

# BOULDER COUNTY BUSINESS REPORT

\$1



## HEALTH CARE & WELLNESS

Dealing with stress,  
anxiety in workplace

9A



## NATURAL PRODUCTS

Industry advocacy  
group comes of age

17A

Volume 32 | Issue 3 | Feb. 1-14, 2013

# Hospital revives long-delayed plans

BY BETH POTTER  
bpotter@bcbr.com

FREDERICK – Construction is expected to start in March on the 36,000-square-foot Indian Peaks Medical Center in Frederick.

The new medical center will be built on 70 acres near the northeast corner of Interstate 25 and Colorado Highway 52

## Longmont United ready to start building med center in Frederick

at an estimated cost of \$20 million to \$30 million. It will include cardiology and diagnostics departments, among others, said Karen Logan, a hospital spokeswoman. The building is sched-

uled to open in December, she said.

Future plans call for a new hospital and a separate, stand-alone emergency department to be built on the site, Logan said. No timeline has been set for

future construction, she said.

The medical center project originally was announced in December 2010 as a joint venture between Longmont United Hospital and Poudre Valley Health System in Fort Collins through an entity called Carbon Valley Healthcare Holdings Corp. At the time, construction was slated for spring 2011.

► See **Hospital, 13A**

# RTD wants FasTracks solutions in fast lane

BY DALLAS HELTZELL  
dheltzell@bcbr.com

DENVER — The Regional Transportation District is about to select a consultant who will need to come up with some prompt answers about commuting options in the northwest Denver-Boulder metropolitan area, given economic conditions that have changed since voters first approved the FasTracks system more than eight years ago.

The Northwest Area Mobility Study is designed to develop consensus among the agency, the Colorado Department of Transportation and northwest-corridor stakeholders to decide what improvements would be cost-effective.

RTD issued a request for proposals in December and received

► See **RTD, 16A**

## Ball Aerospace completes expansion

Satellite testing and assembly center covers 90,000 square feet



MICHAEL MYERS

Ball Aerospace and Technologies Corp. held an open house Jan. 25 at its new 90,000-square-foot Fisher Integration Facility, 1600 Commerce St. in Boulder. The addition will house a satellite testing and assembly center. **See story, 5A.**

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# Outdoor-industry trade show to remain in Utah

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 BCB Rdaily, an all local e-news report sent to your email each weekday. Just click on "Register for E-Newsletters" at [www.BCBr.com](http://www.BCBr.com).

## BY BUSINESS REPORT STAFF

news@bcbr.com

**BOULDER** — The Outdoor Retailer trade show — an estimated \$40-million-per-year economic driver — will remain in Utah through at least 2016, according to organizers.

The Outdoor Retailer summer and winter trade shows were contracted with the Salt Palace Convention Center in Salt Lake City through 2014. The show has grown bigger than the existing space of approximately 670,000 square feet at the convention center and has overflowed into a 150,000-square-foot outdoor tent in a parking lot across the street.

That arrangement will continue through 2016, according to a press statement issued Tuesday, Jan. 22, by organizers at The Nielsen Co. (NYSE: NLSN) in San Juan Capistrano, California, which runs the show, and its partner, the Outdoor Industry Association, based in Boulder. Utah media outlets reported that Utah eco-

economic development officials will pick up the estimated \$2.66 million tab for the outdoor tent used to house the show's overflow. The new incentive could not be immediately confirmed with Outdoor Retailer and Outdoor Industry Association officials.

## BCBR DAILY

Outdoor industry officials will continue to discuss other venues throughout the country — including Denver's Colorado Convention Center — for the show's longer-term growth trajectory, according to the press statement. The summer show has seen a 13 percent average growth annually in the past four years; the winter show has seen an average 11 percent growth.

*Posted Jan. 23.*

### Tech-news blog eyes area

**BOULDER** — Technology industry news blog Xconomy plans to open a bureau in the Boulder/Denver area after raising \$50,000 to pay a full-time writer through a crowdfunding campaign.

Local tech community gurus David Cohen and Brad Feld, both partners at The Foundry Group LLC in Boulder, promoted the crowdfunding campaign to raise \$50,000 for the project. Xconomy delivers news through online

blogs and holds events. An Xconomy spokesman was not immediately available to answer questions about when the news bureau is expected to open or where it will be located.

