avenue and Palo Parkway, adjacent to the Northfield Commons neighborhood the two developers partnered on.

New streets and infrastructure have been completed. Markel Homes president Michael Markel said the first town homes and duplexes are under construction and will be ready for move-in by the first or second quarter of next year. Additional homes will be started in the next 45 to 60 days, and Markel said he expects build-out to take about three years.

The neighborhood will include 29 single-family homes ranging in square footage from 2,500 to 4,000 and ranging in price from \$900,000 to \$1.25 million. Six sets of duplexes, start at a market price in the \$700,000 range.

Four sets of four town homes are also included in the neighborhood.

Two of the single-family homes will be part of the city of Boulder's affordable-housing program, starting in price at \$334,900. Half of the duplexes are included in the affordable-housing program, starting at \$298,500. And all of the town homes fall under the affordable-housing umbrella starting at \$182,100.

The Kalmia38 sales office is at 3092 Big Horn St. and open Thursday through Monday from 11 a.m. to 5 p.m. More information can be found online at coasttocoastdevelopment.com and markelhomes.com.

**VACANCY STAYS LOW:** The apartment vacancy rate in Boulder and Broomfield counties dipped to 2.8 percent in the third quarter, the lowest it's been in more than a decade, according to a report released by the Apartment Association of Metro Denver and the Colorado Division of Housing.

The rate was down from 3.8 percent in the second quarter of this year and just a shade below the rate of 2.9 percent for the third quarter of 2012, the report said.

The local decrease came even as the vacancy rate for the Denver metro area as a whole increased from 4.2 percent in the second quarter to 4.4 percent.

Broken down locally, the city of Boulder's rate, aside from the University of Colorado-Boulder area, is 1 percent. The CU area's rate is 2 percent. In Longmont the rate is 2.6 percent. In Broomfield it's 3.3 percent, and in the rest of Boulder County it's 3.4 percent.

Average monthly rent for Boulder

and Broomfield counties remained steady from the second quarter at \$1,194, second only to Douglas County at \$1,235.

**LAFAYETTE**

**EXEMPLA CANCER CENTER:** The owners of Exempla Good Samaritan Medical Center closed recently on the \$4.3 million sale of the upper two floors of the new comprehensive cancer center on the Lafayette campus.

Chicago-based real estate investment trust Ventas Inc., purchased the 45,000 square feet of space in the four-story building. Exempla spokeswoman Mary Meeks said Ventas will lease the space to physicians looking to open practices on the Exempla campus. The bottom two floors house Exempla's cancer-center facilities.

Meeks said the upper two floors will be an extension of the Community Physicians Pavilion building, which also houses medical offices on the Exempla campus. Ventas owns and operates that building as well.

The \$17.8 million, 87,552-square-foot cancer center at 340 Exempla Circle, just off of U.S. Highway 287, opened in early September.

**LOUISVILLE**

**OLD LOUISVILLE INN:** A group of five local investors paid \$600,000 for the historic Old Louisville Inn at 740 Front St., with plans to build on and preserve the building for use by a future restaurant operator.

Historic 740 Front Street LLC purchased the building from Clover Clan LLC, which had paid \$165,000 for the property in 1994.

Garrett McCarthy, who operated an Irish pub at the location until its closing in September, was manager of Clover Clan and is staying involved with the building as a partner in Historic 740 Front Street. The purchasing group also includes Gibbons-White Inc. broker Steve Sims, Louisville attorney John Gstalder, eye doctor Hale Kell and Mark Jarman, president of Louisville-based tech company Inovonics Corp.

"We're all Louisville people and thought it would be kind of a fun project to be involved in," Sims said. "The history of the bar is pretty cool. That's what's kind of neat."

The new owners intend to renovate the 109-year-old, 2,600-square-foot building and build an addition of about 1,000 square feet that will include more seating for the restaurant as well as upgraded restrooms. The owners also plan to seek landmark status, which could open up some funding for preservation of the building through the city of Louisville's historic preservation commission.

Sims said the group is hoping to have a new restaurant operating in the building by springtime, although he said the group isn't in negotiations with anyone yet.

