

BOULDER COUNTY BUSINESS REPORT

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BIZWEST MEDIA



HEALTH INSURANCE
 Manager provides insights on health-benefit exchange
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Volume 32 | Issue 4 | Feb. 15-21, 2013

Another shot for Startup Visa Act

BY MICHAEL DAVIDSON
 mmdavidson@bcbr.com

WASHINGTON — The bill that would make it easier for entrepreneurs from foreign countries to start companies in the United States and eventually become citizens is back, and its sponsors are looking to rally local support.

The Startup Visa Act was intro-

Senate sponsors hope new category can attract foreign entrepreneurs

duced Feb. 6 by Sens. Mark Udall, D-Colo., and Jeff Flake, R-Ariz. The legislation would create a new category of visas to allow entrepreneurs who are foreign-nationals to work in the United States if they have

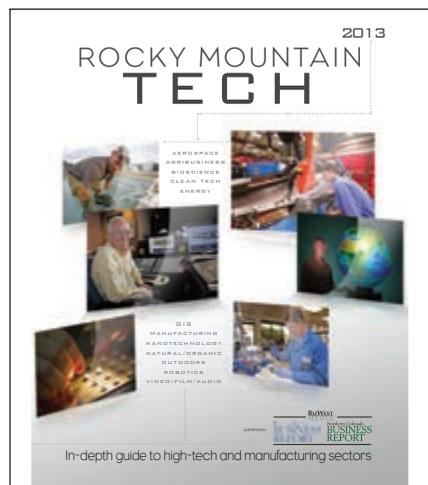
formed companies, received at least \$100,000 from investors and created at least five jobs or raised \$500,000 in revenue within two years.

Both Udall and Flake said the bill would create jobs by making

the United States more attractive to foreign entrepreneurs.

“The United States has a proud history of creating opportunity for entrepreneurs from around the world by giving them a home to innovate and create jobs,” Udall said in a press release. “That’s why I have fought in Congress to pass the Startup Visas Act — legislation

► See **Startup, 17A**



Rocky Mountain Tech resource for businesses

Rocky Mountain Tech, published by BizWest Media LLC, parent company of the Boulder County Business Report and the Northern Colorado Business Report, serves as an excellent resource for anyone interested in the rapidly changing tech sector of Boulder, Broomfield, Larimer and Weld counties.

This publication lists thousands of tech and manufacturing companies in those counties, along with articles focusing on the sub-industries that make technology a driver of the Front Range economy.

The publication will be mailed Feb. 15 to paid subscribers of the two newspapers and companies listed in the directory. Nonsubscribers can purchase Rocky Mountain Tech for \$30 plus shipping and handling by calling 303-440-4950 or buy the directory only by visiting bcbr.com and clicking on the BCBR Data Store.

Naropa University turns new Lief

Early student of school's founder ushers in new era as sixth president



MICHAEL MYERS

Charles G. Lief will be inaugurated as Naropa University’s sixth president Feb. 16 with music, poetry readings and video remarks from a renowned Buddhist teacher. Lief is seen here sitting in a swing outside the entrance to the Allen Ginsberg Library at the university in Boulder. **See story, 5A.**

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Seattle firm F5 buys LineRate Systems

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.

BY BUSINESS REPORT STAFF
news@bcbcr.com

LOUISVILLE — LineRate Systems Inc., a Louisville-based company that develops software that makes data centers and networks run faster, has been purchased by Seattle-based F5 Networks Inc.

The transaction closed Feb. 11, and while F5 (Nasdaq: FFIV) has not disclosed how much it paid, LineRate chief executive Steve Georgis said it ranks among the largest deals in the Boulder Valley in the past several years.

LineRate's leadership will remain with the company, and its workforce of about 20 will remain in Louisville, Georgis said. F5 likely will add staff in Louisville as it integrates LineRate into the company and product line, he said.

LineRate developed products for software-defined networking, or SDN, services. It is part of the next generation of networking technology, as customers look for ways of getting more flexibility, control and scalabili-

ty for their networks and data centers. *Posted Feb. 12.*

Broadband build-out eyed

LONGMONT — It could cost from \$40 million to \$50 million to build out a broadband network in the city of Longmont, according to a consultant, the city's broadband services manager said Feb. 8.

BCBR DAILY

Consultant Uptown Services LLC, with offices in Boulder, has a \$24,995 contract with the city to come up with a business plan that includes all financing options to complete such a network, said Vince Jordan, broadband services manager for Longmont Power & Communications, a city department. Longmont has an existing network of about 500 miles of fiber-optic cable.

The research will be presented to the Longmont City Council in April for discussion, Jordan said. Longmont already can sell telecommunications services to businesses and residents from its existing fiber-optic loop, after voters in November passed a measure to allow it.

If members of the city council approve financing measures, a full broadband build-out would be available to the approximately 4,000 com-

panies in Longmont in the future, Jordan said. About 1,280 companies and a number of residences currently are within 500 meters of the city's existing network.

When all is said and done, a city-owned and operated broadband network may be able to offer lower monthly rates to customers in the future than private companies such as Comcast and CenturyLink because Longmont residents already are electricity customers and the government department does not need to make a profit as does a private company does, Jordan said. *Posted Feb. 8.*

Marketer opening in Boulder

BOULDER — San Francisco-based marketing agency Evolution Bureau will open an office in Boulder, and has hired a local Crispin Porter + Bogusky LLC marketing agency executive to staff it.

Steve Babcock will be executive creative director for Evolution Bureau's office in Boulder. Daniel Stein, president of the company, said the office will start with five employees and hopes to grow that to 10 or more within six months.

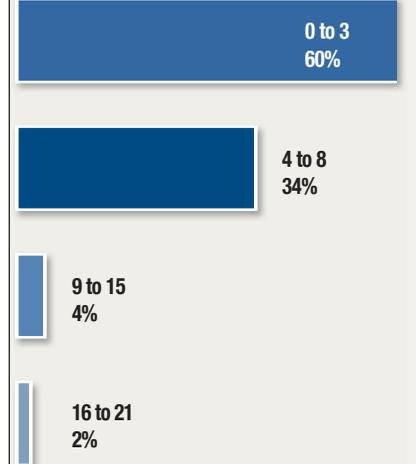
Stein is searching for an office location in downtown Boulder.

Evolution Bureau specializes in digital and social media. WhiteWave Foods Co. in Broomfield (NYSE:

BCBR Opinion Poll

Our online question:

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— 56 responses from Jan. 16 to Feb. 12, 2013
This poll is not scientific and reflects only the opinions of those Internet users who have chosen to participate. The results cannot be assumed to represent the opinions of Internet users in general, nor the public as a whole.
Take the **BCBR Opinion Poll** online at **BCBR.com**.

WWAV) is a client. *Posted Feb. 11.*

Live PGA tour app launched

BOULDER — For fans who not only want to attend golf tournaments but be totally plugged into the action, ► See **BCBRdaily, 25A**

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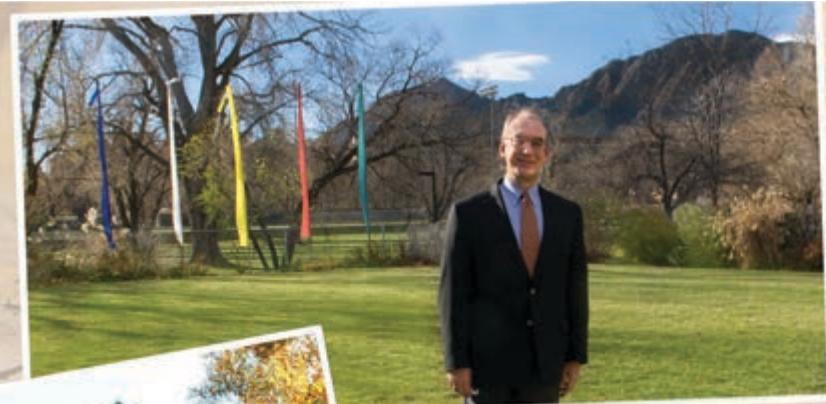
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Congratulations to Naropa University President, Charles G. Lief on the occasion of his inauguration.

February 16, 2013

For almost forty years, Naropa has encouraged students to develop and explore their whole being on the deepest, intuitive levels, while pursuing academic study. The value of contemplative education can be seen in Naropa graduates' ability to put their wisdom and insight into practice through creative, insightful, and effective actions.



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Colorado health exchange: How will it work?

BY BETH POTTER
bpotter@bcbr.com

LAFAYETTE — Starting Oct. 1 you'll be able to shop for health-insurance plans online and receive a monthly subsidy from the government as an incentive to do so.

The new Colorado health exchange is expected to have as many as 960,000 small businesses and individuals as customers within the first three years. It's being built with help from \$61 million in federal grants. The state Legisla-



Sugden

ture approved a health-exchange bill in 2011 after the federal Affordable Care Act was signed into law in 2010.

The idea is to make it easier for small businesses and individuals to buy policies that cover their needs. People who don't buy health insurance are expected to pay penalties when they file income tax

returns, starting in 2014, according to rules in the Affordable Care Act.

About 800,000 Coloradans are uninsured, according to state estimates. Across the nation, about half of the people who are uninsured are believed to be small business owners, according to Jim Sugden, manager of the Small Business Health Plan for the Colorado exchange.

So, how will it work? Some common questions from small-business owners were answered by Sugden at a recent event in Lafayette sponsored by the Lafayette, Louisville

and Superior chambers of commerce:

What is the Colorado health exchange?

The exchange will be a website that offers health insurance policy plans. Small businesses and individuals who sign up for health insurance through the exchange will be eligible for government tax subsidies. If employers offer "affordable" coverage at work through their health-insurance plans, employees

► See **Exchange, 10A**

Lucky spirits

Boulder pair markets new craft tequila

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

BOULDER — No one knows if the lucky rabbit that, according to legend, discovered tequila realized what he was on to. If he did, he might be pleased to know two Boulder entrepreneurs are paying him homage with a new brand of craft tequila.

Suerte Tequila is the brand, which was developed and launched by Laurence Spiewak and Lance Sokol. The word "suerte" means "luck" in Spanish, and its label bears the image of the happy hare that a farmer's wife supposedly discovered drunk on fermented agave.

“We have a true passion for tequila, and we thought there was room on the shelf for something different.”

Laurence Spiewak
CHIEF EXECUTIVE,
COLORADO SPIRITS IMPORTERS LLC

Suerte is being marketed as a premium brand made by hand using traditional methods, Spiewak said. They are hoping to sell to a growing number of tequila fans who seek something better than the current top-selling brands.

People such as Spiewak and Sokol. "We have a true passion for tequila, and we thought there was room on the shelf for something different," Spiewak said.

Spiewak is the chief executive, and his resume includes time as chief



JONATHAN CASTNER

Chief operating officer Lance Sokol, left, and chief executive Laurence Spiewak developed and launched Suerte Tequila. The Boulder-based company grows the ingredients, and produces and bottles the tequila in the Mexican state of Jalisco.

operating officer at Pangea Organics, which is in Boulder. Sokol is the chief operating officer, and formerly was director of operations at Longmont-based Madhava Natural Sweeteners and Pangea Organics. The duo started the company with an undisclosed amount of capital raised through family and friends.

Suerte grows the ingredients and produces and bottles the tequila in the Mexican state of Jalisco. Distillers

produce small batches by hand using a tahona wheel to extract the juice from 100 percent pure blue agave that was grown on a single estate, Spiewak said. The entire growing, distillation and aging process follows traditional methods, he said.

The process makes for a better tasting tequila, Spiewak believes, because flavors get muddled when modern industrial processes are used.

► See **Spirits, 27A**

Can your boss improve your sex life?

Trying to convince your boss to let you work from home? Are you debating whether to ask? Well, FlexJobs Corp., a Boulder-based company, has some surprising information that could influence you or your boss' thinking.

FlexJobs is touting the results of a recent survey it conducted that included more than 1,000 respondents. It found that 99.5 percent of people think a flexible schedule would make them happier, but a substantial number of people think it would make them a better friend, parent — or lover.

According to FlexJobs, 63 percent said workplace flexibility would help them be a better friend, 91 percent said they would have more time for family or friends, and 82 percent said that it would help them be a more attentive spouse, partner or significant other.

BCBR EYE

The real surprise: 41 percent of respondents said having a flexible job would improve their sex life, and another 34 percent were optimistic that it would.

Some of the results of this survey really took us by surprise," FlexJobs founder and chief executive Sara Sutton Fell said. "We are well-informed on the many work-life benefits offered by flexible job arrangements such as tele-

► See **Eye, 17A**



COURTESY CHERIBUNDI INC.

Boulder-based Cheribundi Inc.'s tart cherry juice was included in a list of 20 healthy drink options in Prevention Magazine's February issue.



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Experts to brief council on options for city utility

BY MICHAEL DAVIDSON
 mdavidson@bcbcr.com

BOULDER – The future of Boulder's efforts to create a municipal utility will become clearer Feb. 21, when the city's energy experts are scheduled to make public their initial recommendations about whether Boulder should create its own power company.

City staffers and outside consultants have been working on the issue since a November 2011 vote that gave Boulder City Council the authority to create a municipal electric utility. The system is currently owned and operated by Xcel Energy Inc.

Xcel Energy has made clear it does not want to give up the system, and one option Boulder's experts have been weighing is whether to condemn the system through the eminent domain process. Both the city and Xcel Energy have said that could lead to lengthy and expensive litigation.

The city council in November set the standards a proposed utility would have to meet in order for the council to approve its creation. The standards set baselines for reliability, rates, reduction of carbon emissions and an increase in the amount of power generated from renewable energy.

Boulder staffers have since studied

whether the utility could meet those goals, and their work will present city council with a list of options and strategies it could pursue. City council is scheduled to have a public hearing on April 16, after which it likely will pick a strategy.

To be released Feb. 21 is a summary of the staff's work so far and a draft of its strategic proposals. Releasing the reports is the start of a long public comment process which will last through April 16. During that time, residents can contact the council directly or submit comments through the www.BoulderEnergyFuture.com website.

On Feb. 26, city council will go over the proposals at a study session, where it can give recommendations and directions but not take formal action. Members of the public are able to attend study sessions, but typically time is not set aside for comments from the public.

The city will host an open house from 6 to 8:30 p.m. March 13 at the West Senior Center, 909 Arapahoe Ave.

City of Boulder staff members originally were going to present their proposals in late January, but that date was pushed back to provide more time to incorporate the input of consultants and stakeholders, according to the city.

Use of BLM land for renewables urged

BY BUSINESS REPORT STAFF
 news@bcbcr.com

WASHINGTON — U.S. Rep. Jared Polis introduced a bill on Feb. 8 that would create a streamlined system to lease Bureau of Land Management lands for renewable-energy development.

"This legislation, HR 596, will ensure that Colorado is at the center of the coming renewable-energy boom," said Polis, a Democrat from Boulder, who along with nine other co-sponsors from both sides of the aisle introduced The Public Lands Renewable Energy Development Act of 2013.

The act would create a five-year

pilot program for wind and solar energy sites on appropriate public land, and drive an efficient process that provides key information to developers who currently must operate almost blindly, Polis said. At the end of the five years, the Secretary of the Interior would determine if the program should be expanded to all public federal land. If so, royalties would be divided according to a formula that dedicates 25 percent to the county, 25 percent to the state, 15 percent for a renewable-energy permit fund, 25 percent for wildlife, land and water conservation, and 10 percent for deficit reduction.

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Lief guided by Naropa's founding vision

Ceremonial rite of inauguration set for school's president

BY VALERIE GLEATON
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BOULDER — Charles G. Lief met Naropa University's founder, Chögyam Trungpa Rinpoche, when Lief was a 19-year-old law student at the University of Colorado. Now, nearly 40 years later, Lief has stepped into Naropa's highest leadership position.

Although Lief has been serving as president since last summer, the university in Boulder will celebrate Lief's ceremonial inauguration on Saturday, Feb. 16, with music, poetry readings and video remarks from Sakyong Mipham Rinpoche, a renowned Buddhist teacher and decendent. Lief's formal oath will be led by Rabbi Zalman Schachter-Shalomi, a former world wisdom chairman at Naropa.

The search for a new president began in September 2011, after Stuart C. Lord announced that he would step down. Nearly 300 people applied, which the search committee eventually narrowed down to four finalists.

"All of the candidates were exceptional," Lief said. "I don't think they could have made a mistake with that



MICHAEL MYERS

New Naropa University President Charles G. Lief's relationship with the school extends back to its origin in 1974. In addition to being an early student of Naropa's founder, Lief, 62, was an original board member of the nonprofit that housed the university during its early years.

group to choose from."

Naropa announced Lief's appointment in May, and he took over the presidency from interim president John Whitehouse Cobb in August. However, Lief's relationship with the university extends back to the school's origin in 1974. In addition to being an early student of Naropa's founder, Lief was an original board member of the Nalanda Foundation, the nonprofit that housed the univer-

sity during its early years.

Lief, 62, has been a member of Naropa's board of trustees since 1986, and was elected chairman of the board in May 2011. His wife, Judy, is a former dean and chief executive of the Naropa Institute, and both of the couple's daughters graduated from Naropa.

Lief feels his extensive history with the university will serve him well as president.

"Next year will be our 40th anniver-

sary, and the reality is that I will probably be the last Naropa president who is able to look back to the beginning," Lief said. "I think it's important to remember where we came from in terms of the founding vision for this place."

That vision is based on the concept of contemplative education, which Naropa defines as an "approach to learning (that) integrates the best of Eastern and Western educational traditions, helping students to know themselves more deeply and ... cultivating academic excellence and contemplative insight in order to infuse knowledge with wisdom."

Although more schools and organizations are starting to focus on contemplative education and mindfulness, Lief thinks Naropa still offers a unique experience for students.

"We have shaped contemplative education in the U.S. over the last 40 years," Lief said. "It underlies our entire curriculum, not just a department or two. It's the whole university."

The Buddhist-inspired university offers an array of degrees in nontraditional fields such as ecopsychology, peace studies and wilderness therapy alongside more-traditional degree programs such as environmental studies, writing and literature, religious studies, and music and visual arts.

"I'm happy that a very significant

► See **Lief, 9A**

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- **Grouse Malting and Roasting Company**, a malting company focusing on organic, gluten-free grains for brewing and baking.
- **5280 Prosthetics**, will improve the lives of amputees through a new generation of products that enable prosthetic devices to communicate with their users, relaying critical data to improve fit, function and the general health of the amputee.
- **Membrane Protective Technologies**, a proprietary technology that protects dairy cattle sperm used in artificial insemination from the ravages of freezing and thawing.
- **WildFit Gyms**, an outdoor fitness equipment concept featuring website and mobile app integration.



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Deadline nears to sign Twin Peaks Mall pacts

*Longmont hopes threat
of using eminent domain
will prompt agreements*

BY BETH POTTER

bpotter@bcbr.com

LONGMONT — The clock is ticking for Twin Peaks Mall developer Allen Ginsborg.

By March 1, Ginsborg's company, Fort Collins-based NewMark Merrill Mountain States, must sign an agreement with department store chain Dillard's Inc., on a redevelopment plan, according to a schedule laid out by the city of Longmont.

Dillard's (NYSE: DDS) currently can prohibit any new development on the mall site, based on an existing agreement between the retailer and mall owners that was signed several decades ago, Ginsborg said. The good news, according to Ginsborg, is that Dillard's representatives have said the company wants to continue to operate at the site.

Dillard's spokeswoman Julie Bull in Little Rock, Arkansas, had a polite "no comment" when asked about negotiations.

Ginsborg plans to demolish the 550,000-square-foot mall at 1250 S. Hover St. and create an outdoor shopping village that will include a new movie theater, a natural-foods grocery store, a separate 100,000-square-foot retail store and other stores and amenities.

"We have worked hard on it for a year," Ginsborg said of negotiations. "To deliver the project for Christmas of 2014, it's important that we come to some understanding with Dillard's."

To help move negotiations along, Longmont City Council members recently approved the capability of exercising eminent domain to remove "blighted conditions" that exist at the mall property, according to a city council note put out in advance of its Feb. 5 meeting. The council has cre-

Marking time

The timetable agreed to between the city of Longmont and the Twin Peaks Mall redeveloper:

Feb. 15: NewMark Merrill Mountain States/Dillard's will provide status report to Longmont City Manager Harold Dominguez and Brad Power, economic development director. It will focus on progress and outstanding issues.

Feb. 22: NewMark Merrill/Dillard's will provide another status report to Dominguez and Power.

March 1: Date by which a binding memorandum of understanding between NewMark Merrill and Dillard's and final site plan is due.

March 1: NewMark Merrill/Regal Regal Entertainment Group (operates United Artists Theaters) will provide status report to Dominguez and Power.

March 15: Date by which a lease between NewMark Merrill and Regal is due.

June/July: Demolition starts on existing mall, according to Allen Ginsborg, NewMark Merrill developer.

Dec. 31: Construction scheduled to start on new outdoor-village retail buildings.

Fall 2014: Outdoor-village shopping area opens for the holiday season.

ated an urban renewal area around the mall and elected officials can act as an urban renewal authority to make decisions about the area. Eminent domain is a process by which elected officials can vote to take property from a private property owner.

"Members of council have said that eminent domain is a tool in the toolbox of the urban renewal authority, but it's the last tool we want to use," said councilman Gabe Santos, Longmont's deputy mayor. "If we need to use it, hopefully everybody will negotiate in good faith."

Councilwoman Katie Witt agreed, adding that she doesn't believe the urban renewal authority will have to act.

"We will use it if we have to, but I do not believe we're going to have to,"

► See **Deadline, 19A**

Eminent domain used often to spur economic development

BY DALLAS HELTZELL

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Recent history is full of cases where eminent domain has been used or threatened as a tool for economic redevelopment.

The Alameda Square shopping center, at South Federal Boulevard and West Alameda Avenue in southwest Denver, was home to some 25 Asian-oriented businesses. When Wal-Mart Stores Inc. in 2002 wanted to move in with a 209,261-square-foot Supercenter, it worked with the Denver Urban Renewal Authority to threaten existing businesses

with condemnation through eminent domain if they didn't vacate. In 2003, DURA declared the center "blighted," the first step in evicting the businesses and clearing the way for Walmart, and offered the chain \$10 million in tax subsidies.