Companies that pledged \$1,000 or more would receive memberships that included branding/advertising on the Xconomy website and invitations to Xconomy events, among other things, according to a promotional page on Xconomy's website.

Xconomy has existing bureaus in Boston, Detroit, New York, San Diego, San Francisco and Seattle.

*Posted Jan. 29.*

### Oil, gas moratorium extended

**BOULDER** — Boulder County commissioners have extended by four months — until June 10 — a moratorium on processing applications for new oil or gas drilling projects.

The yearlong moratorium had been set to expire Friday, Feb. 1. County staffers had asked the commission for the extra four months to complete training and other processes they needed to start implementing new regulations on oil and gas extraction in unincorporated Boulder County that commissioners passed in December.

The commission also directed county staffers to prepare a report by late spring with specific suggestions for transportation impact fees the

county might impose on the energy companies based on the potential wear and tear their heavy vehicles could cause on county roads.

*Posted Jan. 25.*

### Dot Hill back in compliance

**LONGMONT** — Data-storage firm Dot Hill Systems Corp. is back in compliance with a Nasdaq stock-market rule that its closing stock price must be \$1 or higher for 10 consecutive days after it dips below the \$1 mark, the company said.

Dot Hill's stock price closed at 98 cents on Oct. 19, and remained below \$1 until Jan. 4. The Longmont-based company's stock trading price dipped after that but rose again to close at \$1.03 on Jan. 9, said Jodi Bochart, an investor relations spokeswoman. Executives from Dot Hill (Nasdaq: HILL) made presentations at two industry investor conferences and announced a large storage contract in mid-January. Since Jan. 9, the stock has remained above \$1 through Jan. 25, when it closed at \$1.23.

A publicly traded company has 180 days to come back into compliance with Nasdaq rules after its stock price drops below \$1. In the past year, the stock has traded at a low of 72 cents and a high of \$1.65. The company is currently in a "quiet period" required by the U.S.

► See **BCBRdaily**, 27A



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# Walmart finally set to gain foothold in Boulder

BY MICHAEL DAVIDSON  
mdavidson@bcbcr.com

BOULDER — Walmart has announced it is planning to open a new store in Boulder, reviving the company's efforts to have a presence in the city and possibly renewing an ongoing controversy.

Wal-Mart Stores Inc. announced it will open a Walmart Neighborhood Market this fall in the Diagonal Plaza at 3303 30th St. According to the company, the 53,000-square-foot store will have from 65 to 95 employees. The store will fill a long-vacant spot at Diagonal Plaza.

The outlet will include a super-market and pharmacy, and also will sell household products, spokeswoman Delia Garcia said.

The store will be about half the size of the Walmart Supercenters the company has built in recent years in Broomfield, Lafayette and Longmont.

"It's the same Walmart value that they're familiar with, in a different format and with a focus on groceries," Garcia said. "It is an opportunity to serve customers in a different way."

Garcia said there are more than 220 neighborhood market stores

## WAL-MART STORES INC.

announced it will open a Walmart Neighborhood Market this fall in the Diagonal Plaza

across the nation. Some of the stores are in cities where Walmart does not have flagship Supercenters.

"It does give us the ability to serve communities that maybe we haven't been able to in the past," Garcia said.

Despite efforts in the past, Wal-Mart Stores Inc. (NYSE: WMT) does not have a presence in Boulder.

The Bentonville, Arkansas-based company has long tried to gain a foothold in Boulder, including a 2002 attempt to build a Supercenter at what was then Crossroads Mall.

The company faced a protracted campaign from anti-Walmart advocates, including the Boulder Independent Business Alliance, accord-

► See **Walmart, 25A**

# Pet project



JONATHAN CASTNER

Fran Blum, owner of MountainMuttDogCoats.com, shows off Shiela Rose in the burgundy Power Shield coat and Raffa in the sage green Boulder coat.

## Well-fitting coats keep canines cozy in cold

BY ELIZABETH GOLD  
news@bcbcr.com

BOULDER — Fran Blum knew her dog Mac needed extra protection from the elements.