The building has had a colorful history, including rumors of it being haunted. But it's also in a prime location, nestled between downtown and the future Downtown East Louisville development, a major mixed-use project just across the railroad tracks from the Old Louisville Inn.

*Joshua Lindenstein can be reached at [jlindenst@bcbr.com](mailto:jlindenst@bcbr.com) or 303-630-1943.*

**DGI** from 1A

announced Oct. 16. The building at 1300 W. 120th Ave. has a prominent satellite-dish-shaped feature between two office wings.

DigitalGlobe will retain a small presence in Longmont.

Incentives offered by economic development officials did not drive the company's relocation decision, said Nancy Coleman, a DigitalGlobe spokeswoman.

"DigitalGlobe would like to continue to emphasize that the driver for this decision was the economic benefits tied to the building itself, not a disparity in the incentives offered by the municipalities," Coleman said in a statement originally released Oct. 16.

The company needs to move to better attract new employees from the Denver metro area as it grows, said Grover Wray, senior vice president and chief human-resources officer at the company.

The company changed direction for Westminster after saying in September that it planned to build a 400,000-square-foot headquarters at a business park campus in Broomfield. Broomfield officials still were in the process of finalizing an offer when DigitalGlobe chose Westminster.

Longmont made its offer July 3 in a letter from Mayor Dennis Coombs to Jeffery Tarr, DigitalGlobe's president and chief executive. Coombs hand-delivered the letter, according to a memo provided to Longmont City Council members. Coombs, councilman Brian Bagley and city manager Harold Dominguez met with DigitalGlobe executives July 17 to further discuss the proposed incentives, according to the memo.

Officials in Broomfield and Longmont released economic incentive information after receiving Freedom of Information Act request letters from the Boulder County Business Report.

Parts of the Longmont economic incentive package remain private, since much of the information sent to the Business Report was redacted – including a "direct financial assistance" paragraph, an "operational savings unique to Longmont" paragraph, and a block of text related to the total proposed \$18 million amount.

Longmont is allowed to keep portions of the economic-incentive discussion private based on a 1998 court decision that sometimes exempts confidential commercial or financial

information from the state's public-records law, Edward Yosses, Longmont's deputy city attorney, said in a letter to the Business Report. Yosses cited Colorado statutes in his letter dated Oct. 30.

In Broomfield, officials offered a proposed economic incentive package that included an estimated \$7.2 million in savings compared with Westminster, because Broomfield does not have a consumer use tax but is charged in Westminster, according to a Broomfield incentive document. Other incentives were offered as percent rebates – including 50 percent of the city's personal property and use tax and 25 percent of its real property tax.

Broomfield city officials did not get far enough along in their negotiations with DigitalGlobe to turn the rebate percentages offered into quantifiable amounts, said Bo Martinez, economic development director for the city and county of Broomfield.

"We didn't sit down and have those meetings as they related to the final package," Martinez said.

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

is difficult."

DigitalGlobe is expected to generate \$11.8 million in tax revenue for the city of Westminster in the first 10 years of operation, according to an economic incentive document provided by Westminster officials. Westminster offered a \$6.2 million economic incentive package over a 10-year, six-month period.

DigitalGlobe has about 900 full-time employees in Colorado and plans to add 500 to 600 additional full-time employees over the next several years, Coleman said. 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.

The company 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. The Thornton GeoEye office is slated to close.



## Needs often can trump incentives

It isn't all about incentives. DigitalGlobe Inc.'s search for a new site for its corporate headquarters left city and economic-development officials in Longmont, Broomfield and Westminster playing a high-stakes game of musical chairs. Just as Broomfield felt comfortably ensconced as the new headquarters for the satellite-imagery company, its chair was pulled out from under it as DigitalGlobe eschewed the city in favor of nearby Westminster.

Meanwhile, Longmont, which has served as headquarters for DigitalGlobe, was left abandoned on the floor, futilely waving \$18 million in incentives.

### EDITORIAL

DigitalGlobe announced in June that it would consider Longmont, Broomfield and Westminster for a new corporate headquarters. Eventually, it selected the North Park development in Broomfield.