However, the center's small businesses mobilized the surrounding Asian community and Denver media, and Wal-Mart backed out in late June 2003. Brighton Corp. of Boise, Idaho, acquired the 20-acre site and planned to build a new, 200,000-square-foot, \$25 million shopping center there anchored by a

► See **Eminent, 19A**

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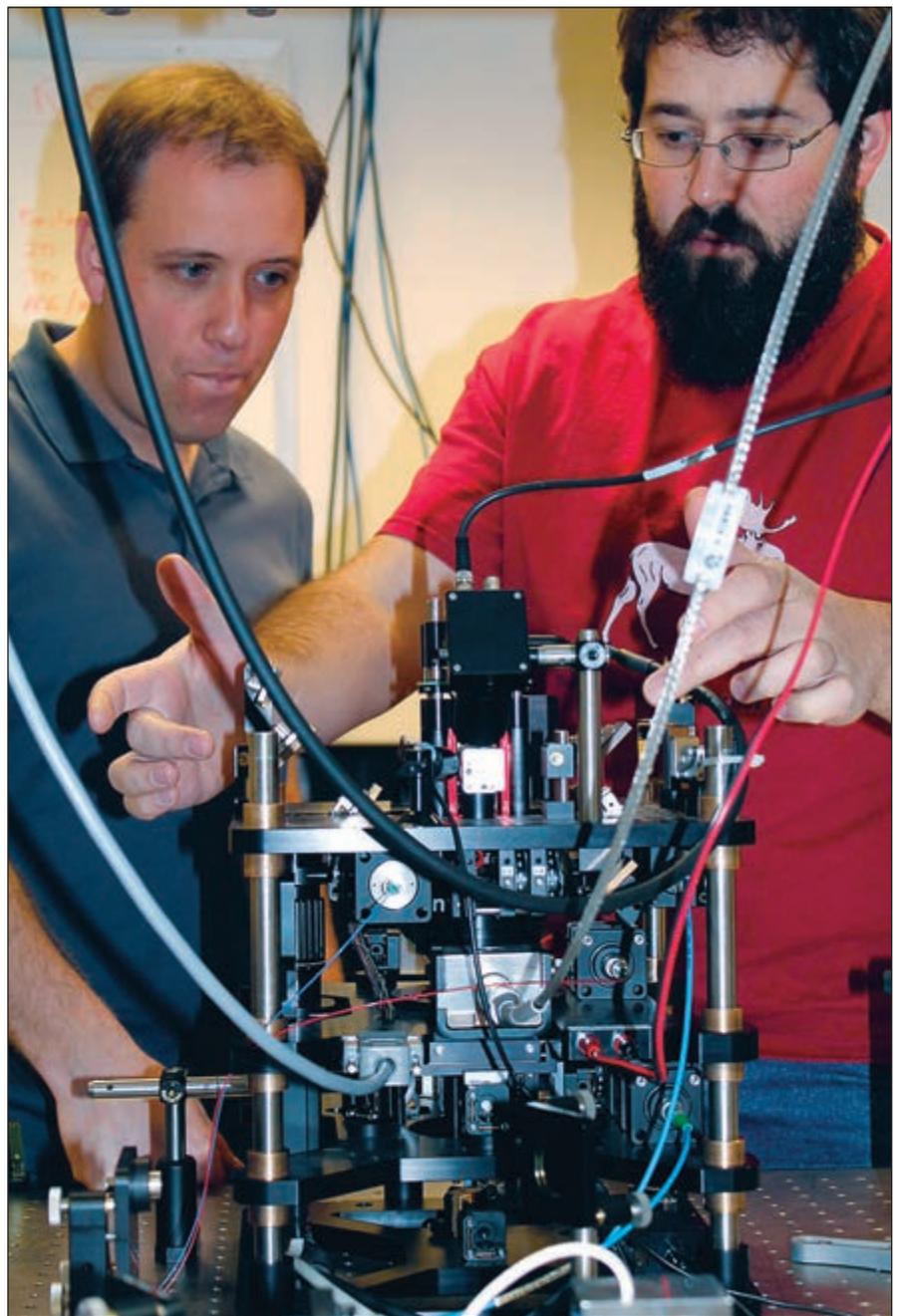


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COURTESY COLDQUANTA INC.

ColdQuanta Inc. physicists Daniel Farkas, left, and Evan Salim discuss the company's RuBECi vacuum device that is used to make Bose-Einstein condensate, a physical substance that exists near absolute zero, which is 459.67 degrees below zero Fahrenheit.

For ColdQuanta's team, ultracold matter matters

BY BETH POTTER
bpotter@bcbr.com

BOULDER — Workers at ColdQuanta Inc. believe that “ultracold” atom technology created with a device made by the company will be used in a variety of common applications in the future.

from the technology, Salim said, as could the magnetic resonance imaging, or MRI, machines used to scan patients.

“Ultracold” matter — in this case using rubidium — goes by the formal term Bose-Einstein condensate, a state of matter that exists near absolute zero, a physical substance that exists near absolute zero, which is 459.67 degrees below zero Fahrenheit.

The Boulder-based company recently made a vacuum device it calls the RuBECi, which simplifies the process of creating the ultracold matter in a commercial setting. Before now, Bose-Einstein condensate had only been created at universities and government research labs.

“We make systems that are easier to use and more compact. The advantage of making it small and easy to use, is that it's now something potentially useful for applications where

► See **ColdQuanta, 9A**

DISCOVERIES

The technology may be used in inertial sensing devices that change a smartphone screen from vertical to horizontal, according to Evan Salim, a scientist at Boulder-based ColdQuanta. Or it can be used in submarine navigation devices and other navigation instruments, he said.

Magnetic field applications, which are used to figure out where to drill for oil or mine for minerals, could benefit



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LIEF from 5A

portion of our alumni report that within six months of graduating, they are employed in jobs that they really want to be in," Lief said.

According to Naropa's website, 73 of the school's undergraduates and 82 percent of its graduate students find jobs in their field of study within six months of graduation.

For the 2012-13 school year, Naropa lists 402 undergraduate students and 617 graduate students. Undergraduate tuition for the year is \$26,360, less than a 1 percent increase from last year, with 69 percent of undergraduate students receiving some kind of financial aid.

Lief said that keeping tuition increases to a minimum and raising

money for scholarships are two of his top priorities.

"I believe that we provide a great value, but it is still an expensive journey for students," he said. "It's important that they feel their time here was well spent."

One way he hopes to do that is by broadening Naropa's offerings to include new degree programs for online and distance learning.

"Although we want students here as part of our community for at least some of their time, there are all kinds of new platforms for delivering education," Lief said. "It's about striking that balance."

Lief also hopes to reach out to the

nondegree-seeking public by expanding Naropa's continuing education and extended studies programs.

"I'm looking for us to become much more engaged with the local community by collaborating with businesses, nonprofits, government organizations and other community leaders," Lief said.

Lief also asserted his commitment to keeping Naropa in Boulder. In May 2011, school officials announced that they were beginning a search for a site to consolidate Naropa's three Boulder campuses, a task they said could move the university out of Boulder altogether. Lief said that will not be the case.

"We would like to find a way to

consolidate, and that is complicated when there are limited development opportunities," Lief said. "But we have been committed here since 1974 and have no intention to leave. Part of Naropa's strength comes from having the Boulder community to draw from, and we don't take that for granted."

In addition to his service to Naropa, Lief has served as managing partner at Colorado law firm Roper, Lief, Mains and Cobb; first president of Greyston Foundation, a New York-based nonprofit that offers housing for homeless families and those affected by HIV and AIDS; and principal in a real estate development group in Vermont.

COLDQUANTA from 8A

size matters, like an airplane or a submarine or a spaceship," Salim said. "We have taken the complexity out of producing states of ultracold matter."

ColdQuanta sells its devices for \$20,000 to \$500,000, said Seema Hess, a company spokeswoman. Prices range widely based on what additional equipment is used on the device, including cameras and lasers. Lasers needed to help the device operate are sold separately, Hess said.

The device uses laser beams and magnetic fields to cool atoms, slow them down and trap them to a point where classical physics is "no longer sufficient to describe what's happening to the atom," Salim said.

Other research applications include quantum simulators, which are used to study how various materials react to extremely hot and extremely cold temperatures, Salim said. Defense-related research has focused on cryptography that can be helped with applications from the device. Universities also may be interested in buying the devices to give students a chance to conduct modern experiments in physics, Salim said.

While other companies are building instruments that can achieve Bose-Einstein condensate, ColdQuanta's device is the first one available commercially, according to Rainer Kunz, the company's chief executive. The company also makes and sells related materials.

Bose-Einstein condensate was first created by University of Colorado scientists Eric Cornell and Carl Wieman, who received Nobel prizes for their work in 2001. ColdQuanta was founded in 2007 to commercialize work at CU to develop streamlined devices for Bose-Einstein experiments. ColdQuanta has a licensing agreement with the university to commercialize the technology.

ColdQuanta added seven new employees in 2012, growing to 17 people, Hess said. The company in May said it received more than \$1 million in contracts from the U.S. Navy and NASA related to the technology. Research into ultracold matter has taken off throughout the world since Cornell and Wieman first announced results of their work.

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Bank president, economist bullish on Boulder

New Wells Fargo market president Sam Inman is upbeat about Boulder's reputation — and his new role to play in it.

Wells Fargo's clients locally continue to improve their cash-flow situations and buy new real estate and equipment, Inman said. Commercial and residential real estate values continue to improve.

Barring any unforeseen circumstances, 2013 is expected to be a better year than 2012 for everybody, he said.

San Francisco-based Wells Fargo has more than \$1.4 trillion in assets. It is ranked the No. 1 financial institution in Boulder County and has 14 branches in the region.

Inman held numerous roles at Wells Fargo in the past 12 years before coming to Boulder.

Magnetic metrics

When it comes to economic recovery news, both Boulder County and Colorado are doing better in the short-term than are most other places in the nation, according to Brian Lewandowski, a research associate in the business research division at the Leeds School of Business at the University of Colorado-Boulder.

One key metric in the regional economy: More people are moving into Colorado than are moving out of the state — and that keeps the real estate market stable, Lewandowski said.

Other key metrics include employment and retail sales. As previously reported, employment in the

Denver/Boulder metropolitan statistical area numbered 1,419,800 jobs in December, 0.6 percent below its previous peak in April 2008, based on preliminary data from the federal Bureau of Labor Statistics, Lewandowski said.

FirstBank sees growth

Business grew in 2012 at FirstBank Holding Co.'s 13 local branch locations.

The bank has seven branches in Boulder and six in Broomfield. FirstBank's Boulder-Broomfield market reported a 23 percent increase in bank assets for 2012, growing to \$355.9 million on Dec. 31, from \$289.3 million



BANK NOTES
Beth Potter

for 2011, according to the bank's year-end earnings report.

Bank deposits increased 14.7 percent to \$634.2 million from \$552.9 million for the year before. Loans grew 23.6 percent to \$345.6 million from \$279.5 million in 2011.

In addition, FirstBank was named a top workplace in the nation in a third-party employee survey done by Workplace Dynamics in Exton, Pennsylvania. FirstBank, based in Lakewood, is the largest locally owned banking organization in Colorado, serving more than 600,000 customers.

Guaranty county's No. 2

In a separate ranking recently, Guaranty Bancorp in Denver was recognized as the second-largest Colorado-based bank in Boulder County by deposits: \$252.9 million.

SNL Financial, a global company with offices in Boulder, crunched the numbers from the Federal Deposit Insurance Corp. to come up with that ranking.

Guaranty has four local bank branches.

Guaranty has moved in to its new downtown Boulder branch at 1300 Walnut St., which features drive-up lanes, a 24-hour drive-up ATM and new Saturday hours to support its growth in the market, said Jody Soper, a bank spokeswoman.

Rewards for savings

Local U.S. Bank savings account customers have received \$83,500 in rewards from a program in force in Boulder since 2010.

In all, customers saved about \$14.5 million in the savings account program Savings Today and Rewards Tomorrow put on by parent U.S. Bancorp (NYSE: USB) in Minneapolis. U.S. Bank has 14 local branches.

For each customer's initial efforts to save \$1,000, U.S. Bank would give him or her a \$50 bank Visa rewards card. Customers who kept the money in their accounts for a year earned another \$50 rewards card.

U.S. Bancorp is the fifth largest commercial bank in the United

States with \$354 billion in assets at the end of 2012.

Sanitas Fund launched

Wealth management firm Crestone Capital Advisors LLC in Boulder has launched the new Sanitas Fund, with 48 investors investing a total of \$44.3 million. The financial instrument, a hedge-fund pooled fund, is still open to qualified investors, said Barry Neumann, a Crestone spokesman. Those interested in investing in the fund must put in at least \$500,000.

Crestone has about \$900 million under management, Neumann said.

SBA helps with bidding

If you have a construction or service business and are bidding on government contracts, a new Small Business Administration program may help.

The new surety bond guarantee program more than triples the amount your business can be covered for public and private contracts — to \$6.5 million from \$2 million.

The guaranty program can help a small business that would otherwise be unable to gain bonding in the marketplace, Karen Mills, SBA administrator, said in a press statement from SBA. Helping small businesses helps spur economic growth, Mills said.

More information is online at www.sba.gov/osg/.

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

EXCHANGE from 3A

will not be able to receive individual federal subsidies. Details about how the subsidies are expected to work are online at <http://www.kff.org/healthreform/7962.cfm>.

Who must use the exchange?

No one is required to use the exchange. However, small businesses and individuals can only receive federal tax subsidies if they sign up for insurance through the exchange, Sugden said.

How much is the tax subsidy for health insurance coverage for small businesses?

Employers with 25 or fewer employees who make an average of \$50,000 or less per employee can receive up to a 50 percent tax subsidy for their contributions to an employee health plan.

Employers with the fewest employees and the lowest average salaries will benefit the most from the federal tax subsidies. A Small Business Tax Credit Calculator to help you get a better idea of how it will work is online at <http://www.getcoveredco.org/Resources/Small-Businesses>.

How much is the tax subsidy for

health-insurance coverage for individuals?

Tax subsidies will be set based on a person's income level, his or her location and age. Subsidies will be greater for older Coloradans. A single person making from 133 percent to 400 percent of the federal poverty level will be eligible for a tax subsidy, Sugden said. A person making less than 133 percent of the federal poverty level will be covered by Medicaid, he said. The 133 percent-of-federal-poverty-level amount is about \$13,000 for a single person.

An example from the U.S. Treasury Department: A family of four with an income of \$50,000 would be expected to pay no more than \$3,570 toward health insurance, under new rules. If a health insurance plan on the exchange turns out to cost \$9,000, then the family's subsidy would be \$5,430 (\$9,000 – \$3,570).

Will the exchange fix prices?

No. Health-insurance plans available inside and outside the exchange will cost the same. The exchange is the only place where you can receive tax subsidies, however, Sugden said. Health-insurance carriers in Colorado will contribute to a pool so that

EMPLOYERS WITH THE FEWEST EMPLOYEES

and the lowest average salaries will benefit the most

from the federal tax subsidies. A Small Business

Tax Credit Calculator to help you get a better idea

of how it will work is online at

<http://www.getcoveredco.org/Resources/Small-Businesses>.

those who take on more risk with less healthy people will be able to receive subsidy amounts from carriers who have a more healthy customer population.

What if you don't understand how to use the online exchange?

Online "navigators" will be available to help by phone. The "navigators" will be people who work in county health departments across the state.

How do you receive the tax subsidies?

The tax subsidy on health-insurance premiums bought through the exchange can be received every month starting Jan. 1, 2014. Subsidies also can be received through tax returns filed at the end of the year. Business

tax credits related to health insurance coverage already went into effect in 2010, Sugden said. Business owners apply for those tax credits when they file their annual tax returns.

What health-insurance plans will qualify for the exchange?

The Colorado Division of Insurance has set guidelines for qualified health-insurance plans that will be placed on the exchange. About 10 insurance carriers — including major carriers such as Blue Cross Blue Shield — are expected to submit plans, although no specific plans have been submitted, yet. Plans can include special pediatric care, dental coverage, eye exams, rehabilitative care and other special coverages.

REAL ESTATE & CONSTRUCTION

15A | Commercial Property Sales

17A | Commercial Vacancy Rates

Proposed building's fate still unclear

*Zoning rules,
public dissent
cloud future*

BY CLAYTON MOORE
news@bcbr.com

BOULDER — The fate of a proposed four-story, mixed-use building in downtown Boulder's densest business district remains unresolved.

Following a spirited Jan. 24 debate over the project's merits and shortcomings at the public hearing and concept plan review in front of the Boulder Planning Board, the project's legal path to progress remains murky.

The project, called Colorado Building West, was submitted by W.W. Reynolds Cos.' partner Jeff Wingert under the auspices of the entity Aplaza LLC. The preliminary concept package filed with the planning department calls for a 55,400-square-foot office building fronting 13th and Walnut streets. The proposal, with architectural renderings by Denver-based Shears Adkins + Rockmore architects, includes integrated ground-floor retail space, below grade parking and a surface parking lot.

The developers are proposing to create interior connections between a new building and the 50-year-old Colorado Building located at 1919 14th St. in downtown Boulder by eliminating the surface parking lot between the Colorado Building and historic properties on nearby 13th Street.

Here's where it gets tricky. Although the proposed project is located in the densest zoning district



DOUG STORUM

Developers are proposing to create interior connections between a new building and the 50-year-old Colorado Building located at 1919 14th St. in downtown Boulder by eliminating the surface parking lot between the building and historic properties on nearby 13th Street.

in Boulder, Downtown Five (DT-5), the city's zoning rules still apply. Their maximum allowable floor area ratio, or FAR — defined as the ratio of the floor

area of a building to the area of the lot on which the building occupies — is 2.7. The eight-story, 74,000-square-foot Colorado Building, already at its

FAR capacity, creates a mathematical incongruity that disrupts the zoning rules of the district.

"It's a little bit complicated," admitted senior planner Elaine McLaughlin with the city of Boulder. "The

“The Colorado Building is very different from its neighbors as a high-rise anomaly in downtown Boulder.”

Elaine McLaughlin
SENIOR PLANNER,
CITY OF BOULDER

applicant would like to subdivide the property so that the Colorado Building sits on its own property and remains an existing anomaly. But, if they subdivide it so it doesn't impact the floor area of the remainder of the site, the Colorado Building then creates a much higher intensity than allowed by code."

The only option open to the developers would be to apply for a special ordinance to be passed by the Boulder City Council to allow the Colorado Building to exceed those rules. While it is an infrequently used solution, it's not unheard of, McLaughlin said.

"Typically, when we permit ordinances like this, it's usually quite an unusual circumstance," she said. "In this case, the Colorado Building is very different from its neighbors as a high-rise anomaly in downtown Boulder."

Yet another obstacle emerged during the planning staff's analysis of the project. The 1300 block of Walnut is comprised of six lots. Two are occu-

► See **Building, 15A**



COURTESY THISTLE COMMUNITIES

An architectural rendering shows one of the "affordable" homes being built at 1000 Rosewood in North Boulder. The 18-home development is a partnership between Allison Management LLC and Thistle Communities, with nine of the homes available at market value and nine offered through the city of Boulder's permanently affordable home ownership program.

Thistle builds mixed-income housing at base of foothills

BY HEATHER McWILLIAMS
news@bcbr.com

BOULDER — In the shadow of the sloping foothills towering to the west and just a short walk from the burgeoning retail center a block to the east, groundbreaking is under way on one of the newest housing developments in North Boulder.

The 18-home development, called 1000 Rosewood LLC, will include 16

single-family homes and one duplex. The development is a partnership between Allison Management LLC and the Thistle Communities, with nine of the homes available at market value and nine offered through the city of Boulder's permanently affordable home ownership program.

"The goal is to develop affordable homes in Boulder ... with a focus on mixed-income communities for

► See **Housing, 16A**

BUSINESS REPORT LIST RESIDENTIAL PROPERTY-MANAGEMENT FIRMS

(Companies in Boulder and Broomfield counties ranked by total number of local units managed.)

RANK	Company	Total no. of units Occupancy rate	Products/Services	Major buildings under management	Person in charge Year founded Website
1	COUNTRYSIDE ASSET MANAGEMENT 7490 Clubhouse Road, Suite 201 Boulder, CO 80301 303-530-0700/303-530-0217	9,909 96%	Apartment communities, office buildings, homeowner associations, asset and property management.	Apartments: Argyle at Willow Springs, Chateau, Fox Ridge, Glen Lake, Victoria Inn, Habitat, Harper House, Kimberly Court, The Shores, Thistle Sage, Flatiron View.	John Jordan Moritz, co-president Chris Geer, co-president 1968 www.csamc.com
2	HAST & COMPANY 525 Canyon Blvd. Boulder, CO 80302 303-444-7575/303-447-8864	4,271 100%	Professional residential, commercial and homeowner association management, brokerage and consulting.	Kensington, Marine Park, Horizon West, Wimbledon, Two Mile Creek, The Shores, Fountain Greens, Lake Arbor Fairways, Gold Run.	Thomas D. Hast, broker, president, C.P.M. 1979 www.hast.com
3	HUDSON REAL ESTATE CO. 1200 28th St. Boulder, CO 80303 303-442-6380/303-442-4505	3,139 N/A	Property management.	Apartments and homeowner associations; also does business in Wyoming.	Lynn Wing, owner 1966 www.hremanagement.com
4	MOCK PROPERTY MANAGEMENT CO. 825 S. Broadway, Suite 200 Boulder, CO 80305 303-497-0670/303-497-0666	2,400 100%	Rentals, property management, homeowner associations.	Various apartment complexes in Boulder and Longmont office buildings	Bruce Mock, president 1966 www.mockpm.com
5	FOUR STAR REALTY & PROPERTY MANAGEMENT INC. 1938 Pearl St., Suite 200 Boulder, CO 80302 303-440-8200/303-443-1440	1,600 100%	Leasing, management, maintenance, financial reporting and investment property, sales/acquisition.	Residential single-family homes, townhomes, condos and small multiple units. More than 1,600 units managed in the Boulder County and Denver area.	Phil Swan, president, owner 1986 www.fourstarrealty.com
6	PROPERTY MANAGEMENT PLUS REALTY LLC 421 21st St., Suite 14 Longmont, CO 80501-2708 303-772-5812/303-772-4005	850 98%	Place qualified tenants into apartments, homes, townhomes and duplexes.	Single-family homes, multiplex apartments, duplexes. Handles all units small to large. Specializes in residential rentals, no homeowner association management.	Karen Epperson, co-owner 1992 http://pmprealty.com
7	BOULDER PROPERTY MANAGEMENT CORP. 1100 28th St., Suite 100 Boulder, CO 80303 303-473-9559/303-473-9614	786 100%	Student and professional housing, leasing, maintenance, financial reporting and customer service.	Colorado Place, College Place, Wimbledon Condos, Gregory Creek, Valencia Gardens, Phoenix Apartments, The Meadows.	Jared Minor, CEO, owner 1994 www.bpmco.com
8	MOLLENKOPF PROPERTY MANAGEMENT P.O. Box 7472 Boulder, CO 80306-7472 303-335-9676	773 100%	Manages the needs of small-homeowners associations located in Boulder. Specializes in supporting mixed-use downtown properties as well as multi-family housing.	The Walnut, The Lofts at One Boulder Plaza, 1155 Canyon	Greg Mollenkopf, president 2009 www.BoulderHOA.com
9	ROBERT DREW PROPERTY MANAGEMENT INC. 934 Snowberry St. Longmont, CO 80503 303-485-9818/303-485-7655	733 100%	Manages homeowner associations and small rental properties. Not taking on any new clients at present.	Homeowner associations.	Robert Drew, owner 1985 www.rdpminc.com
10	FOWLER PROPERTY MANAGEMENT 2400 28th St. Boulder, CO 80301 303-443-6064	400 99%	Apartments, condominiums, townhomes, single family homes, homeowner associations.	Gold Run Condominiums, Grand Canyon Apartments, Marble Apartments.	Dan Fowler, owner 1967 www.fowlerrentals.com
11	ALERT REALTY & INVESTMENT CO. 1132 Francis St. Longmont, CO 80501 303-776-5156/303-776-7576	300 99%	Full-service residential property management.	Single-family homes, duplexes, triplexes. small apartments,condos	Bryan Potter, broker 1980 www.alertrealty.net
12	POINT WEST PROPERTIES 608 Pearl St., Suite A Boulder, CO 80302 303-447-1502/303-447-2129	260 100%	Commercial and residential management; leasing and sales; student housing.	Multiple small properties.	Steven O'Donnell, broker 1989 www.curent.com
13	RENT BOULDER NOW.COM 650 S. Lashley Lane Boulder, CO 80305 303-494-1323/303-494-9639	250 100%	Residential property rentals.	Canyon Club, St. Moritz, Harvard Park, Decalogue, Park Mesa, Casas Adobes, Marine Street Apartments.	Charles Rahe, owner 1972 www.rentbouldernow.com
14	BOWERMAN REAL ESTATE SERVICES INC. 1790 30th St., Suite 232 Boulder, CO 80301 303-442-7474/303-442-5124	220 95%	Homes, townhomes, condominiums.	2145 Goss St., 2210 Walnut St.	T.K. Bowerman, owner 1985 www.bowermanre.com
15	ROBERTS & SONS LLC 7920 Grasmere Drive Boulder, CO 80301 303-581-9937/303-530-5237	220 100%	Property management, home sales and city of Boulder rental license inspection Smart-Regs services.	All residences.single family home duplex condos townhouses	Jeanne Roberts, owner 1977 www.robertsandsons.com
16	OMNIBUS GROUP INC. 2885 Aurora Ave., Suite 21 Boulder, CO 80303 303-444-2611/303-440-8840	200 100%	Professional property management, homeowner associations, apartments.	Maple Creek Apartments.	Sal Ciricione, owner, broker 1965 www.theomnibusgroup.com
17	PHOENIX REALTY & PROPERTY MANAGEMENT INC. 102 E. Cleveland St., Suite 200 Lafayette, CO 80026 303-666-4300/303-665-9154	150 100%	Property management and real estate.	Individual units and homes.	Michelle Irons, owner, president 1986 www.phoenixrealtyinc.com
18	MATRIX REAL ESTATE 1942 Broadway, Suite 314 Boulder, CO 80302 303-447-1500/303-447-1511	120 100%	Professionally staffed reception area, two conference rooms, T1 lines, phone services and staff, copier, fax, mail and UPS/FedEx, full kitchen, workout room.	The Holly, Boulder Creek Apartments.	Amy Alexander, broker 1984 www.matrixre.com
19	PERSONALIZED MANAGEMENT SERVICES 5757 Central Ave., Suite 205 Boulder, CO 80301 303-998-0754/303-544-1411	100 100%	Consulting and management for residential income properties in Boulder and Broomfield counties.	Single-family homes, condos, townhomes and four- to 15-unit apartment buildings.	Scott Henderson, owner 1975 www.ColoradoRentalServices.com
20	TURNER REALTY OF LONGMONT 425 Coffman St. Longmont, CO 80501 303-776-1105/303-776-2082	100 99%	Property management, multifamily management, real estate, water sales, commercial management, industrial sales, farms and ranches and 1031 exchanges.	N/A	Arnold Turner, president Darrel Turner, vice president, managing broker 1962 www.turnerrealtyoflongmont.com
21	BORG REAL ESTATE 236 Pearl St. Boulder, CO 80302 303-449-1010/303-449-6087	87 100%	Real estate sales with buyer/seller representation. Full-service property management of income property and single-family houses.	Borg building.	Ed Borg, broker 1984 www.borghomes.com
22	ASPEN MANAGEMENT LLC 5757 Central Ave., Suite 205 Boulder, CO 80301 720-473-6440	47 100%	Management services for residential and commercial rental property.	N/A	Weston Baur, president 2010 www.aspen-mgmt.com
23	STAUFER TEAM REAL ESTATE 950 Spruce St., No. 1B Louisville, CO 80027 303-664-0000/303-664-0007	42 100%	Buying, selling, residential property management.	Single-family homes.	Rise Stauffer, broker, owner Richard Stauffer, broker, owner 2005 www.stauferteam.com
24	FULL SERVICE REAL ESTATE INC. 107 S. Public Road Lafayette, CO 80026 720-690-9506/720-565-6686	12 97%	Provides a full range of rental properties for Boulder and Weld counties and the Denver area, in addition to listing and selling property.	Full range of rental properties for Boulder and Weld counties and the Denver area.	John Braswell, owner 1993 www.fsbosp.com

Researched by Mariah Gant

N/A: not available.

Source: Business Report Survey

TOP 10 OFFICE LEASES IN BOULDER AND BROOMFIELD COUNTIES

Oct. 1 to Dec. 31, 2012

Tenant	Square Footage	Address	Listing / Selling Agency - Broker(s)
1 FreeWave Technologies Inc.	45,206	5395 Pearl Parkway Boulder	Ronan Truesdale, Keys Commercial; Chad Henry and Nate Litsey, W.W. Reynolds Cos.
2 Cochlear	14,537	5445 Airport Blvd. Boulder	Chad Henry and Nate Litsey, W.W. Reynolds Cos
3 MMA Design LLC	10,027	2425 55th St. Boulder	Hunter Barto, Dean Callan & Co.; Scott Garell, Newmark Knight Frank Frederick Ross; Mark Casey, Tenant Wisdom
4 Craftworks Restaurants and Breweries Inc.	9,788	8001 Arista Place Broomfield	Alex Hammerstein, Marty Knape, CBRE; Don, Misner, Joe Heath, Jones Lang LaSalle
5 Sage Electrical Engingerring	9,600	1500 Kansas Ave. Longmont	Dryden Dunsmore, Dean Callan & Co.; Etkin Johnson
6 MinuteKey Inc.	8,267	4760 Walnut St., No. 105 Boulder	Andrew Freeman, Freeman Myre; Chad Henry, Nate Litsey, W.W. Reynolds
7 CareKinesis Inc. Translations	7,748	5303 Spine Road Boulder	Becky Callan Gamble, Dean Callan & Co.; Brian Bair, Trent Rice, NAI Shames Makovsky
8 Newton Running Co. Inc. Co. Inc.	6,517	1919 14th St., No. 100 Boulder	Chad Henry and Nate Litsey, W.W. Reynolds Cos.
9 PanTheryx Inc.	5,793	5480 Valmont Road, No. Boulder	Tebo Development Co.; Gibbons-White
10 JR Holdings LLC	5,553	1881 9th St., Boulder	Becky Callan Gamble, Hunter Barto, Dean Callan & Co.; Ronan Truesdale, Keys Commercial

Source: Survey of commercial real estate firms

TOP 10 INDUSTRIAL LEASES IN BOULDER AND BROOMFIELD COUNTIES

Oct. 1 to Dec. 31, 2012

Tenant	Square Footage	Address	Listing / Selling Agency - Broker(s)
1 Sierra Nevada Corp.	49,400	315 CTC Blvd., Louisville	Chris Boston, Gibbons-White Inc.
2 Claremont Foods LLC	18,200	500 Burbank St., Broomfield	Erik Abrahamson, CBRE
3 Deuter USA Inc.	17,107	1200 S. Fordham St., Longmont	Scott Garell, Newmark Knight Frank Frederick Ross; Becky Callan Gamble, Hunter Barto, Dryden Dunsmore, Dean Callan & Co.; Dustin Whistler, Forte Commercial
4 Boulder County Bombers LLC	10,935	455 Weaver Park Road, Longmont	Tebo Development,
5 Ionex Research Corp.	7,623	7070 W. 117th Ave., Broomfield	Craig Ockers, The Colorado Group; Chris Ball, Cassidy Turley Colorado
6 Upslope Brewing Co.	5,000	1898 S. Flatiron Court, Boulder	Scott Garell, Newmark Knight Frank Frederick Ross; Becky Callan Gamble, Hunter Barto, Dryden Dunsmore, Dean Callan & Co.; Brady Alshouse, Jones Lang LaSalle
7 Recycoil LLC	3,080	8820 W. 116th Circle, Broomfield	Erik Abrahamson, CBRE
8 Epic Fulfillment Inc.	3,078	1721 Boxelder St., Louisville	Jessica Cashmore, Neil Littmann, The Colorado Group
9 Siva Therapeutics Inc.	2,426	5535 Central Ave., Boulder	Alex Hammerstein, Marty Knape, CBRE; Scott Garell, Newmark Knight Frank Frederick Ross; Becky Callan Gamble, Hunter Barto, Dryden Dunsmore, Dean Callan & Co.
10 Boulder Organics LLC	1,400	686 S. Arthur St., Louisville	Hunter Barto, Dean Callan & Co.

Source Survey of commercial real estate firms

TOP 10 RETAIL LEASES IN BOULDER AND BROOMFIELD COUNTIES

Oct. 1 to Dec. 31, 2012

Tenant	Square Footage	Address	Listing / Selling Agency - Broker(s)
1 CrossFit Sanitas	9,862	2525 Arapahoe Ave., No. E60, Boulder	Susan Cantwell, Gart Properties; Dan Ferrick, Michael-Ryan McCarty, Gibbons-White Inc.
2 Grillerz	3,650	300 W. South Boulder Road, Boulder	Tebo Development
3 Satellite Board Shop and Installation Shoe Gallery	3,472	2835 Pearl St., Boulder	Michael Bittner, Bittner Commercial Advisors; Lynda Gibbons, Angela Topel, Gibbons-White Inc.
4 Island Farm	3,350	1120 Pearl St., Boulder	Lynda Gibbons, Annie Lund, Angela Topel, Gibbons-White Inc.
5 Jaipur Indian Restaurant	3,319	1800 Broadway, No. 160, Boulder	Chad Henry, Nate Litsey, W.W. Reynolds Cos
6 India Market	2,400	3044 28th St., Boulder	Tebo Development
7 Little Buddha Imports	2,200	1138 13th St., Boulder	Michael-Ryan McCarty, Gibbons-White Inc.
8 Earthbound Trading Co.	1,783	935 Pearl St., Boulder	Lynda Gibbons, Annie Lund, Angela Topel, Gibbons-White Inc.
9 Holzman Enterprises, dba Great Clips	1,745	607E S. Broadway, Boulder	Chris Cook, Sullivan Hayes; Chad Henry, Nate Litsey, W.W. Reynolds Cos.
10 Goodwill Industries	1,500	3043 Walnut St., Boulder	Rich Otterstetter, Crosbie Real Estate Group; Chad Henry, Nate Litsey, W.W. Reynolds Cos.

Source: Survey of commercial real estate firms

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BUSINESS REPORT LIST ENGINEERING FIRMS

(Firms in Boulder and Broomfield counties ranked by revenue.)

RANK	Company	Revenue 2012 Revenue 2011	Engineers Employees-Local Worldwide	Type engineering	Services	Phone Headquarters	Year founded Website
1	MWH GLOBAL INC. 380 Interlocken Crescent, Suite 200 Broomfield, CO 80021	\$1,545,399,000 \$1,483,954,000	2,3991 611 8,000	Civil, structural, geotechnical, environmental and water resource engineering.	Provides water, wastewater, energy, natural resource, program-management, consulting and construction services to industrial, municipal and government clients.	303-533-1900 Broomfield	Alan J. Krause, chairman and CEO 1945 www.mwhglobal.com
2	THE S.M. STOLLER CORP. 105 Technology Drive, Suite 190 Broomfield, CO 80021	\$125,000,000 \$160,032,000	10 70 N/A	Environmental.	Technical consulting and engineering.	303-546-4300 Broomfield	Nicholas Lombardo, president 1959 www.stoller.com
3	SHORT ELLIOTT HENDRICKSON INC. 4840 Pearl East Circle, Suite 200W Boulder, CO 80301	\$85,000,000 \$82,000,000	2 3 550	Civil.	Designs civil, municipal, transportation, airport and public facilities. Architecture, environmental.	303-441-5400 Minneapolis	Philip Weisbach, principal 1928 www.sehinc.com
4	COLLINS ENGINEERS INC. 4875 Pearl East Circle, Suite 201 Boulder, CO 80301	\$35,300,000 N/A	141 8 N/A	Civil.	Civil engineering for commercial, municipal, institutional and residential customers. Full- service project and construction management and surveying.	303-447-0090 Chicago	Bryant Walters, regional manager 1979 www.collinsengr.com
5	AIR COMM CORP. 3330 Airport Road Boulder, CO 80301	\$20,000,000 N/A	15 90 96	Aerospace.	Climate-control systems for civil and military aircraft.	303-440-4075 Boulder	Keith Steiner, president 1987 www.aircommcorp.com
6	HYDE ENGINEERING + CONSULTING INC. 6260 Lookout Road, Suite 120 Boulder, CO 80301	\$18,000,000 \$15,870,000	100 25 175	Biopharmaceutical, biofuels, bioprocess and other controlled industries.	Engineering, commissioning and qualification of equipment and clean utility systems.	303-530-4526 Boulder	John M. Hyde, chairman, founder 1993 www.hyde-ec.com
7	LIGHTNING ELIMINATORS & CONSULTANTS INC. 6687 Arapahoe Road Boulder, CO 80303	\$7,339,826 \$6,519,823	2 28 29	Electrical, mechanical and architectural.	Lightning protection, grounding and surge protection design, solutions, equipment and systems based on charge transfer technology.	303-447-2828 Boulder	Avram Saunders, president and CEO 1971 www.lightningprotection.com
8	JVA INC. CONSULTING ENGINEERS 1319 Spruce St. Boulder, CO 80302	\$7,000,000 N/A	31 65 N/A	Structural, civil, environmental.	Structural, civil, and environmental engineering services for public, commercial and renovation projects of schools, resorts, commercial and civic, residential and historic structures.	303-444-1951 Boulder	Thomas Soell, president 1956 www.jvajva.com
9	TIMBERLINE MECHANICAL SYSTEMS 3195 Sterling Circle, Suite 150 Boulder, CO 80301	\$3,500,000 \$3,000,000	1 21 N/A	N/A	Provider of commercial and industrial heating, ventilation, air conditioning and refrigeration (HVACR) services.	303-258-3589 N/A	John Kuepper, member 2003 www.timberlinemechanical.com
10	BOULDER IMAGING INC. 1500 Cherry St., Suite C Louisville, CO 80027	\$3,300,000 \$4,500,000	15 30 N/A	N/A	Machine vision systems capturing video imagery from multiple camera/sensor inputs and process and analyze data in real-time.	303-604-2368 Louisville	Carlos Jorquera, CEO Don Mills, President, COO 1995 www.boulderimaging.com
11	ANCO ENGINEERS INC. 1965-A 33rd St. Boulder, CO 80301	\$3,200,000 \$2,000,000	5 11 N/A	Structural, mechanical.	Testing of materials, equipment and structures: seismic and vibration testing and analysis; custom vibration test systems; servo-electric and hydraulic shake tables and energy management consulting.	303-443-7580 Boulder	Paul Ibanez, president 1971 www.ancoengineers.com
12	ATKINSON-NOLAND & ASSOCIATES INC. 2619 Spruce St. Boulder, CO 80302-3808	\$2,700,000 N/A	4 9 9	Structural.	Evaluation of existing and historic masonry structures utilizing nondestructive and material tests, design of repair and rehabilitation plans, structural analysis, forensic engineering, etc.	303-444-3620 Boulder	Michael P. Schuller, president 1975 www.ana-usa.com
13	SPORIAN MICROSYSTEMS INC. 515 Courtney Way, Suite B Lafayette, CO 80026	\$1,500,000 N/A	2 12 N/A	Mechanical, electrical, materials science.	Provides novel sensors, microelectromechanical systems (MEMS) design and packaging services.	303-516-9075 N/A	Brian Schaible, president Michael Usrey, vice president 2000 www.sporian.com
14	BELT COLLINS WEST LTD. 4999 Pearl East Circle, Suite 100 Boulder, CO 80301	\$1,201,955 \$1,374,275	3 8 129	Water resource, civil engineering.	Drainage and flood control modeling and design; utility design including stormwater, sanitary and water, road design, construction management, landscape architecture and urban design.	303-442-4588 Honolulu, Hawaii	David J. Love, president; principal engineer 1985 www.beltcollins.com
15	CIVILARTS INC. 1860 Lefthand Circle, Suite A Longmont, CO 80501	\$1,000,000 \$1,000,000	2 13 N/A	Civil engineering and land surveying.	Civil engineering design for grading and drainage, utility infrastructure, streets, parking and platting. Boundary and Alta surveys, design mapping and subdivision platting.	303-682-1131 Longmont	Frank N. Drexel, president 1994 www.civilarts.us
16	STUDIO NYL STRUCTURAL ENGINEERS INC. 2995 Baseline Road, Suite 314 Boulder, CO 80303	\$836,225 \$560,000	5 9 9	Structural engineering and facade consulting services.	Structural design of building structures including educational, institutional, commercial, residential, historic and structural glass. Design of facade systems including thermal and moisture analyses.	303-558-3145 Boulder	Chris O'Hara, co-founder Julian Lineham, co-founder 2004 www.studionyl.com
17	PARK ENGINEERING CONSULTANTS 420 21st Ave. Longmont, CO 80501	\$500,000 N/A	2 4 N/A	Civil.	Civil engineering, land development, drainage, utilities, surveying.	303-651-6626 Longmont	Donald Park, owner 1986 www.parkengineering.qwestoffice.com
18	LOPEZ SMOLENS ASSOCIATES LTD 2400 Central Ave., Suite A-1 North Boulder, CO 80301	\$270,000 N/A	3 5 N/A	Structural, architectural, forensic.	Structural design of buildings and all types of structures. Observation and investigation of existing buildings and construction.	303-447-2813 Boulder	Henry Lopez, principal engineer Jonathan Smolens, principal 1984 www.lopezsmolensengineers.com
19	SUSTAINABLY BUILT LLC 1720 15th St. Boulder, CO 80302	\$175,000 \$162,000	0 3 N/A	Mechanical systems design.	Green building consultants. Mechanical systems design/sizing, energy audits, code compliance, HERS ratings, energy modeling.	303-447-0237 Boulder	Mark Bloomfield, principal 2007 www.sustainablybuilt.com
20	CREATIVE CIVIL SOLUTIONS 940 Kimbark St., Suite 2 Longmont, CO 80501	\$156,000 \$129,000	2 5 N/A	Civil land development.	Civil engineering, infrastructure and land development, specializing in commercial, residential, industrial, retail and educational site designs.	303-684-8484 Longmont	Curtis Kostecky, principal 2004 www.creativecivil.com
21	CONNECTED COMMUNITY NETWORKS INC. 105 S. Sunset St., Suite J Longmont, CO 80501	\$140,000 N/A	2 4 N/A	N/A	Test and measurement services for gigabit and gigahertz electronics; dielectric material testing.	303-872-7700 N/A	Don DeGroot, president 2004 www.ccnlabs.com
22	COLORADO CIVIL CONSULTANTS INC. 1035 Pearl St., Suite 400 Boulder, CO 80302	\$100,000 N/A	1 1 N/A	Civil engineering, planning, research (land development, grading, drainage, erosion control, roadway, utilities, floodplain, and green infrastructure).	Civil engineering and development/planning assistance for all public and private land development projects (both traditional and design-build capability), as well as construction inspection services.	303-625-1027 Boulder	Preston Douglas, PE, principal 2005 www.cocivcon.com
23	GREEN MOUNTAIN SURVEYING 1195 Edinboro Drive Boulder, CO 80305	\$80,000 \$80,000	0 1 N/A	N/A	Boundary surveys, topographic and design surveys, construction management, control development, structural monitoring, FEMA elevation certificates.	303-601-8588 N/A	Samuel A. Knight, P.L.S. 2010 www.greenmountainsurveying.com
24	WILKINSON ENGINEERING 1510 Zamia St., Suite 101 Boulder, CO 80304	\$75,000 N/A	1 2 N/A	Civil, construction.	Construction engineering design and inspections, residential additions, septic design, roads, foundations, roof design.	303-499-6755 Boulder	Bill Wilkinson, owner 1979 www.wilkinsonengineering.com
25	JON X. GILTNER & ASSOCIATES 2590 Woodstock Place Boulder, CO 80305	\$43,100 \$189,000	1 1 1	Structural.	Structural engineering of buildings.	303-554-8554 Boulder	Jon X. Giltner, principal 1990 N/A

Researched by Mariah Gant

**TOP COMMERCIAL PROPERTY SALES
IN BOULDER COUNTY**

Oct. 1 to Dec. 31, 2012

Buyer	Address	Type	Price
1 Longmont Diagonal Investments LP	Multiple properties, in Longmont	Campus at Longmont business park	\$58,300,000
2 LLJ Stratford Prana LLC	550 Viridian Drive, Lafayette	Apartment complex	\$36,100,000
3 Flax Pond LLC	3550 and 3850 Frontier Ave., Boulder	Warehouse	\$16,625,000
4 Canyon Creek Apartments II LLC	730 29th St., Boulder	Apartment complex	\$15,029,100
5 Ten Eleven Pearl LLC	1048 Pearl St. and 1023 Walnut St., Boulder	Redevelopment of former Daily Camera building	\$13,500,000
6 JVCO Real Estate Investments Inc.	1078 S. 88th St., Louisville	Retirement community/nursing home	\$13,346,800
7 Walnut and Fifteenth LLC	1900 15th St., Boulder	Office building	\$11,900,000
8 SHI II Cherrywood LLC	282 McCaslin Blvd., Louisville	Assisted-living facility	\$11,000,000
9 Boulder Properties Investor LLC	635 Mohawk Drive, Boulder	Apartment complex	\$10,500,000
10 Grand Meadow LLC	821 17th Ave., Longmont	Mobile home community	\$6,930,000

Source: SKLD. Data is based on date transactions were recorded by the Boulder County Clerk and Recorder's Office.