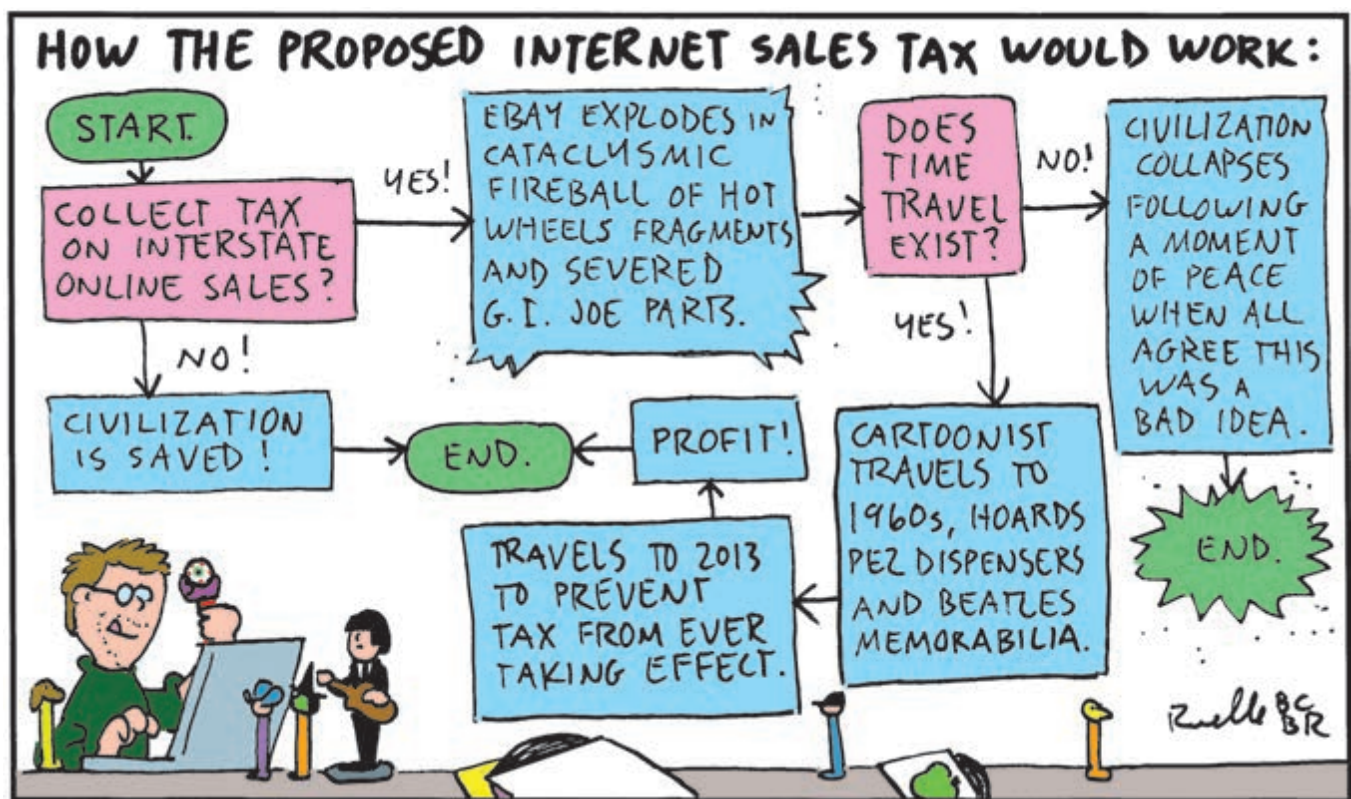
Those plans were tossed aside, however, when Westminster pulled a coup, securing DigitalGlobe with the Avaya building at 1300 W. 120th Ave. DigitalGlobe will receive \$6.2 million in incentives from Westminster, just a third of what it would have received in Longmont and \$1 million less than the \$7.2 million offered by Broomfield.

It would be a mistake to assume that incentives don't matter in economic development. Longmont, Broomfield and Westminster each proposed incentive packages aimed at securing a major economic driver for years to come. Incentives can matter, but sometimes, other factors take priority for private companies.