BUILDING from 11A

ped by the Colorado Building, three are considered developable, and the final lot — right in the middle of the development — is not classified as developable at this time.

"If the ordinance didn't address this other anomaly, it would create a sliver of land in the middle of the project that could not be developed," McLaughlin said.

A handful of nearby property owners attended the public hearing to voice their dissent. Scott Sarbaugh, a partner in the Cartwright Building at 1320 Pearl St., submitted a letter of objection and stated his opposition to the Colorado Building West project.

"We believe it is an illegal subdivision," Sarbaugh told the planning board. "We think there is too much massing on the site. We think it creates a greater degree of non-conformity. More importantly, we had investment-backed expectations when we bought our land in 1987, for which we relied on the Boulder land code."

Although Boulder native and local landlord Adria Colver is in support of the project, she expressed her concerns for her tenants and the lack of open space involved in the project.

"It's a very well-done, beautifully done project, but because of the placement along the alley, it will not give us breathing room," she told the planning board. "Not much has been said about the people who live across that alley. We will lose our breathing room. We will lose our sunshine. We will lose a lot."

McLaughlin said that the tradeoff for the implementation of a special ordinance generally comes down to the question of community benefit. To that end, the applicant for the Colorado Building West project has proposed a host of modifications and concessions to allow the project to move forward.

First, the applicant agrees to landmark the Colorado Building, ensuring that future renovation and alterations are reviewed and approved by the

Landmarks Preservation Advisory Board. The concept paper also indicates an agreement to "landmark, rehabilitate, and adaptively reuse the small historic structure located on the property facing the alley." That would be the Carriage House, a building that is more than a century old and located behind Conor O'Neill's Irish Pub.

Aplaza LLC also proposes to create an outdoor courtyard plaza between the new Colorado Building West and the space directly behind Conor O'Neill's. Finally, the partnership agreed to consider donating a portion of the below-grade parking to the Central Area General Improvement District, Boulder's parking authority.

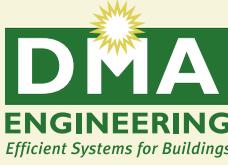
The parking lot proposed to be razed is considered by city officials to be an "underutilized site." The desire for streetside retail as well as the high demand for Class A office space downtown are likely to be factors in the city's decision-making process. The new project also could create a bridge between pedestrian-friendly zones such as the Pearl Street Mall and Central Park, much like the successful One Boulder Plaza development nearby.

"The planning board's input was that they would consider supporting a special ordinance in order to redevelop that site," McLaughlin said. "The trade-off has to be some demonstration of community benefit. I think the planning board is simply setting the bar high to say that if we are going to have this fairly uncommon process of passing a special ordinance that the expectation is set pretty high in terms of community benefit."

The concept plan review has been on the planning board's agenda since September, but was delayed several times at the applicant's request. The applicant, Wingert, declined to comment on the project. In an email reply, Wingert wrote, "Given the planning board response, we are determining our next steps and not ready to discuss the project at this time."

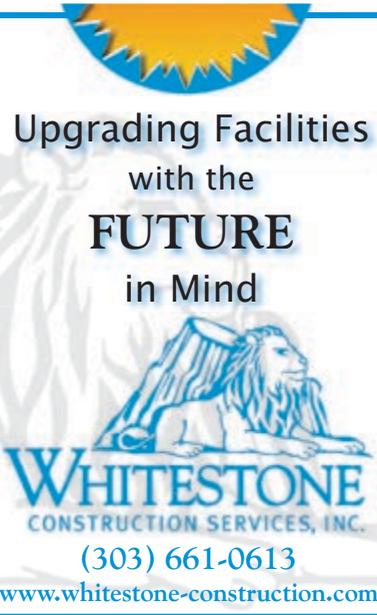
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Foundation set for luxury apartments

3100 Pearl will have 300-plus units and 3,000 square feet for retailers



DOUG STORUM

Construction is under way on 3100 Pearl, a mixed-use development that will consist of 319 luxury apartments at 3100 Pearl St. in the Boulder Junction area of Boulder. Scott Pedersen of the Pedersen Development Co. was at the helm of the project and shepherded it through the design and entitlement process prior to selling it for \$6.5 million to 3100 Pearl Street Apartments LLC, which was created by ReyLenn Properties LLC based in Solana Beach, California. The project is pursuing LEED certification. It will include a clubhouse, fitness center, game room, pool and spa, teaching kitchen, bicycle-repair and pet-grooming shops. Total retail space is approximately 3,000 square feet.

HOUSING from 11A

homeowners," said Andy Allison, principal at Allison Management. Boulder-based Allison management began 10 years ago, Allison said, developing a variety of housing, including for-sale projects and apartments.

All the homes have three or more bedrooms and range from 1,200 to 1,800 square feet, Allison said, with market-rate homes being built by Porchfront Homes priced from \$400,000 to \$570,000. The first four market-rate homes in 1000 Rosewood were listed in early February. Some homes should be finished by April, Allison said, with staggered building completion.

"We expect it will be 100 percent built-out in July," Allison said.

Allison partnered successfully on previous projects with Thistle Communities, including Yarmouth in North Boulder.

"It's a public-private partnership that brings expertise and financing together," said Mary Duvall, chief executive of Thistle Communities. A nonprofit real estate development company, Thistle has been in business for 25 years. The company helps working families stay in Boulder through the development of affordable housing across a variety of income levels, from rentals to full home ownership. The 1000 Rosewood partnership developed after the previous property owner wanted to sell the property, and Thistle took the property through the annexation process with the city of Boulder.

Boulder's inclusionary housing ordinance requires all developers to provide 10 percent affordable housing in new developments or pay cash-in-lieu of the affordable housing, said Bonnie Logan, homeownership program manager for the city of Boulder's division of housing. During an



COURTESY THISTLE COMMUNITIES

An architectural rendering shows a streetscape at 1000 Rosewood in North Boulder.

annexation process developers must offer additional community benefit, which came in the form of a 50-50 split between market-rate and permanently affordable housing in the 1000 Rosewood subdivision.

The city's permanently affordable homeownership program targets people working in Boulder with an income totaling more than 60 percent of the city's annual median income. For the Rosewood development, applicants needed an income from 79 percent to 109 percent of the Boulder average, or \$66,950 to \$92,300, Logan said.

"Rosewood was a very popular project," Logan said, with more buyers applying for the permanently affordable houses than were available. A lottery decided which of the qualified applicants bought the homes. The permanently affordable homes sold for \$179,000 to \$250,000 and homeowners' association fees of \$44 per month, Logan said. The average home price in Boulder for the third quarter of 2012 was \$382,100, according to the National Association of Realtors'

median sales price index for single-family homes in metropolitan areas.

Appreciation on the homes cap at 3.5 percent each year to keep them affordable for future buyers who will also need to meet income and work requirements similar to the current buyers, Logan said. It's a program that keeps families in the city.

"I think the city recognizes the benefit of having an economically diverse community," Logan said, and keeping families in town that would otherwise be priced out of the Boulder housing market provides environmental benefit through shorter commuting.

That's one benefit Laurel Mulholland sees. She and her family bought a four-bedroom, permanently affordable home in the 1000 Rosewood development through the city's program. They currently rent in Gunbarrel.

"We realized it was too hard carting the kids back and forth," Mulholland said, "and when this development happened we were so psyched," Mulholland said.

She and her husband previous-

RECENT THISTLE COMMUNITIES ACHIEVEMENTS

- Thistle Communities created more than 1,000 affordable homes since its inception in 1989. In addition to developments focused on homeownership, Thistle owns and manages nearly 800 high-quality, affordable rentals in Boulder County.
- Thistle is completing a \$478,000 renovation of the Parkville Apartments in Longmont.
- Thistle also installed new sprinklers in all its Boulder properties, completing a \$1.2 million improvement.

ly owned a townhome through the city's affordable-housing program, but outgrew it. Mulholland works as a psychotherapist in downtown Boulder and her husband is a nurse at Boulder Community Hospital. With three children, buying a large enough market-rate home in Boulder was out of the question, and being priced out of their community hit hard, she said.

Located just west of Broadway, the development offers access to terrific natural amenities, Allison said, with Wonderland Lake Trailhead nearby, hiking trails pressed against the foothills within sight, expansive community gardens across the street, a warren of bike paths connected to other areas, easy access to public transportation and plenty of dining and retail options nearby, such as Amante Coffee and Boulder Cycle Sport.

It's also steps from Shining Mountain Waldorf School, where Mulholland's children attend.

Committed to being a one-car family, the new Rosewood home will allow the Mulhollands less time commuting and more time living and contributing to their community.

"Being close to Boulder, we can successfully uphold our values," she said, "and meet culturally where our values are."

Commercial Vacancy RatesTracked by Xceligent Inc.
Fourth quarter 2012

type	total (sq. ft.)	vacant (sq. ft.)	vacancy Rate
Boulder			
Office	7,961,162	532,274	6.7%
Flex	10,633,767	376,802	3.5%
Industrial	3,182,842	87,406	2.8%
Broomfield			
Office	2,760,783	620,611	22.5%
Flex	1,574,863	148,186	9.4%
Industrial	2,993,075	157,806	5.3%
Erie			
Flex	19,420	0	0%
Lafayette			
Office	231,204	22,848	9.9%
Flex	907,851	129,652	14.3%
Industrial	703,553	26,200	3.7%
Longmont			
Office	1,267,756	141,059	11.1%
Flex	4,490,235	362,402	8.1%
Industrial	4,582,119	1,090,493	23.8%
Louisville			
Office	961,295	98,502	10.3%
Flex	2,815,072	193,199	6.9%
Industrial	667,708	0	0.0%
Superior			
Office	184,009	19,617	10.7%
Total			
Office	13,366,209	1,434,911	10.7%
Flex	20,441,208	1,210,241	5.9%
Industrial	12,129,297	1,361,905	11.2%

Xceligent tracks occupancy of buildings greater than 10,000 square feet and does not track medical office buildings. Definitions of each category are set by Xceligent.

Tracked by CB Richard Ellis
Fourth quarter 2012

Type	Total (sq. ft.)	Vacant (sq. ft.)	Vacancy Rate
Boulder			
Office	5,768,757	559,569	9.7%
Industrial	14,129,199	819,494	5.8%
Longmont			
Office	974,909	88,717	9.1%
Industrial	6,028,875	747,581	12.4%

Buildings larger than 10,000 square feet, excluding government, medical and single-tenant owner buildings

Tracked by economic developers
Fourth quarter 2012

Type	Total (sq. ft.)	Vacant (sq. ft.)	Vacancy Rate
Broomfield			
Office	6,456,891	1,083,825	16.8%
Industrial and Flex	4,892,220	484,156	9.9%

Source: Broomfield Economic Development Corp.

Longmont			
Office, flex and industrial	8,685,743	1,589,104	18.3%

Source: Longmont Area Economic Council
(includes city of Longmont plus surrounding unincorporated areas of Boulder and Weld counties).

STARTUP from 1A

supported by both Democrats and Republicans, as well as President Obama — as part of comprehensive immigration reform. We are a stronger and better country because of our immigrants.”

Opposition to such legislation has come from some anti-immigration groups and labor unions.

Bipartisan push

This is the third time the bill has been introduced and the first time Udall has been a primary sponsor, Udall's communications director Mike Saccone said.

Prior bills, including one in 2011 that Udall signed on as a cosponsor, did not receive enough support to be enacted despite bipartisan sponsorship. Udall's office is optimistic that a new bipartisan push for immigration reform could help the bill get passed this time.

“There's a growing consensus on immigration reform that Congress has to do something and will do something,” Saccone said.

The startup bill received the support of President Obama during a speech Feb. 5 that outlined his immigration reform ideas. A bipartisan group of senators also has released a framework that could be the basis for comprehensive immigration reform.

Past efforts have received the vocal support of Boulder-based entrepreneurs and venture capitalists, including Foundry Group managing directors Jason Mendelson and Brad Feld.

Mendelson testified before Congress in support of the 2011 bill, and wrote in an email that he's encouraged and thinks the political terrain has become more favorable.

When asked why he's optimistic, Mendelson responded in a succinct email.

“Bipartisan macro bill introduced. Senate is on. President is on. House I don't know but I think the Republican slaughter from Hispanic voters may change their minds,” he wrote.

Saccone said Udall and the bill's other sponsors will try to rally the idea's past supporters as they navigate the bill through the legislative process. Past bills were sponsored by veteran Sens. John Kerry, D-Mass., and Richard Lugar, R-Ind., but it is up to Udall, who is in his first term, and Flake, who was elected last year, to steer the bill through this time.

Seeking business support

Outreach to business leaders will be a critical part of their work.

“There's a coalition that's supporting this, and we'll be working with them,” Saccone said.

When the Senate might take up the Startup Visa Act remains to be determined. “We certainly would want it to be done as soon as possible,” Saccone said.

The number of visas that could be allocated under the act is to be

“There's a growing consensus on immigration reform that Congress has to do something and will do something.”

Mike Saccone
COMMUNICATIONS DIRECTOR,
SEN. MARK UDALL'S OFFICE

determined, Saccone said.

The nuts and bolts of the bill could change. The version introduced Feb. 6 establishes what appear to be strict criteria for what entrepreneurs could qualify.

The support of investors, either venture capitalists or “super angel” investors, is critical. Entrepreneurs must obtain at least \$100,000 from investors, and the bill spells out criteria the investors must meet for their investment to count.

The company also must create at least five full-time jobs in the United States within two years, and the employees cannot be the spouse or children of the visa recipient.

Applicants' requirements

Entrepreneurs also must raise at least \$500,000 in capital investment and generate at least \$500,000 in revenue within two years of receiving their visas.

The entrepreneurs also must hold an H1-B visa, which allows foreigners to temporarily work in the United States and often is used by tech workers, or have completed a graduate degree in a scientific or engineering subject.

Entrepreneurs who make it through the two-year process then would be able to apply for standard “green cards,” which give them permanent resident status without the conditions related to their startups. In time, they could become full U.S. citizens, Saccone said.

While the bill might allow more entrepreneurs to come to the United States, it actually doesn't expand the total number of visas that can be issued, Saccone said. The allotment of visas would be taken from the EB-5 visa program, which was established to give visas to immigrants who invested at least \$1 million into new or troubled companies.

Ironically, the EB-5 category was established in 1990 to lure wealthy foreigners to come to the United States to invest. It doesn't seem to have worked, with the program being “essentially unused,” Saccone said.

At the moment, the startup bill is the first piece of immigration reform legislation to be introduced. Whether the Startup Visa Act would remain a stand-alone bill, be one of several bills passed in conjunction with each other or part of a single all-encompassing bill is to be determined, Saccone said.

EYE from 3A

commuting, freelance, part-time and flexible schedule jobs. But we hadn't really considered on a broad scale how having a flexible job could positively affect people's love lives and romantic relationships as well. It's exciting!”

The Cherry People — what the folks at Cheribundi Inc. like to be called — received an endorsement that makes them jubilant. The Boulder-based company's tart cherry juice was included

in a list of 20 healthy drink options in Prevention Magazine's February issue.

Seems the well-thought-of magazine agrees with Cheribundi's claim that “eight to 12 ounces twice a day of tart cherry juice — a favorite among elite athletes — has been shown to boost muscle recovery after exercise and reduce inflammation, which means that it might help with achy, arthritic joints, and it packs the nutritional power of 40 cherries.”

For 5.12 Solutions, executive coaching rocks

Training course helps workers with potential find tools for the climb

BY MICHELLE VENUS
news@bcbcr.com

BOULDER — For some, the skills needed to become a successful rock climber may not translate to being a successful business leader. For Sal Silvester, however, they absolutely relate to one another.

Silvester, a climbing enthusiast and owner of Boulder-based 5.12 Solutions Inc., a team-building and leadership training consulting group, has developed an intensive, six-month program for emerging leaders based on that comparison. “Ignite Leadership 2013” is designed to prepare all leaders for roles that directly impact business results, but the course points a lens on employees ready to step into these positions.

“Executive coaching is not just for top-level management anymore,” Silvester said. “Fortunately, many companies are starting to see the value of executive coaching for mid-level or new managers who are expected to quickly step up to leadership responsibilities. Leadership doesn’t come naturally to everyone, but it can be learned.”

Teamwork, communications skills and setting of expectations for goals and team members’ roles make for a successful rock climb, Silvester said, and those principles apply in the busi-



MICHAEL MYERS

Sal Silvester, owner of Boulder-based 5.12 Solutions Inc., developed an intensive six-month training program based on his book, “Ignite! The 4 Essential Rules for Emerging Leaders.”

ness world, too. He uses rock climbing as a metaphor in his book, “Ignite! The 4 Essential Rules for Emerging Leaders,” and based the training program on the book.

He even named his business after a rock-climbing term.

“Technical climbing routes are rated on a scale of 5.0 to 5.15, depending on difficulty,” he said. “When you climb at a 5.12 level, you’re a world-class climber. That level embodies the types of clients we work with and the training solutions we deliver.”

His book is split into two parts. The first is a parable featuring Ben, an up-and-coming employee at a fictional software company — who also happens

to be passionate about rock climbing. Ben gets promoted to a leadership position, for which he is not prepared. But a vice president takes him under her wing and helps him navigate through many situations in which first-time managers find themselves. Her training helps Ben develop the skills needed to be an effective leader. Ben is also under the tutelage of a more experienced rock climber and transfers the techniques used to help him strengthen and develop climbing skills to building a strong, cohesive team at the office.

One satisfied 5.12 customer is Jill Scott, director of human resources at Professional Finance Co., in Greeley. Scott has implemented Ignite into the

leadership training programs provided by her company, which has been in business since 1904 and has a staff of 185.

“We truly believe our employees are our greatest asset,” she said, “and we invest heavily in them — not only from a payroll stance, but work-life balance and education and training.”

Professional Finance is growing like a weed. Because of that rapid growth, it reached out to Silvester to help identify emerging leaders and train them in leadership skills before they actually moved into the positions. The same course was taken by C-level directors and supervisory staff so that everyone “was on the same page as far as leadership goals and outcomes,” Scott said.

The results of the Ignite training have been especially valuable to Professional Finance’s call-center floor, Scott said.

“Our supervisors (in that department) have taken what they’ve learned and completely run with it,” she said. “They’re doing one-on-one sessions with their employees, they’re setting goals, they’re delegating. They are pushing people to meet their full potential and get to their next set of goals. Communication between the leadership team and the staff has improved immensely.”

Scott stressed the value of upfront investment in leadership training instead of “throwing someone into a situation they weren’t fully prepared for and dealing with cleaning up afterwards.”

That sort of investment doesn’t
➤ See **Coaching, 19A**

Let customers’ testimonials praise good work

Editor’s note: This is the second in a two-part series on optimizing a sales page.

Whether you’re a well-known company that’s been around for years or the new guy or gal on the block, establishing credibility for your business is vital.

Every potential customer wants to know the benefits of doing business with you. Once their interest has been piqued and they’re seriously considering your product or service, they want to know that your company is a viable business, one they can trust and count on.

How do you get prospects to know, like and trust you? How do you let others know that your product really does what you say it does or that your company is reputable in its field?

I strongly believe in the power of praise that comes from your customers and satisfied clients, past and present. As ad man David Ogilvy said, “If you include a testimonial in your copy, you make it more credible. Readers find the endorsements of fellow consumers more persuasive than the puffery of anonymous copywriters.”

When it comes to using the words

of others, here are 4 important points to remember.

- Get permission from the person

you’re quoting before you use their comments in any way.

- Don’t use testimonials without names, if you can help it. They lack credibility. You can either use a person’s full name along with



GUEST OPINION

Debra Jason

a city and state and/or company name; first initial and full last name with city, state and/or company name; first and last initials with city, state and/or a company name; or a person’s title, again with a city, state and/or company name.

- Use specific testimonials. A quote that says, “Debra is great!” doesn’t tell my readers much about why they should use my services. However, one that reads, “Debra quickly absorbed all facets of the mail campaign and turned around copy that was 100 percent on target” lends much more credibility to me and my ability as a copywriter.

- A word about celebrity testimonials. If you can afford to have a well-known person back your product or service, be sure that it makes sense for him or her to endorse you.

Martina Navratilova is a good choice for endorsing tennis rackets or apparel but not for motor oil. Let Mario Andretti do that.

Ogilvy agreed that, “Testimonials increase credibility and sales. But don’t use testimonials by celebrities, unless they’re recognized authorities, like Arnold Palmer on golf clubs.”

“If you have a great product or service, you have an almost inexhaustible source of great copy practically free — written by your own customers,” explained veteran writer Bob Stone. “They will come up with selling phrases straight from the heart that no copywriter, no matter how brilliant, would ever think of. They will write with a depth of conviction that the best copywriters will find hard to equal.”

Now you may be reading this and thinking, “How do I enhance my credibility when I don’t have any testimonials on file? What do I do now?” Don’t worry. Some simple approaches can fill your files with praise.

Have people approached you and given you unsolicited verbal testimo-

nials? If so, ask for their permission to use what they said.

Many times my clients or seminar attendees email me with praise. I immediately respond and ask for their permission to use their comments in the future. I’ve never had any of them say “no” to my request.

Ask people for their input. There’s nothing wrong with doing this. Put together a short letter asking your clients for feedback. If you like, drop me an email and I’ll send you a copy of the letter I use when I’m requesting testimonials from my clients.

“Setting up a methodical testimonial-soliciting program, you can increase tenfold your effective use of testimonials,” Stone said.

So, when you’re looking for ways to market yourself and wondering what to do next, turn to your customers. Give them the chance to praise your good graces. Don’t be afraid to ask them for constructive criticism as well; it will help you provide better service in the future.

Debra Jason, owner of *The Write Direction*, has more than 25 years of experience in direct marketing. Contact her at 303-443-1942 or debra@writedirection.com.

Biggest mistakes when talking money, value

In Boulder County, we do business in a community rich with professionals. But there's one profession that often has an inferiority complex due to perceptual baggage associated with it. As a professional salesperson, your reluctance to be perceived as a "salesperson" may cause you to have trouble being upfront about money issues.

This can cost you money. Here are two common money pitfalls, and ways to avoid them:

You give your expertise away. Your prospective client has an objective: To find what you know, how you can solve his problems and how much you cost.

When you give him this information without payment it's called free consulting. Many professionals do a lot of free consulting. You find out what the needs of the prospective

client are and then say, "Let me tell you how I can fix that for you."

Then he says to you, "It looks good. It's one of the best presentations we have seen. You have given us a lot of really good information



SALES SMARTS

Bob Bolak

(the operative word here is given) that I am sure we can put to good use. Write me a proposal and I'll talk it over with my partners."

What you don't know is that the prospect already has several proposals. And, since they all say basically the same thing, one of you gets beat up on price or the prospect does nothing.

You give a price too early. Pro-

spective clients often underestimate their problems. They paint a simplistic picture of what their needs are and say, "Well, I think I'm paying too much. What can you do for me?"

The problem is that you don't really know how much it's going to cost until you get in and look. Generally, when you quote a price too early, that price winds up being higher after you uncover the client's true needs. Then you have the problem of saying to a brand new client, "I know I told you \$5,000, but it's really going to be \$7,000 or \$8,000." You gave in to pressure from the prospect to give a number and you came up with one too soon.

Try this instead: "Based on what you've told me, it sounds like this may run between \$4,000 and \$5,000. Now, do you know what my

problem is when I give you a number like that? The problem is this is just an estimate. Typically, when I talk to people like yourself, they tell me about A, B and C. Once we get a close look, we find out about D, E and F. Chances are it's going to be more. So I'll tell you what: Understand that this estimate is for A, B and C, and that if there are some other things you need, it's going to be extra."

Yes, it's a gutsy thing to say. But you have to remember that your expertise and service are your money in the bank. Don't give it away. Charge what you are worth, get your price and make it stick.

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

DEADLINE from 6A

Witt said. "All parties are working hard to complete negotiations according to the timeline."

Eminent domain traditionally was used as a tool for government to move forward on public works projects such as highways. A Supreme Court decision in 2005 held that the process was constitutional to use in economic development as well. Since then, it has been used several times in Colorado and across the nation to help push economic development projects forward.

"Hopefully it's providing a motivational tool for all of the parties to work through all of the issues and come to a solution," said Brad Power, economic development director for the city of Longmont. "Obviously, it's a high priority for the community."

A government authority's capability to exercise eminent domain can become a "backstop" to negotiations between a developer and property owners, said Kenneth Skogg, who is an eminent domain lawyer in Denver, a recognized expert who gives classes on the topic, and NewMark Merrill's lawyer.

By discussing the power of eminent domain, an elected urban renewal authority recognizes a developer's potential dilemma in negotiating with

property owners, Skogg said. Those property owners may believe there is leverage in delaying a decision, Skogg said, but eminent domain can help level the playing field.

(Property owners) "may try to continue to delay at risk of the viability of the project," Skogg said. "While one can argue the levelness of the playing field, there are protections constitutionally mandated that the developer get fair compensation in the eminent-domain process."

Ginsborg said the city's action has helped him make progress with Dillard's negotiations. "All parties are at the table now. If we all stay level-headed, we'll figure this out," he said.

At the same time, Regal Entertainment Group has signed a preliminary lease agreement that helps NewMark Merrill's plans move forward. Regal spokeswoman Rachel Lueras said Regal expects to meet all deadlines. Regal, based in Knoxville, Tennessee, operates the existing 10-screen United Artists theaters at the site.

"Our real estate department is working closely with the developer. They have agreed upon schedules, and they have every expectation to meet them," Lueras said.

EMINENT from 6A

103,000-square-foot Lowe's Home Improvement store. DURA agreed to reimburse Brighton up to \$7.3 million from sales and property taxes generated at Alameda Square. Lowe's opened in 2009 — but closed 19 months later.

Controversies over use of eminent domain for economic development culminated in the U.S. Supreme Court's 2005 *Kelo vs. City of New London* decision. The Connecticut city wanted to raze a waterfront neighborhood of single-family homes to make way for tax revenue-generating retail development. The justices voted 5-4 that the general benefit

a community could receive from economic growth qualified private redevelopment plans as a permissible public use under the "takings clause" of the Fifth Amendment to the U.S. Constitution. The redeveloper, who stood to get a 91-acre waterfront tract of land for \$1 per year, couldn't get financing, however, and the redevelopment project was abandoned. The tract remains vacant, generating no tax revenue for the city.

In an ongoing case, Denver-based Alberta Development Partners and Chicago-based Walton Street Capital want to fill the aging Foothills Mall in Fort Collins with higher-end

NewMark Merrill bought the aging indoor mall for \$8.5 million last year. Since then, Ginsborg said he has spent "hundreds of thousands of dollars" on the project. He characterizes the mall project as the biggest risk he has taken in 30 years as a developer on the Front Range.

Newmark Merrill has met the other two key points needed to receive \$27.5 million in urban renewal authority bonds, Santos said. One point was to sign an agreement with the 100,000-square-foot retailer, he said, and the other was to sign a letter of intent with the natural-foods grocery store, he said. Ginsborg declined to release the names of the retailer or the natural-foods grocery store, citing nondisclosure agreements.

"Both sides seem to be working as diligently as they possibly can. Sometimes these deals are done in the eleventh hour or the eleventh-and-three-fourths hour. That's how it works sometimes," Santos said.

Once an agreement is signed with Dillard's, the city, acting as the urban renewal authority, can issue the bonds, Santos said. The debt is to be repaid through sales and property taxes generated by new development in a process known as tax-increment financing.

retailers in a \$100 million redevelopment it hopes to have open by the 2014 holiday season. The plan was unanimously approved Feb. 7 by the city's planning and zoning board. The developer said acquisition of the existing Sears store is central to the redevelopment because the 40-year-old store doesn't fit in its planned tenant mix, and has asked the city to invoke eminent domain if Sears won't sell. Fort Collins City Manager Darin Atteberry said in mid-January that the two parties would have 30 days to come to an agreement, after which eminent domain would be considered.

COACHING from 18A

come cheaply. There is a significant financial outlay, in addition to a time investment on the part of trainees. 5.12 charges \$650 per month for each person involved in the six-month program. Those involved need to commit four to eight hours a month in workshops and one-on-one training sessions.

Clients can expect two outcomes from the program. The first teaches leaders to develop their internal capacities and self-awareness, Silvester said.

The second focus is on practical leadership skills: how to have a difficult conversation, how to coach individuals in a way that resonates with them both professionally and personally, how to provide helpful feedback and how to delegate effectively so that team members' skill sets are growing, which in turn increases their value to the company.

Heidi Wilcox heads up training at Datalogix Inc. in Westminster. In addition to keeping the company's teams current with technology, Datalogix makes a strong investment in personal growth and leadership training, especially with 5.12 Solutions programming.

"Companies that tend to invest more in training see higher retention and lower employee turnover," she said. "Investing in training can be expensive, but it's not as expensive as having to replace an employee, whether that's a high-level employee or not."

"Letting your employees know they are valuable to the company by helping them to grow, both professionally and personally, makes them happy employees. The organization is that much stronger."

"It's true," agreed Silvester. "Employees don't leave a company. They leave a manager. That's not good for anyone."

More information about 5.12 Solutions' leadership training programs is online at <http://www.512solutions.com/leadership-development-program-boulder-denver-colorado>.

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**

MARY JO MARIE PADILLA, 2689 FORSYTHIA PLACE, ERIE; CASE #2013-10511, DATE FILED: 1/15/2013.

JOSHUA MICHAEL CHURCHILL, PO BOX 1383, NEDERLAND; CASE #2013-10598, DATE FILED: 1/17/2013.

SUSAN BARRETT, 1757 RELIANCE CIRCLE, SUPERIOR; CASE #2013-10644, DATE FILED: 1/18/2013.

ADAM RUSSELL DIGESUALDO, 9912 SIERRA VISTA ROAD, LONGMONT; CASE #2013-10667, DATE FILED: 1/18/2013.

LEANNE PWOJTANEK, 4815 WHITE ROCK CIR UNIT A, BOULDER; CASE #2013-10714, DATE FILED: 1/18/2013.

KERRI L WILLIAMS, 307 BEACON HILL DR, LAFAYETTE; CASE #2013-10757, DATE FILED: 1/22/2013.

BRYAN ROBERT SMITH, 1630 MOUNT EVANS DR, LONGMONT; CASE #2013-10758, DATE FILED: 1/22/2013.

FRANK LEROY SR GOODARD, 4500 19TH STREET #2, BOULDER; CASE #2013-10762, DATE FILED: 1/22/2013.

SUSAN MARY BLACK, 2525 ARAP-AHOE AVE #E4 112, BOULDER; CASE #2013-10800, DATE FILED: 1/22/2013.

KIRSTEN A NELSON, 362 OWL DR, LOUISVILLE; CASE #2013-10815, DATE FILED: 1/22/2013.

MARK TROY COLSON, 2331 WEDGEWOOD AVENUE SUITE A, LONGMONT; CASE #2013-10844, DATE FILED: 1/22/2013.

JEFFREY JOSEPH RETALLACK, 30 BENTHAVEN PLACE, BOULDER; CASE #2013-10950, DATE FILED: 1/24/2013.

PAUL JOSEPH PAIVA, 102 JACKSON CIR, LOUISVILLE; CASE #2013-10953, DATE FILED: 1/24/2013.

MICHAEL PAUL SR MARZANO, PO BOX 1598, LYONS; CASE #2013-10955, DATE FILED: 1/24/2013.

JOHN DEREK SANDHOFF, 5688 N 71ST, LONGMONT; CASE #2013-10956, DATE FILED: 1/24/2013.

SHANTEL FAITH FRANCE, 820 BROSS ST #3, LONGMONT; CASE #2013-10959, DATE FILED: 1/24/2013.

Chapter 13

LYNETTE M HANSEN, 1399 AGAPE WAY, LAFAYETTE; CASE #2013-10533, DATE FILED: 1/16/2013.

Broomfield County**Chapter 7**

JEFFREY WILLIAM MARING, 236 BERYL WAY, BROOMFIELD; CASE #2013-10484, DATE FILED: 1/15/2013.

JEFFERY T SMITH, 11140 DEPEW CT, BROOMFIELD; CASE #2013-10499, DATE FILED: 1/15/2013.

GEORGE ANN FLOWERS, 12555 SHERIDAN BLVD, BROOMFIELD; CASE #2013-10503, DATE FILED: 1/15/2013.

JAMES MARSHALL BENSON, 1884 DEXTER ST, BROOMFIELD; CASE #2013-10652, DATE FILED: 1/18/2013.

GREGORY EARL TOLBERT, 1311 MADERO ST, BROOMFIELD; CASE #2013-10930, DATE FILED: 1/24/2013.

STEPHEN ALLEN HOGORSEN, 15133 PRAIRIE PL, BROOMFIELD; CASE #2013-10957, DATE FILED: 1/24/2013.

FORECLOSURES**Boulder County**

BORROWER: KATHLEEN L & JOHN F PAYNE, 5635 MOUNT AUDUBON PL, LONGMONT. LENDER: US BANK NATIONAL ASSOCIATION T, AMOUNT DUE: \$276467. CASE #3280419. 1/7/2013

BORROWER: MICHELLE CAMERON, 2116 SANTA FE DR, LONGMONT. LENDER: HSBC BANK USA, AMOUNT DUE: \$188309. CASE #3280678. 1/8/2013

BORROWER: CECIL A KENNEDY, 335 PEERLESS ST, LOUISVILLE. LENDER: HOUSEHOLD FINANCE CORP III, AMOUNT DUE: \$307540. CASE #3280679. 1/8/2013

BORROWER: STEVE O & TARA D LOHMAN, 1216 SNOWBANK CT, LONGMONT. LENDER: PHH MORTGAGE CORP, AMOUNT DUE: \$156338. CASE #3280996. 1/9/2013

BORROWER: MIA A & ROBERT E JASPER, 3152 CIMARRON PL, SUPERIOR. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$272046. CASE #3280997. 1/9/2013

BORROWER: SHAWN S MARTIN, 2640 PINE ST, BOULDER. LENDER: HSBC BANK USA NATIONAL ASSOCIATION, AMOUNT DUE: \$424529. CASE #3280998. 1/9/2013

BORROWER: JAMES M & KIRSTEN R BARNOCKY, 1506 S VONA CT, SUPERIOR. LENDER: BANK AMERICA, AMOUNT DUE: \$360446. CASE #3281357. 1/10/2013

BORROWER: JOHN D BONICA, 2828 10TH ST, BOULDER. LENDER: MSDWCC HELOC TRUST 2003 1, AMOUNT DUE: \$53993. CASE #3281358. 1/10/2013

BORROWER: ROBERT A SENNA, 1835 DONOVAN DR, LONGMONT. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$113442. CASE #3281359. 1/10/2013

BORROWER: LYNN S KLEIMAN, 1751 MEADOW ST, LONGMONT. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$114418. CASE #3282077. 1/14/2013

BORROWER: CHE C & MARY E CONNELLY, 1604 TURIN DR, LONGMONT. LENDER: FEDERAL NATIONAL MORTGAGE ASSO, AMOUNT DUE: \$355229. CASE #3282078. 1/14/2013

BORROWER: LANCE J GURNEY, 425 RAYMOND CT, LYONS. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$413614. CASE #3282079. 1/14/2013

BORROWER: JEFFREY L & SHERRY S RIVARD, 233 E 17TH AVE, LONGMONT. LENDER: US BANK NATIONAL ASSOCIATION, AMOUNT DUE: \$156136. CASE #3282084. 1/14/2013

BORROWER: DOROTHY E EVERETT, 1554 ASTER CT, SUPERIOR. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$289752. CASE #3282260. 1/15/2013

BORROWER: DON & MARGIE PLUMLEY, 1851 WHITEFEATHER DR, LONGMONT. LENDER: BANK NEW YORK MELLON TRUST CO, AMOUNT DUE: \$231171. CASE #3282594. 1/16/2013

BORROWER: M KENNETH JR & KAY L GARDNER, 720 QUINCE CIR, BOULDER. LENDER: CITIMORTGAGE INC, AMOUNT DUE: \$374942. CASE #3282595. 1/16/2013

BORROWER: NORMA D EWALT REVOCABLE TRUST, 803 VIVIAN ST, LONGMONT. LENDER: CHAMPION MORTGAGE CO, AMOUNT DUE: \$165725. CASE #3282596. 1/16/2013

BORROWER: GREGORY A & DIANE M REWERTS, 1465 ALPINE ST, LONGMONT. LENDER: GMAC MORTGAGE LLC, AMOUNT DUE: \$161814. CASE #3283217. 1/17/2013

Broomfield County

BORROWER: KRISTEN SMITH, 311 MULBERRY CIR, BROOMFIELD. LENDER: BANK NEW YORK MELLON, AMOUNT DUE: \$169475. CASE #628. 1/10/2013

BORROWER: JULIA C SCHOMER, 2860 FERNWOOD PL, BROOMFIELD. LENDER: BANK NEW YORK MELLON, AMOUNT DUE: \$260601. CASE #749. 1/11/2013

BORROWER: NICHOLE M & RYAN C MURDOCK, 12245 WOLFF CT, BROOMFIELD. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$209332. CASE #759. 1/14/2013

BORROWER: HUNTER & EVELYN C HARRIS, 1301 MADERO ST # A18, BROOMFIELD. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$169456. CASE #771. 1/14/2013

BORROWER: ROBERT B SPIEGEL, 13622 BOULDER CIR # 102, BROOMFIELD. LENDER: FEDERAL NATIONAL MORTGAGE ASSO, AMOUNT DUE: \$206503. CASE #790. 1/14/2013

BORROWER: CHARLES JR & CAROL A BOWERS, 120 BRECKENRIDGE TRL, BROOMFIELD. LENDER: CITIMORTGAGE INC, AMOUNT DUE: \$271325. CASE #813. 1/15/2013

BORROWER: JOSEPH A & HEATHER D ROTH, 13643 WINDOM LN, BROOMFIELD. LENDER: BANK NEW YORK MELLON, AMOUNT DUE: \$275071. CASE #952. 1/17/2013

BORROWER: RAYMOND W & JENNIFER M NETTLETON, 12605 JULIAN PT, BROOMFIELD. LENDER: DEUTSCHE BK NATL TRUST CO, AMOUNT DUE: \$238400. CASE #953. 1/17/2013

BORROWER: CHARLES H & SANDRA N SHARP, 13981 ZUNI ST, BROOMFIELD. LENDER: MT BK, AMOUNT DUE: \$326478. CASE #1031. 1/18/2013

BORROWER: MARK A OESTE-REICHMILLER, 103 PINE WAY, BROOMFIELD. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$89722. CASE #1087. 1/22/2013

BORROWER: F CLAY ROBERTS, 3786 DESERT WILLOW AVE, BROOMFIELD. LENDER: HSBC BANK USA NATIONAL ASSOCIATION, AMOUNT DUE: \$174222. CASE #1088. 1/22/2013

BORROWER: PERRY SARCONI, 3360 S PRINCESS CIR, BROOMFIELD. LENDER: CAPITAL ONE, AMOUNT DUE: \$187147. CASE #1111. 1/22/2013

BORROWER: JEFFREY A NEITZ, 785 W 6TH AVE, BROOMFIELD. LENDER: GUILD MORTGAGE CO, AMOUNT DUE: \$217535. CASE #1120. 1/22/2013

JUDGMENTS**Boulder County**

DEBTOR: BIRAN E MASLOWSKY, CREDITOR: FIRST CITIZENS BK TRUST CO. AMOUNT: \$5700077.44. CASE #D-2010CV771. DATE: 1/10/2013

DEBTOR: JOAN C GLASSER, CREDITOR: DISCOVER BK.