This is the true lesson for Longmont, Broomfield and other communities seeking to maintain a solid economy: Cities must explore the underlying factors that drive decisions by the private sector.

In the case of DigitalGlobe, which expects to record 2013 revenue of at least \$635 million, \$18 million in incentives was not enough to trump its desire to be closer to its workforce.

Sometimes, business is simply business.



## More for veterans than just a salute

### Local companies say thanks with career training

As we turn our attention to Veterans Day on Nov. 11 – when we salute and remember those in the military who have given their time and in some cases their lives for our country – it's gratifying to learn how a few companies in the Boulder Valley are reaching out to veterans.

Blackfox Training Institute in Longmont, in conjunction with Lockheed Martin, offers a state-funded training program that prepares vets for jobs in the aerospace industry.

Meanwhile, Level 3 Communications Inc. in Broomfield is offering veterans a pathway to a job in telecommunications through its Ops Tech Academy.

Blackfox's president and chief executive, Allen Dill, launched his first training program in September. On Veterans Day, approximately 15 veterans will graduate and be hired by Lockheed Martin with a starting pay range from \$16 to \$30 an hour. On that same day, 15 to 20 veterans will begin a training session.

Dill had been working on this program for several years. He's not a vet-

eran, but he gets his inspiration from his father, Albert Dill, who served in the Army under Gen. George S. Patton Jr. and was part of the first wave on D-Day in Normandy during World War II.

"My dad, who is no longer with us (he passed away in 2011), thought the program was a great idea," Allen said.

Dill says it's the first program of its kind to provide veterans with military electronics experience as well as skills, training and certifications that will enable those with little or no industry experience develop a promising career path.

"We're honored to be a part of that," Dill said. He wants the program to grow, but he will need the cooperation of companies such as Lockheed to step forward and participate.

For more information about this program, look online at [www.blackfox.com](http://www.blackfox.com).

Level 3 instituted military-specific recruiting efforts across the nation several years ago, and in the past year hired more than 140 veterans.

Francie Dudrey, a Level 3 spokeswoman, said the company is looking

for people with the right attitude and aptitude for customer service, project management or numerous technical roles.

Level 3's Ops Tech Academy, started in January, is available to all job seekers, but the company makes a point of encouraging veterans to apply, at no charge. If they meet the basic requirements, pass phone and in-person interviews, they are accepted into the academy.

The academy is a combination of classwork and on-the-job training, and participants receive a paycheck while going through the academy. If they graduate, they receive a permanent job offer.

Those wanting to apply can apply through the "Careers" section online at [www.level3.com/en/about-us/careers/](http://www.level3.com/en/about-us/careers/).

In the "Nice Touch Department," Level 3 will kick off its second annual Holiday Mail for Heroes program on Veterans Day.

Level 3's employees, their families and friends write personal messages on holiday cards that are mailed by the American Red Cross to active-duty service members overseas, military hospitals, military families and to our veterans. Last year, Level 3 distributed 13,000 cards.

Doug Storum can be reached at 303-630-1959 or [dstorum@bcbr.com](mailto:dstorum@bcbr.com).



**OBSERVATIONS**  
Doug Storum

BOULDER COUNTY  
**BUSINESS  
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**BIZWEST  
MEDIA**

#### BOULDER COUNTY BUSINESS REPORT

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**BCBRDAILY** from 2A

A company statement said the 20 percent cuts amount to about 35 positions being eliminated, impacting all departments in Beverly Hills and Boulder. A RealD spokesman said the company will have about 140 employees after the cuts, although information about how many of the cuts will come in Boulder was not disclosed.

The SEC filing stated that the cuts would amount to about a \$6 million reduction in annual operating expenses. RealD expects to recognize a restructuring charge of \$3.8 million to \$4.1 million for the remaining two quarters of fiscal year 2014.

*Posted Nov. 4.*

**From biopharma to brewery**

BOULDER – Twisted Pine Brewing Co., this week announced the hiring of Jean Lund as chief executive effective Nov. 1. Lund, who resigned her post as chief executive at pharmaceutical company Corden Pharma Colorado Inc. in August, replaces Bob Baile in the role.