AMOUNT: \$10898.97. CASE #C-08C-006121. DATE: 1/7/2013

DEBTOR: MARIA E MARTINEZ, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$1606.47. CASE #C-08C-006217. DATE: 1/7/2013

DEBTOR: MARK G FALCONE, CREDITOR: COMMUNITY BK COLO. AMOUNT: \$3282458.94. CASE #D-12CV-003881. DATE: 1/8/2013

DEBTOR: JEFFREY ROBBINS, CREDITOR: ST VRAIN VALLEY CU. AMOUNT: \$15233.25. CASE #C-05C-001277. DATE: 1/8/2013

DEBTOR: EMILY R LOVATO, CREDITOR: BOULDER VALLEY CU. AMOUNT: \$1267.06. CASE #C-06C-000364. DATE: 1/8/2013

DEBTOR: REVERT INC, CREDITOR: SERVICE BY AIR INC. AMOUNT: \$92973.64. CASE #D-12CV-000941. DATE: 1/8/2013

DEBTOR: PHILLIP MILE, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$3972.64. CASE #C-12C-001434. DATE: 1/8/2013

DEBTOR: MELANIE A PRESCOTT, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$1231.46. CASE #C-12C-001555. DATE: 1/8/2013

DEBTOR: CHARLES H & BARBARA R RADEMACHER, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$4753.45. CASE #C-12C-030122. DATE: 1/8/2013

DEBTOR: TIMOTHY T & REBECCA K RUDLONG, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$12911.53. CASE #C-11C-001702. DATE: 1/8/2013

DEBTOR: MATTHEW HURLEY, CREDITOR: ROCKY MOUNT EXCAVATING INC. AMOUNT: \$108936.82. CASE #D-12CV-000112. DATE: 1/8/2013

DEBTOR: AXIS COMMERCIAL REALTY INC, CREDITOR: GPA TOWER LLC. AMOUNT: \$97000.0. CASE #D-11CV-000143. DATE: 1/9/2013

DEBTOR: CORNERSTONE CONTRACTING LLC, CREDITOR: VALLEY EXCAVATING INC. AMOUNT: \$7595.76. CASE #C-09S-000325. DATE: 1/9/2013

DEBTOR: ROB DEKIEFER, CREDITOR: VALLEY EXCAVATING INC. AMOUNT: \$2757.77. CASE #C-11S-000296. DATE: 1/9/2013

DEBTOR: ASPEN HOOK, CREDITOR: BLUE VISTA CONDO ASSOC INC. AMOUNT: \$3030.72. CASE #C-11C-005892. DATE: 1/10/2013

DEBTOR: ASPEN HOOK, CREDITOR: BLUE VISTA MASTER OWNERS ASSOC. AMOUNT: \$2921.66. CASE #C-11C-005896. DATE: 1/10/2013

DEBTOR: WILLIAM J ZELASKO, CREDITOR: FIRST CITIZENS BK TRUST CO. AMOUNT: \$24003.33. CASE #D-12CV-001928. DATE: 1/10/2013

DEBTOR: PAUL DAVIS RESTORATION DENVER, CREDITOR: DENVER DUSTLESS INC. AMOUNT: \$16354.6. CASE #C-2012C60953. DATE: 1/10/2013

DEBTOR: ADAM MAHON, CREDITOR: COLO ST REVENUE. AMOUNT: \$1483.0. CASE #D-72012CV801380. DATE: 1/10/2013

DEBTOR: TODD W HAVNES, CREDITOR: COLO ST REVENUE. AMOUNT: \$1832.0. CASE #D-72012CV800235. DATE: 1/10/2013

DEBTOR: TIMOTHY R MATHEWS, CREDITOR: COLO ST REVENUE. AMOUNT: \$4120.63. CASE #D-72011CV804645. DATE: 1/10/2013

DEBTOR: STEPHEN W PRATT, CREDITOR: COLO ST REVENUE. AMOUNT: \$3827.77. CASE #D-72012CV800853. DATE: 1/10/2013

DEBTOR: DENISE M SPECHT, CREDITOR: COLO ST REVENUE. AMOUNT: \$1147.0. CASE #D-72012CV803308. DATE: 1/10/2013

DEBTOR: DENISE M SPECHT, CREDITOR: COLO ST REVENUE. AMOUNT: \$1653.0. CASE #D-72012CV803086. DATE: 1/10/2013

DEBTOR: DENISE M SPECHT, CREDITOR: COLO ST REVENUE. AMOUNT: \$1142.0. CASE

#D-72012CV800115. DATE: 1/10/2013

DEBTOR: PHILLIP R ARCHULETA, CREDITOR: COLO ST REVENUE. AMOUNT: \$3708.05. CASE #D-72011CV805049. DATE: 1/10/2013

DEBTOR: BYRD JUSTIN, CREDITOR: COLO ST REVENUE. AMOUNT: \$3339.88. CASE #D-72012CV802359. DATE: 1/10/2013

DEBTOR: GORDON C & CHELSEAM SCHUMACHER, CREDITOR: COLO ST REVENUE. AMOUNT: \$2236.15. CASE #D-72012CV800898. DATE: 1/10/2013

DEBTOR: CHRISTINE M DRESSLER, CREDITOR: COLO ST REVENUE. AMOUNT: \$2368.7. CASE #D-72010CV800942. DATE: 1/10/2013

DEBTOR: AUDRIE M SALMON, CREDITOR: COLO ST REVENUE. AMOUNT: \$2028.2. CASE #D-72010CV803137. DATE: 1/10/2013

DEBTOR: MAUREEN A MCGANN, CREDITOR: COLO ST REVENUE. AMOUNT: \$2027.0. CASE #D-72011CV805127. DATE: 1/10/2013

DEBTOR: DAVID M HARWELL, CREDITOR: COUNTRY CLUB GREENS CONDOMINIUM. AMOUNT: \$4107.45. CASE #C-12C-003231. DATE: 1/10/2013

DEBTOR: JOSE & JOSE SR PEREYRA, CREDITOR: FORD MOTOR CREDIT CO LLC. AMOUNT: \$9069.21. CASE #C-07C-003310. DATE: 1/11/2013

DEBTOR: WILLIAM E PATTERSON, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$3513.14. CASE #C-12C-004778. DATE: 1/11/2013

DEBTOR: GARBRIELLE LOUISE SADLER, CREDITOR: FIA CARD SERVICES. AMOUNT: \$3536.27. CASE #C-12C-030073. DATE: 1/11/2013

DEBTOR: INTERACTIVE SECURITY CORP, CREDITOR: JUAN REYES. AMOUNT: \$25769.57. CASE #C-12CV-000282. DATE: 1/11/2013

DEBTOR: YOLANDA L WOLFE, CREDITOR: BC SERVICES INC. AMOUNT: \$3618.75. CASE #C-11C-001013. DATE: 1/14/2013

DEBTOR: CHARLENE FONTANILLS, CREDITOR: GRAND CENTRAL BRECKENRIDGE HOU. AMOUNT: \$44057.35. CASE #D-11CV-000380. DATE: 1/14/2013

DEBTOR: MARTA J & MARTA JEAN MELL, CREDITOR: TCF NATL BK. AMOUNT: \$370189.48. CASE #D-12CV-000334. DATE: 1/15/2013

DEBTOR: JOSE F & VICTORIA N ROMERO, CREDITOR: CAVALRY PORTFOLIO SERVICES LLC. AMOUNT: \$10341.01. CASE #C-07C-000716. DATE: 1/15/2013

DEBTOR: TERENCE ESTRADA, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$4496.87. CASE #C-12C-004837. DATE: 1/15/2013

DEBTOR: RONALD E SOUTHWORTH, CREDITOR: BELLCO CREDIT UNION. AMOUNT: \$7162.48. CASE #C-12C-030053. DATE: 1/15/2013

DEBTOR: GARY F HOLDER, CREDITOR: BELLCO CREDIT UNION. AMOUNT: \$12606.67. CASE #C-12C-030056. DATE: 1/15/2013

DEBTOR: ALLISTAIR GALE, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$2203.79. CASE #C-12C-003330. DATE: 1/15/2013

DEBTOR: AARON T COLE, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$2193.4. CASE #C-12C-003116. DATE: 1/15/2013

DEBTOR: GLENN MARTIN, CREDITOR: LVNV FUNDING LLC. AMOUNT: \$1328.2. CASE #C-09C-056112. DATE: 1/15/2013

DEBTOR: WILLIAM M AVERY, CREDITOR: DISCOVER BK. AMOUNT: \$9531.14. CASE #C-12C-030090. DATE: 1/15/2013

DEBTOR: PAUL WHITEHEAD, CREDITOR: DISCOVER BK. AMOUNT: \$4094.81. CASE #C-06C-004590. DATE: 1/15/2013

DEBTOR: RACHEL E SOLT, CREDITOR: DISCOVER BK. AMOUNT: \$10469.41. CASE #C-12C-003285. DATE: 1/15/2013

DEBTOR: ANNETTE FERRERA, CREDITOR: LVNV FUNDING LLC. AMOUNT: \$3200.34. CASE #C-12C-003557. DATE: 1/15/2013

DEBTOR: EDITH J GENTILI, CREDITOR: ADVANTAGE ASSETS II INC. AMOUNT: \$5781.79. CASE #C-11C-003973. DATE: 1/15/2013

DEBTOR: CHUNU SHRESTHA, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$1495.61. CASE #C-12C-030063. DATE: 1/15/2013

DEBTOR: DARLENE & GERALD E SCHLAGEL, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$2078.58. CASE #C-12C-004879. DATE: 1/15/2013

DEBTOR: JENNY S CLAUSEN, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$1096.9. CASE #C-12C-30014. DATE: 1/15/2013

FOR THE RECORD

VICES INC. AMOUNT: \$1630.99. CASE #C-12C-000798. DATE: 1/22/2013

RELEASE OF JUDGMENT

Boulder County
DEBTOR: JILL A GREENE BATZER, CREDITOR: BC SERVICES INC. AMOUNT: \$0.0. CASE #C-08C919. DATE: 1/16/2013

DEBTOR: EDWARD F III ALTMAN, CREDITOR: DAVID PIERCE. AMOUNT: \$0.0. CASE #2004-2590564. DATE: 1/17/2013

DEBTOR: CATHY KOZIOL, CREDITOR: COLO ST REVENUE. AMOUNT: \$365.0. CASE #D-D72012CV800457. DATE: 1/8/2013

DEBTOR: KIM M PRICE, CREDITOR: CENTAUR VILLAGE WEST HOMEOWNER. AMOUNT: \$5954.35. CASE #C-10C-001692. DATE: 1/11/2013

DEBTOR: RICHARD M DORMAN, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$3335.49. CASE #C-12C-001908. DATE: 1/11/2013

DEBTOR: ALICE L DORMAN, CREDITOR: EQUABLE ASCENT FIN LLC. AMOUNT: \$2586.1. CASE #C-09C-005159. DATE: 1/11/2013

DEBTOR: CATHERINE C CHIPMAN, CREDITOR: KENDRA KANE. AMOUNT: \$6783.09. CASE #C-11C-004251. DATE: 1/11/2013

DEBTOR: JEROME F III MELSON, CREDITOR: COLO DEPT REVENUE. AMOUNT: \$403.0. CASE #D-11CV-805896. DATE: 1/16/2013

Broomfield County
DEBTOR: GLORIA JIMENEZ, CREDITOR: ALPINE CREDIT INC. AMOUNT: \$0.0. CASE #C-09C1504. DATE: 1/11/2013

STATE TAX LIENS

Boulder County
AB SUPERMARKETS LLC, \$2566.38, CASE #3282843, 1/16/2013.

BOMBAY BISTRO LLC, \$167.31, CASE #3282415, 1/15/2013.

BOULDER RIDGE HOSPITALITY SOLU, \$1575.34, CASE #3282846, 1/16/2013.

BROOMFIELD SKILLED NURSING REH, \$15775.12, CASE #3282848, 1/16/2013.

DAKOTA LEGAL SOFTWARE INC, \$2773.2, CASE #3282845, 1/16/2013.

HEARTLAND EXCAVATING INC, \$1054.43, CASE #3282414, 1/15/2013.

LEGACY INNOVATION LLC, \$2363.18, CASE #3281542, 1/10/2013.

LYONS COMMUNITY MONES-SORI INC, \$852.93, CASE #3280919, 1/8/2013.

RA STELMACK ASSOC CPA LLC, \$243.54, CASE #3281522, 1/10/2013.

REQUEST CARPET SERVICES

CORP, \$503.74, CASE #3282416, 1/15/2013.

RICHARD N HAND LLC, \$1207.78, CASE #3282847, 1/16/2013.

ROCKY MOUNT INSTRUMENT CO, \$8350.23, CASE #3281523, 1/10/2013.

RUSH MANAGEMENT INC, \$5318.52, CASE #3282844, 1/16/2013.

WOOD ASSOC LLC, \$882.48, CASE #3281500, 1/10/2013.

Broomfield County
AKP HEATING AIR CONDITIONING I, \$792.17, CASE #785, 1/14/2013.

BROOMFIELD SKILLED NURSING REH, \$15775.12, CASE #920, 1/16/2013.

N HARRIS COMPUTER CORP, \$728.88, CASE #562, 1/9/2013.

RELEASE OF STATE TAX LIENS

Boulder County
BOULDER VALLEY TOWING, \$0.0, CASE #3281323, 1/9/2013.

BOULDER VALLEY TOWING, \$0.0, CASE #3281324, 1/9/2013.

CHILTERN INTNL INC, \$139.0, CASE #3281326, 1/9/2013.

CHILTERN INTNL INC, \$207.56, CASE #3281327, 1/9/2013.

GAIAM SHARED SERVICES INC, \$0.0, CASE #3281499, 1/10/2013.

GAIAM SHARED SERVICES INC, \$0.0, CASE #3281498, 1/10/2013.

GERRY A LYNCH LTD, \$1003.03, CASE #3279825, 1/3/2013.

MARTINS WINDOW CLEANING INC, \$1900.34, CASE #3282411, 1/15/2013.

RICHARD F & SHIRLEY JMCADOWELL, \$0.0, CASE #3280953, 1/8/2013.

RICHARD F & SHIRLEY JMCADOWELL, \$0.0, CASE #3280954, 1/8/2013.

MEXICAN EXPRESS GRILLE INC, \$1159.4, CASE #3282842, 1/16/2013.

MEXICAN EXPRESS GRILLE INC, \$843.86, CASE #3282841, 1/16/2013.

MORNINGNOTESCOM LLC, \$212.63, CASE #3281524, 1/10/2013.

OVERHEAD SMASH ENTERPRISES LLC, \$0.0, CASE #3281322, 1/9/2013.

PASHUPATI INC, \$287.8, CASE #3282202, 1/14/2013.

POPLAR ENTERPRISES INC, \$5026.63, CASE #3282840, 1/16/2013.

ROBERT L SHEELY INC, \$690.77, CASE #3281325, 1/9/2013.

SALON BLUE 22 INC, \$1468.45, CASE #3281525, 1/10/2013.

STRATTON FAMILY TRUST, \$0.0, CASE #3281933, 1/11/2013.

SUNRISE JANITORIAL LLC, \$104.3, CASE #3282413, 1/15/2013.

SUNRISE JANITORIAL LLC, \$336.41, CASE #3281527, 1/10/2013.

SUNRISE JANITORIAL LLC, \$212.98, CASE #3282412, 1/15/2013.

TEA CHI LLC, \$206.67, CASE #3281528, 1/10/2013.

TEA CHI LLC, \$164.67, CASE #3281529, 1/10/2013.

TT CREATIVE INC, \$134.68, CASE #3281526, 1/10/2013.

WARRANTY DEEDS

Broomfield County
Seller: DARREN P & BOBETTE J HUNSTAD

Buyer, Buyer's Address: CLINT R & KRISTI R SHOTWELL, 14761 CLAY ST
Address: 14761 CLAY ST, BROOMFIELD

Price: \$430000
Date Closed: 1/8/2013

Seller: PEGGY J FENOLIA

Buyer, Buyer's Address: SHANNON STEIN, 2791 RIDGE DR
Address: 2791 RIDGE DR, BROOMFIELD

Price: \$241000
Date Closed: 1/8/2013

Seller: CAREY L & MARY SAVOY LOWREY

Buyer, Buyer's Address: KEVIN & SUSAN SCHAUB, 13942 CRESTONE CIR
Address: 13942 CRESTONE CIR, BROOMFIELD

Price: \$640000
Date Closed: 1/8/2013

Seller: CLARA Y HASHIMOTO

Buyer, Buyer's Address: CLARA Y HASHIMOTO REVOCABLE TR, 16700 EOLUS WAY
Address: 16700 EOLUS WAY, BROOMFIELD

Price: \$

Date Closed: 1/8/2013

Seller: TIMOTHY & ABBIE HOWELL MCNEIL

Buyer, Buyer's Address: ABBIE AND TIMOTHY MCNEIL TRUST, 14359 LAKEVIEW LN
Address: 14359 LAKEVIEW LN, BROOMFIELD

Price: \$

Date Closed: 1/8/2013

Seller: MICHAEL J & MARGARET GUISSINGER

Buyer, Buyer's Address: NANCY R WEIGAND, 13933 LEGEND WAY UNIT 102
Address: 13933 LEGEND WAY UNIT 102, BROOMFIELD

Price: \$240000
Date Closed: 1/8/2013

Seller: WELLS FARGO BANK

Buyer, Buyer's Address: FEDERAL HOME LOAN MORTGAGE COR, 5000 PLANO PKWY
Address: 3211 W 133RD CIR, BROOMFIELD

Price: \$

Date Closed: 1/8/2013

Seller: RAYMOND W LAWSON

Buyer, Buyer's Address: MY THREE SONS LIVING TRUST, 1104 WHITE HAWK RANCH DR
Address: 1391 US HIGHWAY 287, BROOMFIELD

Price: \$

Date Closed: 1/9/2013

Seller: RICHMOND AMERICAN HOMES COLORA

Buyer, Buyer's Address: JEREMY FLYNN & JODY KAHN LAWRENCE, 3472 HARVARD PL
Address: 3472 HARVARD PL, BROOMFIELD

Price: \$421200
Date Closed: 1/9/2013

Seller: TERRIE B STRICK

Buyer, Buyer's Address: QINGLIN QIU, 7291 QUIVAS ST
Address: 11999 SAULSBURY ST, BROOMFIELD

Price: \$258000
Date Closed: 1/9/2013

Seller: DORIS J DORSEY

Buyer, Buyer's Address: JOHN M & LAURIE B SCHMAUS, 1014 ASH ST
Address: 3541 MOLLY CIR, BROOMFIELD

Price: \$185000
Date Closed: 1/9/2013

Seller: PULTE HOME CORP

Buyer, Buyer's Address: JUDITH L COLE, 4578 HOPE CIR
Address: 4578 HOPE CIR, BROOMFIELD

Price: \$395800
Date Closed: 1/10/2013

Seller: FLATIRON PROPERTIES LLP

Buyer, Buyer's Address: FLAGSTAFF HOLDINGS 224 LLC, 3000 PEARL ST STE 200
Address: 224 COMMERCE ST, BROOMFIELD

Price: \$2610000
Date Closed: 1/10/2013

Seller: TWILA J & ARMANDO A ZIRAKZADEH

Buyer, Buyer's Address: DONOVAN A ZIRAKZADEH, 190 HEMLOCK ST
Address: 190 HEMLOCK ST, BROOMFIELD

Price: \$116000
Date Closed: 1/13/2013

Seller: BARBARA JO CHILDS

Buyer, Buyer's Address: JONELL A & LEO P JR COMERFORD, 4640 BELFORD CIR
Address: 4640 BELFORD CIR, BROOMFIELD

Price: \$659500
Date Closed: 1/13/2013

Seller: SPRUCE MEADOWS DEVELOPMENT LTD

Buyer, Buyer's Address: EVERETT FINE HOMES LLC, 2596 PO BOX 6286
Address: 2596 SPRUCE MEADOWS DR, BROOMFIELD

Price: \$134900
Date Closed: 1/14/2013

Seller: MICHAEL CASSITY

Buyer, Buyer's Address: AKAROPAS & TANIDA HIRANYASTHI, 14542 STARGAZER DR
Address: 14542 STARGAZER DR, BROOMFIELD

Price: \$385000
Date Closed: 1/14/2013

Seller: STANDARD PACIFIC COLORADO INC

Buyer, Buyer's Address: KIMBERLY L WILLIS, 4725 RAVEN RUN
Address: 4725 RAVEN RUN, BROOMFIELD

Price: \$363000
Date Closed: 1/14/2013

Seller: VICKI STEWART

Buyer, Buyer's Address: DAVID MCBRIDE, 882 HEMLOCK WAY
Address: 882 HEMLOCK WAY, BROOMFIELD

Price: \$130000
Date Closed: 1/14/2013

Seller: CHARLES E DAVIS

Buyer, Buyer's Address: DAVIS ENTERPRISES COLORADO LLC, 11750 FENTON ST
Address: 1060 OPAL ST UNIT 103, BROOMFIELD

Price: \$

Date Closed: 1/14/2013

Seller: ROBERT D MASTELLER

Buyer, Buyer's Address: STEVEN & DEBORAH KAUFMANN, 1271 IRONWOOD PL
Address: 1271 IRONWOOD PL, BROOMFIELD

Price: \$400000
Date Closed: 1/14/2013

Seller: YUEMING XU REVOCABLE TRUST

Buyer, Buyer's Address: SCOTT M SOUTHWELL, 13446 ECHO DR
Address: 13446 ECHO DR, BROOMFIELD

Price: \$286500
Date Closed: 1/15/2013

Seller: SHANDRA HENDERSON

Buyer, Buyer's Address: NICHOLAS HANDLEY, 1174 PAR RD
Address: 1174 PAR RD, BROOMFIELD

Price: \$325500
Date Closed: 1/15/2013

Seller: PHYLLIS A KASCAK

Buyer, Buyer's Address: JASON T & JANENNE M SMITH, 2885 CALKINS PL
Address: 2885 CALKINS PL, BROOMFIELD

Price: \$245000
Date Closed: 1/16/2013

Seller: PEERLESS TYRE CO BROOMFIELD CI

Buyer, Buyer's Address: COLO ST DEPT TRANSPORTATION, 4201 E ARKANSAS AVE
Address: 11985 TELLER ST, BROOMFIELD

Price: \$

Date Closed: 1/16/2013

Seller: ROBERT S & ROXANNE MCCREA

Buyer, Buyer's Address: MICHAEL L CASSITY, 16663 TRINITY LOOP
Address: 16663 TRINITY LOOP, BROOMFIELD

Price: \$515000
Date Closed: 1/16/2013

Seller: BRITTANY L DEVOGE

Buyer, Buyer's Address: MELISSA EDIC, 12803 KING ST
Address: 12803 KING ST, BROOM-

FIELD

Price: \$194000
Date Closed: 1/16/2013

Seller: KIMBERLY L WILLIS

Buyer, Buyer's Address: AMY MCWILLIAM, 14314 COTTAGE WAY
Address: 14314 COTTAGE WAY, BROOMFIELD

Price: \$225000
Date Closed: 1/17/2013

Seller: LESHA BARRY

Buyer, Buyer's Address: BRENT J & GERI L KENNEDY, 945 E 10TH AVE
Address: 945 E 10TH AVE, BROOMFIELD

Price: \$205000
Date Closed: 1/17/2013

Seller: ANTHONY L & BARBARA JEAN BROWN

Buyer, Buyer's Address: DARRELL & JULIE MIKAN, 2863 CALLAN CT
Address: 2863 CALLAN CT, BROOMFIELD

Price: \$465000
Date Closed: 1/17/2013

Seller: HUD

Buyer, Buyer's Address: JON & CHASTA LABASS, 61 MUSKRAT LAKE VW
Address: 2991 N PRINCESS CIR, BROOMFIELD

Price: \$

Date Closed: 1/17/2013

Seller: JOY RANSOM

Buyer, Buyer's Address: RICHARD N & LINDA W FREUND, 12438 JAMES CT
Address: 12438 JAMES CT, BROOMFIELD

Price: \$

Date Closed: 1/17/2013

Seller: ETHAN & SARAH JELINEK

Buyer, Buyer's Address: 7398 AUGUSTA LLC, 4739 HARWICH ST
Address: 965 W 11TH AVE, BROOMFIELD

Price: \$228500
Date Closed: 1/21/2013

Seller: JUSTIN ROBERT SMITH

Buyer, Buyer's Address: GENE M & KELLY D SMITH, 4033 W 107TH CT
Address: 3763 RED DEER TRL, BROOMFIELD

Price: \$245000
Date Closed: 1/21/2013

Seller: DAVID L FISHER

Buyer, Buyer's Address: THOMAS C JR & HEATHER M WIESTER, 4924 PREBLES PL
Address: 4791 RAVEN RUN, BROOMFIELD

Price: \$270000
Date Closed: 1/21/2013

Seller: ARISTA INVESTORS COLORADO LLC

Buyer, Buyer's Address: RONALD T WINSTON, 11312 COLONY CIR
Address: 11312 COLONY CIR, BROOMFIELD

Price: \$170000
Date Closed: 1/21/2013

Seller: ERIKA & PATRICK SCHEELS

BUSINESS DIGEST

OPENINGS

Fate Brewing Co. opened Feb. 4 at 1600 38th St. in east Boulder. Fate's management team calls it "Boulder's first brew-bistro." Fate Brewing is owned by Mike Lawinski. Jeff Griffith is head brewer, and Tim Berry is head chef. The space formerly was home to Jose Muldoon's restaurant and had been vacant for several years.

Maria Trysla opened a franchise of Philadelphia-based **The Marketing Department Worldwide** at 10955 Westmoor Drive, Suite 400, in Westminster. As a managing partner, Trysla will offer marketing services to small businesses in the Boulder Valley. The marketing consulting agency has a network of eight offices that specialize in brand development, website design, copywriting, and collateral production. Trysla has 20 years of brand and marketing experience with Level 3 Communications Inc., Sprint and Wonder Bread. Phone is 720-254-8206 or email mtrysla@tmdworldwide.com.

Goodwill of Denver plans to open a donation center at 3043 Walnut St. in the Walnut Gardens Shopping Center in Boulder. The **Goodwill Donation Center** will accept gently used clothing, household goods and small furniture. A Goodwill trailer will be replaced by this new store. The donation center will be open Monday through Saturday from 8 a.m. to 6 p.m. and on Sunday from 10 a.m. to 6 p.m.

CLOSINGS

Left Hand Books at 1200 Pearl St. in Boulder is scheduled to close April 15. Left Hand's book sales have dropped in recent years as online sale of books and the popularity of electronic books have increased, said Louise Knapp, a bookstore volunteer and a member of its collective. All workers are volunteers at the store, which is run as a collective by members. Founded in 1979, the bookstore has offered author appearances, movie nights and discussion groups through its tenure. It has been at its current location since 1991. The store will offer "steep discounts" on books and will sell all fixtures and furniture through April.

BRIEFS

Green Garage has raised \$600,000 from existing investors to remodel and upgrade equipment at its new store at 2907 55th St., according to a U.S. Securities and Exchange Commission filing. The 9,000-square-foot environmentally friendly car service company remains open while the remodel work is being done. Green Garage is the trade name of **Primoris Energy Solutions Inc.** A 1,000-square-foot **Laughing Goat Coffeehouse** shop is slated to open in the next month or so in leased space in the building.

Startup accelerator **TechStars** joined with the **Excelerate Labs** accelerator in Chicago and will bring the program into the TechStars family. Excelerate Labs will be named **TechStars Chicago**. The Chicago program joins accelerators in Boulder, New York City, Seattle and Boston, all of which were founded and launched by TechStars.

Louisville-based **Real Goods Solar Inc.** (Nasdaq: RSOL) installed more than 25 megawatts of solar power in 2012 for residential, commercial and utility customers. The company also achieved a major milestone, having surpassed cumulative installations of more than 100 megawatts and more than 14,500 solar installations.

Boulder-based **Sophono Inc.'s** Alpha 2 hearing device received clearance for use in a magnetic resonance image field after passing tests from ASTM International. The implant passed tests for translation, torque, heating and signal loss.

AltaVita Memory Care Centre in Longmont joined **LeadingAge Colorado**, Colorado's largest nonprofit association representing 200-plus providers of aging services. Opened in May 2012, AltaVita is a locally owned and family-oriented memory-care community. The 36,000-square-foot community is located at 800 South Fordham St. and includes 56 private assisted-living suites, with special memory-care services overseen by Dr. Haleh Nekooraad-Long, a certified geriatric psychiatrist.

Private-equity firm **Parthenon Capital Partners** has made an investment in Louisville-based **Envysion Inc.**, a provider of video surveillance services to retailers. The amount of the investment was not disclosed. Proceeds from the transaction will be used to provide growth capital for Envysion. Parthenon brings expertise in business services, corporate strategy and operations that will help Envysion expand its platform and value proposition for customers, as well as improve operational efficiencies.

Scientists have found that "quantum dots" assemble themselves on minuscule wires, a discovery that could be applied to improving solar cell harvesting and quantum computing in the future, according to the **National Renewable Energy Laboratory** in Golden. "Quantum dots" are tiny crystals of semiconductive material - in this case with a core of gallium arsenide - that is a few billionths of a meter in diameter. The dots could be used to charge converters for better light harvesting in photovoltaic solar cells, the press release said. They also could be used to detect local electric and magnetic fields.

Simple Energy Inc. in Boulder was chosen as one of 20 companies to participate in National Grid's smart-grid pilot to create an energy-saving system for 15,000 customers in Worcester, Massachusetts. Simple Energy will offer its online and mobile energy-saving application platform to the project. The platform combines behavioral science research and social game mechanics that encourage energy efficiency.

EARNINGS

Boulder-based cancer drug research company **Array BioPharma Inc.** (Nasdaq: ARRY) reported decreased revenue and an increased loss for the most recent quarter ended Dec. 31. Array reported that revenue for the quarter was \$18.4 million, compared with \$23.2 million for the same period a year earlier. The company reported that the decline in revenue in the most recent quarter came because of a nonrecurring \$28 million license payment in the same quarter a year earlier from its partner Genentech Inc. in Vacaville, California, a wholly owned subsidiary of Roche USA. Array reported a net loss of \$10.9 million, or 10 cents per share, for the quarter ended Dec. 31, compared with a net loss of \$3.8 million, or 6 cents per share, for the same quarter a year earlier, the press statement said. Research and development expense was \$13.9 million in the most recent quarter, compared with a \$13.2 million research and development expense for the same quarter a year earlier.

Broomfield-based can and packaging manufacturer **Ball Corp. (NYSE: BLL)** reported that net earnings for 2012 increased 12 percent from 2011, totaling \$483 million. The net earnings translate to \$3.06 per diluted share for 2012 compared with \$444 million in net earnings, or \$2.63 per diluted share in 2011. Revenue was \$8.7 billion in 2012, compared with revenue of \$8.6 billion in 2011. **Ball Aerospace and Technologies Corp.**, a Boulder-based division of Ball, reported operating earnings of \$86.6 million in 2012, up from \$79.6 million in 2011. Revenue was \$876.8 million in 2012, up from \$784.6 million in 2011.

UQM Technologies Inc., a company based outside Longmont that develops alternative-energy technology, reported that revenue decreased 29 percent from the year before as demand from its largest customer dropped. UQM reported revenue of \$1.9 million for its third quarter ending Dec. 31, down from \$2.7 million for the same quarter in 2011. That contributed to a net loss of \$4.6 million, or 12 cents per common share. UQM lost \$800,000, or 3 cents per common share, during the quarter in 2011. Another cause for the loss was lack of shipments to CODA, a California-based electric vehicle manufacturer that signed a major contract with UQM for propulsion systems. UQM incurred a charge of \$3.8 million, or 10 cents per common share, to establish an allowance for doubtful accounts for CODA receivables.

Boulder-based surgical-device maker **Encision Inc.** (PK: ECIA) reported quarterly product revenue

of \$2.9 million for the quarter ended Dec. 31, a 10 percent increase from product revenue for the same period a year earlier. Encision reported product revenue of \$2.7 million for the quarter. Service revenue for the quarter was \$100,000, down \$379,000 from the \$479,000 posted for the same quarter a year earlier.

CONTRACTS

MWH Constructors Inc. in Broomfield will provide construction management services for the **El Toro Water District** in Orange County, California. The El Toro Recycled Water Expansion project, valued at \$26 million, will consist of three pipeline projects and one water treatment plant expansion. The existing water treatment plant serves communities in South Orange County, including Laguna Hills and Laguna Woods. Construction is to begin early this year, and the project is slated for completion in late 2014.

Louisville-based **Envysion Inc.**, a provider of managed video as a service, was selected as exclusive video provider by **Desert De Oro Foods** and **Preferred Wireless**. Desert De Oro, a Yum! Brands franchise, began deploying Envysion Insight in its more than 130 Taco Bell, Pizza Hut and KFC restaurants. Preferred Wireless will leverage Envysion's video-driven business intelligence to gain greater visibility into the selling techniques in its stores in an effort to drive up-selling efforts, and to audit high-risk transactions to reduce inventory loss.

Intelligent Power & Energy Research Corp. of Colorado selected **Workshop8** to design the interior of its new office and research space at 4321 Mulligan Drive in Longmont. Joseph Vigil IV will be project architect and Ulla Lange will design the interior. Narvaes Western Construction will be the general contractor.

Boulder-based **Workshop8** was hired by **Intelligent Power & Energy Research Corp. of Colorado** to design the interior of its office at 4321 Mulligan Drive, Longmont. Joseph Vigil IV, AIA, will serve as project architect, and Ulla Lange will provide interior design services. Boulder-based **Narvaes Western Construction LLC** will be the general contractor.

Boulder-based **FreeWave Technologies Inc.**, a manufacturer of spread spectrum radios, was hired by **Hawaiian Electric Co.** to install fault circuit indicators, or FCIs, throughout the island of Oahu. The indicators will detect fault data and transmit it in real-time with FreeWave's wireless data radios. The utility worked with FreeWave and its partner **Power Delivery Products Inc.**, which provided the Smart Navigator FCI sensors, to install a network using FreeWave's FGR2-PE radios for long-range wireless communications. Deployment started in late 2012 and will continue throughout 2013.

Eco-friendly gear maker **Green Guru Gear** in Boulder partnered with Minneapolis-based bicycle-repair company **Bike Fixtation LLC** to acquire blown-out bicycle inner tubes. Green Guru recycles the inner tubes into bike bags and other accessories, which it sells at outdoor retail stores. Green Guru will pay for shipping to have the blown-out inner tubes shipped to Boulder. The two companies each paid an undisclosed amount so Bike Fixtation could build two test recycling boxes.

GRANTS

The North Face presented Boulder-based **Satellite Boardshop** with a \$5,000 award to support activities that encourage people to participate in outdoor sports. Satellite was selected for its commitment and fresh approach to growing board sport participation in Boulder and beyond.

MERGERS & ACQUISITIONS

Sound Surgical Technologies LLC, a Louisville-based company that develops and makes surgical and nonsurgical devices used by cosmetic surgeons, has signed a definitive acquisition agreement with a California company for a deal worth \$30.5 million. **Solta Medical Inc.** (Nasdaq: SLTM), which also makes equipment for the "medical aesthetics" market, will acquire SST for \$25.5 million in Solta common stock and \$5 million in cash, according to a release from

the companies. The deal is expected to close before the end of the first quarter.

SERVICES

Louisville-based **Zayo Group** introduced 100-gigabyte wavelength services on its New York City to Philadelphia and Philadelphia to Washington, D.C. fiber routes. The system will give customers the ability to scale with bandwidth intensive applications beyond speeds currently available. The Northeast Corridor, which connects Washington, D.C. to New York City through Philadelphia, has a concentration of financial, government and large enterprise customers that require high-bandwidth solutions. This represents the company's first native 100-gigabyte wavelength route.

Louisville-based **Real Goods Solar Inc.** (Nasdaq: RSOL) is partnering with San Francisco-based **Sunrun Inc.** on offering residential solar service options in California, Colorado, Massachusetts and New York. Real Goods Solar will design, engineer and manage the installation of residential solar systems, while Sunrun will own, insure, monitor and maintain the equipment.

Lafayette-based **Door to Door Organics**, a company that provides home-delivery of natural and organic foods, is offering a new service, Door to Door Organics Kitchen, which allows customers to shop online by recipe and have the ingredients delivered. Recipes are provided by local food bloggers and chefs. The recipe database is searchable by categories such as vegan and gluten-free. Website is www.colorado.doortodoororganics.com/.

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

AWARDS

Boulder-based Colorado Green Building Guild presented its annual Pioneer Award to **Elevations Credit Union** and its Leadership Initiative award to **Stephanie Bingham**. Elevations Credit Union partnered with Boulder County to help create an energy efficiency and renewable energy financing product after the Climate Smart Loan Program was discontinued due to concerns by Fannie Mae and Freddie Mac. Bingham of Stephen Sparr Architects took the lead and went above and beyond to ensure that the Whiterock Building, home of Stephen Sparr Architects, was a model for energy efficiency and green building practices.

Boulder-based **Outdoor Industry Association** received a National Leadership Award for its work on behalf of parks and other public lands from a coalition representing the National Association of State Park Directors, the National Association of Outdoor Recreation Liaison Officers, the National Recreation and Parks Association and America's State Parks Foundation. Domenic Bravo, administrator for Wyoming State Parks and a representative for the coalition, presented the award to the OIA board of directors.

Nonprofit Colorado Lending Source Ltd. announced its top small-business lenders for 2012 at its annual meeting Jan. 30. Winners of the 2012 Small Business Lender of the Year Award were **Todd Guymon** at Verus Bank of Commerce and FirstBank. Winners of the 2012 Emerging Small Business Lender Award were **Great Western Bank**, **David Marica** at Centennial Bank and **Melissa Cosby Gaetner** at Vectra Bank. **The Kitchen (Next Door)** in Boulder won a 2012 Small Business Excellence Award.

ON THE JOB

ENERGY

Louisville-based Real Goods Solar Inc. (Nasdaq: RSOL), a provider of solar-energy solutions, appointed **Tony DiPaolo** as chief financial officer, succeeding interim CFO **Angy Chin**, who will remain in an advisory role during the transition. DiPaolo previously served as president and chief financial officer of Incentra Solutions (now Presilient), a provider of information technology and storage-management solutions to businesses and managed services providers in North America and Europe. DiPaolo also previously served as chief financial officer and chief accounting officer for Roomlinx Inc. (OTC: RMLX), a media and entertainment services company.

ENGINEERING

Anne M. Pagano, who had worked for 14 years at Boulder-based Drexel, Barrell & Co., rejoined the engineering firm as senior associate to lead site infrastructure design in Boulder and Steamboat Springs. The company provides civil, water resources, traffic and transportation engineering, and land surveying to clients throughout Colorado.



Pagano

GOVERNMENT

Former Louisville mayor **Chuck Sisk** was appointed Feb. 5 by Boulder County commissioners to fill a seat on the Regional Transportation District's 15-member elected board

of directors. Sisk, a law partner at Hurth, Sisk & Blakemore LLP in Boulder since 1973 and a 2012 inductee into the Boulder County Business Hall of Fame, was picked to represent RTD District O, which includes Boulder and Louisville as well as Superior, Lyons, Hygiene, the Diagonal Highway corridor and parts of Longmont southwest of Mountain View Avenue and Hover Street. Sisk replaces John Tayer, who was elected to a four-year term on the RTD board in 2010 but resigned last month to devote more time to the job of Boulder Chamber president and chief executive that he won in November. Sisk can serve at least through the November 2014 election.



Sisk

HOSPITALITY, RECREATION

J.J. Collier was promoted to senior vice president for product and design and **Russ Rowan** was promoted to senior vice president for North American marketing and sales at Boulder-based Spyder Active Sports, Inc., a manufacturer of technical ski and lifestyle apparel. Collier's experience includes posts as senior designer for Salomon and design director at Polo Ralph Lauren RLX. Rowan has held positions at Helly Hansen, Burton and O'Neill.

INSURANCE

Kyle K. Rank was promoted to chief compliance officer at Longmont-based Alliant National Title Insurance Co., an underwriter that

partners with independent agents to improve their competitive position in the marketplace. Rank will lead enterprise compliance efforts and implement internal controls, policies and procedures to assure compliance with applicable local, state and federal laws and regulations, as well as third-party guidelines. He also will manage audits and investigations into regulatory and compliance issues. Rank joined Alliant as vice president and Missouri agency manager in April 2010.



Rank

NONPROFIT

Firestone mayor pro-tem **Paul Sorensen** was appointed to serve on the board of directors at the Ed & Ruth Lehman YMCA in Longmont. Sorensen will represent the Carbon Valley area and will work with its three communities — Firestone, Frederick and Dacono — to determine recreational needs and programs for the area. The Longmont YMCA currently provides after school care at a Carbon Valley elementary school, as well as other educational programs that support the community. Sorensen advocates planning for a future YMCA facility in Firestone.



Sorensen

TECHNOLOGY

Steve Foster has stepped down as chief executive of the Colorado Technology Association to become chief operating officer job at Denver-based Global Technology Resources Inc., an information technology consulting company. Foster was named CEO of the Colorado Technology Association in January 2012. He plans to remain on the association's board of directors. A search committee for a new CEO will be led by Molly Rauzi, the association's incoming board chairman.

TELECOMMUNICATIONS

Anne Stone, director of North American marketing for Level 3 Communications, Inc. (NYSE: LVT), was named to the first board of directors for Women in the Channel, a nonprofit, grassroots organization made up of women who are in leadership, ownership and revenue-generating roles in the alternate sales channel sector of the telecommunications industry.



Stone

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@bcbr.com with On the Job in the subject line. Photos submitted will not be returned.

PRODUCT UPDATE

A device made by Boulder-based **Sophono Inc.** improved hearing for children participating in a study at the Paris Children's Hospital in France. Results were published in the February issue of *Otology & Neurotology*, a trade journal. Children who could not hear in one ear who used a Sophono hearing device had their hearing levels improve to "nearly normal," according to the study. The 6- to 9-year-old children also experienced statistical and clinical improvement in "speech-in-noise," an indication of how well a person can understand speech

in a noisy environment, according to the study. The **Sophono Alpha System** device is fitted to a patient's head with the use of small, implantable magnets.

Boulder-based medical-device company **Excision Inc.** (ECIA:PK) introduced the **EM3 AEM monitor** that provides two functions: Active Electrode Monitoring, intended to control stray monopolar energy caused by insulation failure and capacitive coupling in surgical instruments; and End Point Monitoring, intended to aid the surgeon in determining the end point

of bipolar electrosurgical desiccation.

Broomfield-based **Webroot Software Inc.** launched its **Security Intelligence for Networks Suite** tailored toward network security-solution providers including next-generation firewalls, unified threat management, intrusion detection and prevention, access point solutions, security information and event management solutions, and managed-security service providers. This collection of modular, cloud-based security intelligence solutions allows network-focused partners to deliver advanced

security capabilities that maximize business performance and guard their customers against rapidly evolving Internet-based threats such as phishing and advanced malware.

Xyleme Inc., a Boulder-based company that creates software tools to help companies distribute educational and training material to employees, launched the **Bravais Cloud Player** at the Learning Technologies trade show in London. The module adds single sign-on capabilities and enhanced security.

NONPROFIT NETWORK



COURTESY LEANIN' TREE INC.

A portion of sales from Leanin' Tree Inc.'s Kid Quips, a line of greeting cards featuring lighthearted quotes from children, are donated to The Children's Health Fund, an organization dedicated to health care and advocacy for America's most vulnerable children.

Leanin' Tree Inc., a Boulder-based greeting-card company, contributed more than \$37,000 to funds benefiting children and conservation. Donations are based on a portion of wholesale greeting-card sales from two card lines launched in 2011. A portion of sales from Leanin' Tree Inc.'s Kid Quips, a line of cards featuring light-

hearted quotes from children, is donated to The Children's Health Fund, an organization dedicated to health care and advocacy for America's most vulnerable children. A portion of sales from Your True Nature, a card line that shares wisdom learned from nature in the form of "Advice from a Rainbow" or "Advice from a Rabbit," is do-

nated to The Conservation Fund.

BRIEFS

Impact on Education, a nonprofit community partner of the Boulder Valley School District, presents its **2013 Impact Awards Celebration** at 7:30 p.m., Wednesday, March 6, at the Boulder Theater, 2032 14th St., Boulder. Cost is \$35 per person. Light desserts will be served. Doors open at 6:30 p.m. Tickets available online at www.impacteducation.org, in person at the Boulder Theater box office or by calling 303-786-7030.

FUNDRAISERS

The YWCA of Boulder County presents its **YWCA Cabaret** with the Second City comedy troupe from 6 to 10 p.m., Saturday, March 9, at the Omni Interlocken Resort, Broomfield. The fundraiser includes dinner, a silent auction and a special tribute to three people for their efforts in empowering community members. Those to be recognized are Terri Benjamin, community volunteer; Michelle Carpenter, Boulder High School; and Ester Quintana Matheson, chairwoman of the Boulder County Latina League. Members of Chicago-based Second City will perform. Tickets are \$150 and proceeds benefit the YWCA of Boulder County. Proceeds support services such as drop-in, sliding-fee scale child care, free financial counseling, low-cost career services, parent education and youth empowerment programs. Register online at www.ywcaboulder.org.

Shepherd Valley Waldorf School in Niwot presents **Soup, Glorious Soup! A Boulder County Soup Invitational and Benefit Auction** at 5:30 p.m., Friday, March 16, at the Dove House, Li-

onsgateCenter, 1055 S. 112th St. Lafayette. The event will benefit the school. Cocktails, soup, appetizers, dessert, silent and live auction, dancing. Cost is \$40 in advance, \$45 after March 4. Register online at www.shepherdvalley.org or call 303-652-0130.

GOOD DEEDS

Nonprofit **Community Food Share** distributed 7,155,870 meals to those in need of food assistance in Boulder and Broomfield counties during 2012. The value of the food was \$11,878,744, and it was distributed free of charge through a network of approximately 50 member agencies and Community Food Share's Direct Distribution programs.

The Presser Foot, a Bernina dealer, presents a **Sew Day for African Girls and Women** from 1 to 4 p.m., Saturday, Feb. 16, at its store in Longmont, 2001 N. Main St. The Presser Foot invites volunteers to help sew reusable feminine hygiene items that will be donated to Empower Women in Africa Inc. to help girls in schools and communities in Namibia, Africa. The Presser Foot is providing approximately 15 sewing machines and sergers, spa water and light refreshments, and is donating flannel material to create the items. Additional flannel fabric donations are welcome.

John Cordova, territory manager of **PODS of Boulder**, a provider of mobile storage units, in 2012 donated 34 containers to 17 local charities including the National Multiple Sclerosis Society's Walk for a Cure and the American Diabetes Association's Tour de Cure bike ride. The donations have a market value of \$18,000.

Bike-driven real estate firm sold by founder

BOULDER — Tim Shea has acquired real estate firm Pedal to Properties Inc. in Boulder from company founder Matt Kolb for an undisclosed amount.

Shea joined Pedal to Properties in 2010 as a Realtor. Kolb founded the firm in 2006.

It allows buyers the option to view properties and neighborhoods from cruiser bicycles provided by the firm.