Baile, who co-owns Boulder-based Twisted Pine with Miragen Therapeutics' CEO William Marshall, will remain as president of Twisted Pine, focusing his efforts on customer and distributor relations.

The connection between Baile and Lund goes back decades. Both worked together at Arapahoe Chemicals in Boulder in the late 1970s and early '80s. That company eventually became Syntex Chemicals and then was acquired by Roche in 1994. Baile worked for Syntex until 1992. When Corden Pharma acquired Roche in 2011, Lund became CEO.

*Posted Oct. 24.*

**RRC execs buy back firm**

BOULDER – RRC Associates LLC is spinning off from Tennessee-based corporate parent Smith Travel Research Inc., five years after the Boulder firm was acquired.

RRC Associates is a consulting firm that provides the tourism and recreation industries with customized data about consumers and tourists so their clients can make decisions about how to market to those groups. STR provides operations statistics to the hospitality industry.

RRC's senior leadership team of Chris Cares, Nate Fristoe, Dave Belin, David Becher and Mike Simone bought the company from STR for an undisclosed amount. Cares co-founded the company in 1983 along with Nolan Rosall and Peter Remmen before selling to STR in 2008.

RRC has 16 employees at its Boulder office at 4940 Pearl East Circle. The privately held company does not disclose revenue figures.

*Posted Nov. 1.*

**Rebates flood-damaged rentals**

BOULDER – The city of Boulder has made a pool of \$25,000 to \$30,000 in new SmartRegs rebates available to assist landlords with repairs to flood-damaged rental units.

The rebates are available through Dec. 31 or while funds last. They apply to equipment replacement or upgrades, and the work must be done by contractors partnering with Energy Smart.

Energy Smart is a Boulder County partnership that helps make homes and businesses in local communities more energy efficient. SmartRegs is a Boulder ordinance that requires all rental properties in town to meet certain efficiency standards by 2019.

EnergySmart advisers can help property managers and owners with guidance through SmartRegs compliance.

More information about SmartRegs compliance can be found at

www.bouldercolorado.gov/plan-develop/smartregs. Energy Smart's website is www.energysmartyes.com.  
*Posted Nov. 1.*

**Valley Bank closes in Lyons**

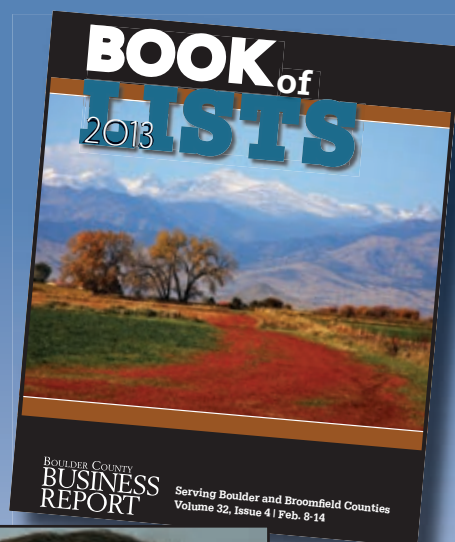
LYONS – Valley Bank & Trust closed its Lyons branch and laid off six employees, the bank said in a press statement.

Heavy rains from Sept. 11 to 15 flooded the basement of the branch building at 304 Second Ave. in Lyons forcing officials to close the branch, said Donna Petrocco, Valley Bank's president and chief executive. After that, the bank's board of directors voted to

permanently close the branch to make Valley Bank "more efficient," Petrocco said.

"It's not what I wanted to do. It has been a struggle for our team to move forward with this," Petrocco said. "We had a fantastic team (in Lyons), and we believe they served the community well."

The branch in Lyons was open for 32 years. Branch deposits were \$17 million, Petrocco said. Overall, Valley Bank & Trust has nine branches, including three in Brighton and one in Westminster. The bank has deposits of \$254 million and total assets of \$274 million, Petrocco said.  
*Posted Nov. 4.*



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# Health-Care Reform?

## PULSE

### *What's Next for Health-Care Reform?*



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

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



**LUNCHEON  
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

**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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