Chris Sweeney, who has been with Pedal to Properties since its inception, was named the firm's managing broker.

A Boulder resident for more than 20 years, Shea has been involved in real estate investing since 1994 and became a licensed Realtor in 2009. He previously founded, owned and grew a tax-advisory company in Boulder from a single employee to a 125-person firm. In 2008, Shea's ownership interest in the tax-advisory firm was bought out, and he made the decision to jump into the real estate industry.

"When the Pedal to Properties' opportunity arose, and I learned Matt was planning to move on to another exciting entrepreneurial opportunity, I could not pass it up," Shea said. "Being an agent for Pedal to Properties has been special. Being the owner and the driving force behind the next chapter in the company's story will be very exciting."

Shea said he is eager to lead and grow Pedal to Properties, including relocating its office from its current spot at 1949 Pearl St.

ANDERSON MED CENTER: Boulder Community Hospital's new Anderson Medical Center is filling up, as new medical practices are opening their doors in the recently completed 46,000-square-foot building.

The center, at 4743 Arapahoe Ave. in Boulder, is part of the hospital's \$130 million expansion of its Foothills campus, located at 4747 Arapahoe Ave., between Foothills Parkway and 48th Street.

Two practices — Boulder Neurological and Spine Associates and Boulder Heart, a cardiologist practice — have opened in the new center in the past month.

Boulder Heart is a newly formed practice with 10 doctors, at Suite 201. It was formed after doctors from the Colorado Cardiovascular Center joined Rocky Mountain Cardiology, and it is affiliated with BCH.

Boulder Neurological and Spine Associates is next door, at Suite 202. According to Boulder County property records, the neurology office occupies a suite recently purchased for \$2.23 million by Foothills Office LLC, which was formed by Alan Vil-



REAL ESTATE
Michael Davidson

Highest-Priced Home Sales in Boulder County

December 2012

Sale Price	Buyer	Address	City
\$4,750,000	Jon F. Kayyem and Paige Gates-Kayyem	8925 Mountain View Lane, Boulder	Boulder
\$2,750,000	William F. and Deborah R. Shaub	9430 Owl Lane, Boulder	Boulder
\$2,025,000	James C. and Dara J. Beall	927 White Hawk Ranch Drive, Boulder	Boulder
\$1,525,000	Frank G. Langan	230 Green Rock Drive, Boulder	Boulder
\$1,351,100	Carlos G. and Cristina T. Veraza	10484 Sunlight Drive, Lafayette	Lafayette
\$1,290,000	Eli Bloch	3115 Kittrell Court, Boulder	Boulder
\$1,141,000	Alissa D. and Daniel J. Peterson	865 Kalmia Ave., Boulder	Boulder
\$1,085,000	Jonathan M. Steinberg	6222 Songbird Circle, Boulder	Boulder
\$1,075,000	Monica Margo and Gordon Stavert Byrn	1042 8th St., Boulder	Boulder
\$995,000	Marsa Williams	2180 Kohler Drive, Boulder	Boulder
\$995,000	Louisa M. Young	287 Pearl St., Boulder	Boulder

Data is based on when transaction was recorded by the Boulder County Clerk and Recorder's

Source: SKLD Information Services LLC - 303-695-3850

lavencio, a doctor with the practice.

Alpine Surgical and Alpine Urology will open soon at the center, according to BCH's website.

Work continues on the 100,000-square-foot expansion of the hospital's main building, which will increase its bed count from 60 to 135 as the building becomes the hospital's main acute-care center.

The hospital also is buying property across 48th Street from the campus. It recently paid \$1.2 million for the 4,780-square-foot office building at 4880 Riverbend Road. The seller was Whitfield J. Collins, according to property records.

The acquisition is in line with the hospital's long-term plan to acquire the buildings in the Riverbend office park, which is to the east of the Foothills camps across 48th Street. The hospital already owns seven of the 12 small office buildings in the development around Riverbend Road.

HOA DIVISION SOLD: Countryside Asset Management Corp. has acquired the homeowners' association management division of another Boulder-based property-management company, Aspen Management. Aspen will now focus on its other division, the management of rental properties.

Financial details were not disclosed about the deal between the two companies, which took effect Jan. 1 between Countryside, co-owned by Chris Geer and John Moritz, and Aspen, the trade name for Colorado Real Estate Management LLC, owned by Weston Baur.

Countryside employs 19 people in its office at 7490 Clubhouse Drive, Suite 201, including seven in its newly acquired HOA division. Countryside also manages apartment communities and commercial properties.

Five employees remain at Aspen Management's office at 5757 Central Ave., Suite 205.

APARTMENTS FOR SENIORS: Boulder Housing Partners broke

ground Feb. 13 on an apartment community for seniors.

It's the first new affordable senior housing built in Boulder since 1982, according to Boulder Housing.

The three-story, 59-unit apartment community is in South Boulder at 4990 Moorhead Ave., near Table Mesa Drive and U.S. Highway 36.

It will offer one- and two-bedroom apartments with full kitchens, private balconies or patios, a washer and dryer and carport spaces.

All apartments will be built to Energy Star and Enterprise Green Communities standards.

The community will have a catering kitchen, Internet cafe, lounges, raised bed gardens and a play area for visiting children. It is adjacent to regional public trails and will have bicycle racks for residents.

Prospective tenants must be at least 62 years old and income-qualify, as eligibility is based on earning 30 percent to 60 percent of area median income. Monthly rents for the one-bedroom units start at \$505 and two-bedroom units start at \$606, not including utilities. Eligible incomes range from approximately \$15,000 per year to \$43,000 per year.

Interested parties can register for project updates and join an interest list at www.boulderhousing.org/content/high-mar.

LAFAYETTE

PRASANNA GAINS STEAM: The developers of the Prasanna apartment complex, a 240-unit development in the SoLa development in south Lafayette, have received the construction permits for the project.

The 10.6 acres of land for the project was sold recently for \$2.6 million, according to Boulder County property records. Imago Lafayette LLC acquired the land from Highland Properties 711 LLC.

Milestone Development Group LLC, a Denver-based developer, is building the development, which is adjacent to the Prana apartments. Milestone built Prana and sold it for

Foreclosures in Boulder Valley

January 2013

City	Foreclosures Filed	Deeds Issued
Allenspark	0	0
Boulder	7	4
Broomfield	24	11
Eldorado Springs	0	0
Erie	1	0
Golden*	0	0
Gold Hill	1	0
Hygiene	0	0
Jamestown	0	0
Lafayette	4	4
Longmont	22	18
Louisville	1	3
Lyons	1	0
Nederland	1	0
Niwot	0	0
Pinecliffe	0	0
Superior	5	0
Ward	0	1
TOTAL	67	41
Year-to-date 2013	67	41

*Reflects only the portion of Golden in Boulder County

Source: Public trustees of Boulder and Broomfield counties

\$36.1 million in December.

According to the city of Lafayette, construction permits for Prasanna were issued in December. The project's groundbreaking has been on hold while the developers finalize the construction loan.

LOUISVILLE

REDEVELOPMENT ADVANCES: The Safeway redevelopment project in Louisville has passed another milestone, with a local developer purchasing the vacant store at 707 E. South Boulder Road in Louisville for \$1.56 million.

Boulder developer Jim Loftus is redeveloping the site into a mixed-use project that will include a new Alfalfa's Market.

The development will include two buildings totaling 33,700 square feet of retail space, including an Alfalfa's natural grocery store that will be about 24,000 square feet, according to documents filed with Louisville. The property also will have 111 luxury apartments in three buildings with an underground parking structure for residents.

Tract One LLC, a company formed by Loftus, purchased the property from Safeway Stores 45 Inc. for \$1.56 million, according to Boulder County property records.

The vacant supermarket is about 54,000 square feet and the property, including the parking lot, is 5.1 acres.

Louisville has given the project its blessing, including approving a tax incentive package of up to \$1 million for Alfalfa's. Loftus' prior proposal, which would have included much more housing, died following opposition from its neighbors.

Michael Davidson can be reached at 303-630-1944 or mdavidson@bcbr.com. Doug Storum and Dallas Heltzell contributed to this report.

BCBRDAILY from 2A

the wait is over. An interactive, web-based app called PGA Tour Live Maps, developed by Boulder-based EarthvisionZ LLC and the PGA Tour, was launched Feb. 7. It provides real-time tournament information on a detailed course map for all PGA tournaments, beginning with the AT&T National Pro-Am at Pebble Beach, California.

"It's the culmination of a nine-month joint venture between us and the PGA," said Jeff Schott, co-owner and president of EarthvisionZ. "The PGA's proprietary Shot Link technology looks like surveying equipment. It tracks every player and every shot, and sends out a feed to the leaderboard. We pick up that feed, and it goes into the app."

High-resolution satellite imagery from Google gives fans a variety of information whether they are on site at a tournament or accessing Live Maps from a desktop or tablet. Integration with live PGA Tour data feeds allows users to locate a player, access scoring data, or to find on-site amenities, such as the nearest concession stand, restroom, sponsor expo or hospitality venue.

Posted Feb. 7.

Vanpoolers offered cash

LOUISVILLE — You might be able to get as much as \$60 in your pocket next month if you're willing to switch to a vanpool on your U.S. Highway 36 commute. The Louisville nonprofit group 36 Commuting Solutions will pay eligible vanpoolers up to 50 percent of their vanpool cost for the first month, 30 percent for the second month, and 20 percent for the third month, said Audrey DeBarros, 36 Commuting Solutions' executive director.

Vanpool subsidy funds come from a federal grant to help curb congestion during the U.S. 36 Express Lanes Project between Boulder and Denver. *Posted Feb. 6.*

TeamSnap raises \$2.7 million

BOULDER — TeamSnap Inc., a Boulder-based startup that develops mobile and web-based apps that help schedule activities, has raised \$2.75 million from investors, the company announced.

TeamSnap helps participants in activities such as youth sports leagues manage their schedules and can send text or email messages to users to keep them informed of schedule changes. The company charges on a "freemium" model, and recently TeamSnap has added the capacity for large leagues to plan and manager their schedules, CEO Dave DuPont said.

The company has had triple-digit growth in the past two years and has more than 2 million users, it said.

TeamSnap will use the money to enhance its mobile platform and boost its marketing, DuPont said. The company has put more emphasis on mobile recently, because customers find "that's easier and fits their lives," DuPont said.

Team Snap will be adding employees,

he said. He did not disclose how many were currently with the company.

Posted Feb. 5.

VC heats up Coalfire

LOUISVILLE — Software company Coalfire Systems Inc. received \$3.6 million in new venture capital financing from Baird Capital in Chicago.

The money will be used to fund new business initiatives, the company said in a press statement. While no specific initiatives were given, audit, risk assessment and compliance management software used by companies in the healthcare industry and others are driving Coalfire's growth, Jim Pavlik, a partner at Baird Capital's venture group and a member of Coalfire's board of directors, said in the press statement.

Baird Capital previously invested \$5 million in Coalfire in February 2011. Baird is the direct private investment arm of Robert W. Baird & Co. Inc. headquartered in Milwaukee, Wisconsin.

In addition to Louisville, Coalfire's offices are in Dallas, Denver, Los Angeles, New York, San Francisco, Seattle and Washington, D.C. Coalfire also completed its first acquisition of another company in 2012 for an undisclosed sum — Digital Resources Group, a computer data security company in Redwood City, California.

Posted Feb. 5.

SPIRITS from 3A

Using traditional methods, "you're preserving a lot of the qualities and flavors of the plant itself," he said.

Suerte produces three varieties of tequila: blanco, reposado and anejo. All three have been honored as among the best of their variety in 2012 by online magazine www.tequila.net.

Suerte is headquartered in Boulder, where it handles sales, marketing and branding.

Quality and tradition are two selling points Spiewak hopes to capitalize on to break into a crowded market dominated by major brands such as Jose Cuervo. To be more competitive, the tequilas are being introduced at relatively low price points. The blanco and reposado have suggested retail prices between \$30 and \$36, while the suggested price of the anejo is \$61.99.

Since launching about three months ago, Suerte now is available in 90 locations around Colorado, ranging from large-format liquor stores to neighborhood stores. Because of Spiewak's and Sokol's marketing strategy, it isn't on the "top shelf," but they think it has top-shelf quality.

"We priced it aggressively so it will sell, but we also priced it so we can make money and run our business," Spiewak said.

Aside from the major brands, Suerte faces competition on two other fronts. The craft spirits industry is booming, and more producers

are making craft tequila, which has been a bit of an overlooked niche. Competitors such as Tequila Ocho already are in the market, have built distribution networks and are drawing rave reviews.

There also is tequila's often less than sterling reputation, which Spiewak said is a real issue. There are passionate fans who know quality tequila, but there also are many people who've had a bad experience — almost always in high school or college, suffered the infamous hangover and have sworn off the drink.

"I think people, thanks to large brands like Patron, have started to come around and to understand that tequila's not about getting messed up and having a hangover," Spiewak said.

"We do get people we have to actually convince to even smell or taste it."

Technically, Suerte is the brand name, and Colorado Spirits Importers LLC is the company's legal name. It is an importer and because of Colorado liquor laws it needs another company to distribute the product. Suerte relies on Denver-based CTS Distributing Inc., but Suerte otherwise oversees the process from start to finish, Spiewak said.

Currently, Suerte only is available in Colorado, but its executives are meeting with distributors who could sell into New York, New Jersey and Connecticut. They also are reaching out to West Coast distributors.

Learn More
February 26
Attend the City Council Study Session
6 to 10 p.m. at 1777 Broadway

Join the Discussion
March 12
Provide feedback during our
business-focused conference call
12 to 1 p.m. Register at:
bouldercolorado.gov/energyfuture/businesscall

Participate in the Process
April 16
Share your thoughts at the
City Council Meeting
6 p.m. at 1777 Broadway

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Since the 2011 energy future vote, the City of Boulder has been analyzing options for meeting our community's present and future electricity needs, while reducing harmful greenhouse gas emissions. We'd like to share the results of this work and hear your feedback on Boulder's Energy Future.

For other ways you can learn about these energy opportunities, provide input, or get involved in the decision process, visit BoulderEnergyFuture.com.

Reports highlight region's position as tech standout

Two reports by the Brookings Institution, a national public-policy group, illustrate the rising prominence of Boulder County and Colorado as centers of technology and innovation.

The first of the Brookings studies, "Patenting Prosperity: Invention and Economic Performance in the United States and its Metropolitan Areas," ranked Boulder County No. 33 in the nation in the number of patents filed per year from 2007 to 2011, and No. 5 in terms of patents filed per capita.

Separately, the Metropolitan Policy Program at Brookings touted Colorado's strength in the aerospace sector, including companies that reap large contracts from the U.S. military, NASA and civilian customers. Aerospace ranks as a leading industry in Boulder County, with companies such as Ball Aerospace & Technologies Corp., DigitalGlobe Inc., Sierra Nevada Corp. and others.

EDITORIAL

The Brookings aerospace report concluded that Colorado could emerge as the dominant state for the industry if it can capitalize on private companies, research institutions and military assets, Boulder County Business Report staff writer Michael Davidson noted in a recent report.

While these studies highlight the increasing prominence that Boulder County and Colorado enjoy on the national tech scene, they do not ensure that this progress will continue.

Sound public policy is essential to preserve and grow our technology base.

Competition from other parts of the country is increasing, even as federal budgetary woes call into question a major source of funding for innovation.

As the federal budget suffers, we're encouraged by a more-positive outlook for state finances. Critical will be increased funding for institutions of higher education.

State and local officials should not take for granted the innovation and job creation that grabs headlines nationally.

It could all go away.



Remember to 'like' this column

Use of social media requires thought, dedication, work

It should be obvious, given Boulder County's abundance of coffee shops and brewpubs: Local residents like to get social.

Knowledge is shared, startups are launched, and many deals are done over a dark-roast espresso or a glass of Buffalo Gold.

So it should be no surprise that most of the business leaders I encounter also are looking to explore the social-media aspects of the Internet. They view it as the latest craze, a way to engage with new audiences — and, well, something that they're just expected to do these days.

The problem? Most have no idea where to start.

Even in a Boulder Valley with more social-media experts than Sunday bicyclists on a county road, many business owners struggle with taking even tentative steps into social media. Oh, they might try Facebook, but Twitter? What's the point? LinkedIn? What do you do with it? Google+? Who uses it?

Those aforementioned experts that dot the Boulder Valley are in a far better position than I to answer

those questions. Far be it from me to tell others what they should be doing — especially when the Boulder County Business Report has lagged far behind where it should be in this area.



PUBLISHER'S NOTEBOOK
Christopher Wood

But I can share some things that our editors, webmasters and other staff members have been discussing, as we seek to build our presence in the social-media sphere:

- **LinkedIn.** We haven't been totally inept at LinkedIn, but our BCBR group has been largely inactive, except for informing members of an event now and then. Our corporate page has been undeveloped. No more. We will be engaging our group members regularly, and we'll use the corporate page to tell the story of our company, including job postings, new hires, product announcements, etc.

- **Twitter:** A former reporter was a Twitter master, and our Twitter presence has suffered from neglect for a couple of years. Linking to an RSS feed of our

headlines isn't enough. Look for our reporters and editors to more fully engage with Twitter, making full use of the immediacy that it provides for news reporting and engagement with our audience.

- **Facebook:** Once more of a personal social-media tool, we've been pleased with the growth that our BCBR group has seen, and it also will be a chance to engage with our audience about issues of the day, in a very informal way.

- **Google+:** Frankly, this was a pretty lonely place initially. At first, most of the people I encountered on the site were from the tech sector. Now, I'm starting to see more individuals from other business sectors. Look for us to also try out some Google+ Hangouts.

- **YouTube:** Our publication will be producing more video content in 2013, and we will post all of it on YouTube, the top video website.

It will take us awhile to make full use of the above sites, and we see each playing a different role in how we engage with our readers and advertisers. Now, if we can just get to Stumbleupon, Pinterest, Tumblr, Yelp and ...

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Getting down to business on municipalization

In November 2011, voters in the city of Boulder narrowly approved measures 2B and 2C, allowing exploration of the municipalization option. On Feb. 21 we get our first look at what the city believes it can offer. At that time city staff will release for public and city council review its draft strategies for municipalization options.

From the start, the Boulder Chamber has taken a proactive role in the debate over municipalizing the power supply; serving as both a representative for our membership and an emissary to the various stakeholders.

The business community represented by the Boulder Chamber supports Boulder's clean-energy goals. Renewables and energy efficiency have undeniable advantages for businesses of every size. The possibility of a more sustainable energy model is exciting and timely. We welcome the opportunity this discussion provides.

However, expectations must be tempered with accountability, and we will be weighing the possible against the proven. A sound proposal will include:

- An attractive balance of rates, reliability and renewables.
- Thorough modeling and realistic assumptions for quantifying financial risk in the short and in the long term.

- An explanation of how the city will guarantee its customers rates and reliability comparable with service provided by Xcel Energy Inc. while offering significantly more



GUEST OPINION

Angelique Espinosa Elisabeth Patterson

environmentally friendly energy options.

- A clear and measurable analysis of how much cleaner the energy mix will be, what it will cost to get there, and how long it will take.
- A compelling return on investment that shows the best return in clean-energy value for our investment of time and money.

From all accounts, we reckon that full municipalization will require spending several years and millions of dollars on litigation. Any business person knows that time is money. While the city and Xcel are lawyering up, the opportunity costs of clean-energy collaborations are mounting along with the legal bills.

Recently (1/14/2013, Daily Camera) Shaun McGrath and Tom Plant encouraged the city to explore options other than municipalization, "that could achieve Boulder's clean-energy goals, including a significantly reconfigured and robust relationship with Xcel." We agree that "such an option could potentially move us toward a cleaner energy supply as quickly as anticipated through municipalization." And, we would add, at much less cost and risk if things play out as they seem destined to at present.

When the city reveals its draft strategy options next week, it essentially will be pitching us, as its potential energy customers, a competing bid for the service we already get from Xcel. Though fraught with complexity and heat, it comes down to a vendor decision. We'll be measuring the new offer against what we have now in the areas that matter to us the most: rates, reliability and renewables.

Here is what we currently get from Xcel:

- Rates 11 percent below national average and 99.9 percent reliability by Xcel's data.
- Record-breaking technology; according to an Aug. 6 article on CNN Money, Xcel hit a U.S. record in April 2012 with nearly 57 percent of electricity on its grid generated by

wind power because of an advanced weather forecasting collaboration with NREL.

According to a Feb. 5 article on government technology "the firm is on track to meet an aggressive state requirement that utilities get 30 percent of their energy from renewables by 2020.

• Innovations such as the Solar Rewards Community program; a collaboration with the solar industry and the Colorado Public Utilities Commission, enabling customers to buy renewable energy through community-based solar project developers. Applications exceeded capacity in less than half an hour, according to Colorado Energy News.

If the city wants to win us over, it will have to show it can do significantly better, and do so reasonably soon. Municipalization is a big investment, and we expect something big in return. It's a bit like paying \$100,000 for an electric vehicle. For that kind of money you expect to get a Tesla, not a Prius. Especially if you already have, say, a Volt.

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- Rebuild America with Jeff Santos1-2PM
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- Winning on Wall Street4-5PM
- Market Wrap with Moe Ansari5-6PM
- Repaving Main Street6-7PM
- Women's Radio Network7-8PM
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- 12.3% Plan to renovate their current business facility, 6.6% plan to expand their facility and 3.8% are planning to build in a new location.

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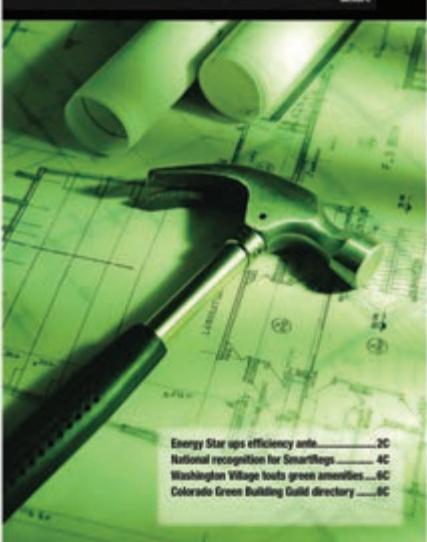
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