"He was shaved for surgery and every three weeks he had chemo," she said.

After buying dozens of ill-fitting coats that cost about \$100 each, she approached someone who made custom motorcycle gear. The result was a leather coat lined with fleece that fit Mac like a glove. It covered more of his body and allowed him to move unrestricted.

About a year after Mac died, Blum pulled out the prototype coat, believing that both healthy and ill Colorado

“Going into a business I know nothing about and learning it from scratch without doing an apprenticeship or spending time in this industry has been really hard work – but I love it.”

**Fran Blum**  
OWNER,  
MOUNTAINMUTTDOGCOATS

dogs need effective winter gear.

In 2011 she started studying fabrics and patterns and how to shape coats to fit dogs of different sizes and activity levels.

"I knew this market existed because I was it," she said.

Working with seamstress Denise Rhoades of Thornton, Blum field-tested coat designs on one of her dogs

that was both skinny and speedy. The focus was on maximum coverage and maximum range of motion. "We knew that if she couldn't run out of the coat it was good to go."

By April, Boulder-based MountainMuttDogCoats was ready to take its Colorado-made, hand-crafted coats to market.

► See **Coats, 27A**

## Boy, 11, sees cafes' waste as last straw

Milo Cress of Longmont could be the youngest Eco Hero around.

The 11-year-old from Longmont started the Be Straw Free campaign and has caught the ear and support of **George McKerrow**, co-founder and chief executive of Ted's Montana Grill.

## BCBR EYE

Milo is on a quest to have people in high places sign his Be Straw Free pledge to reduce the waste that results from the estimated 500 million plastic straws used in the United States each day. Founded in February 2011, the campaign encourages restaurants and other businesses around the country to adopt an offer-first policy, which will significantly reduce the amount of plastic straws used daily by consumers in restaurants.

► See **Eye, 7A**



George McKerrow, co-founder and CEO of Ted's Montana Grill, signs Milo Cress' Be Straw Free pledge to adopt an offer-first policy on drinking-straw use in restaurants.



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Erika Trautman and Cameron McCaddon co-founded FlixMaster Inc. and graduated from the TechStars Boulder program in 2011.

## FlixMaster lands VC for interactive video

BY DOUG STORUM  
dstorum@bcbr.com

BOULDER — FlixMaster Inc., a Boulder-based creator of a software platform that gives an online video interactive capabilities, has secured \$1.1 million in additional funding from a syndicate of investors led by New York-based investment firm Golden Seeds.

FlixMaster's Enterprise Video allows viewers to click on products in a video and drop them directly into a shopping cart or launch product specifications from the video.

"The trick is to capture a viewer's interest and get them to act without forcing them to another page," said Erika Trautman, chief executive of FlixMaster, who co-founded the company with Cameron McCaddon. "This is a subtle but fundamental shift in presenting video as an active medium versus a passive experience."

The company, a 2011 graduate of the TechStars Boulder program, will use the money principally to expand sales and marketing efforts, particularly in the corporate enterprise markets. The company also plans to launch new industry modules for its video editing and deployment platform designed for online retailing, corporate customer service and media markets.

"The promise of Enterprise Video

has been high engagement that converts interaction into action," Trautman said. "The problem is, most videos simply transfer a conventional TV-like experience to the web, and even though most viewers go to the video first, they're gone in a matter of seconds."

"Brands need to produce interactive video experiences that draw viewers in and keep them there. And companies need to be able to produce those experiences at scale and at a reasonable cost. That's what FlixMaster offers," she said.

FlixMaster recently was hired by HBO to develop an interactive online experience for its newly launched Cinemax series, "Banshee." The online destination, Banshee Origins, provides audiences with an enhanced viewing experience, driven through interaction with the video player itself, and gives them an opportunity to explore the show and interact with its characters and themes. Last summer, FlixMaster's technology powered a web experience for the USA Network show, "Covert Affairs."

Online retailers constitute about 30 percent of FlixMaster's customers.

Golden Seeds primarily invests in businesses started by women. Its member angel network, consisting of 240 men and women nationwide, is the fourth-largest in the United States.

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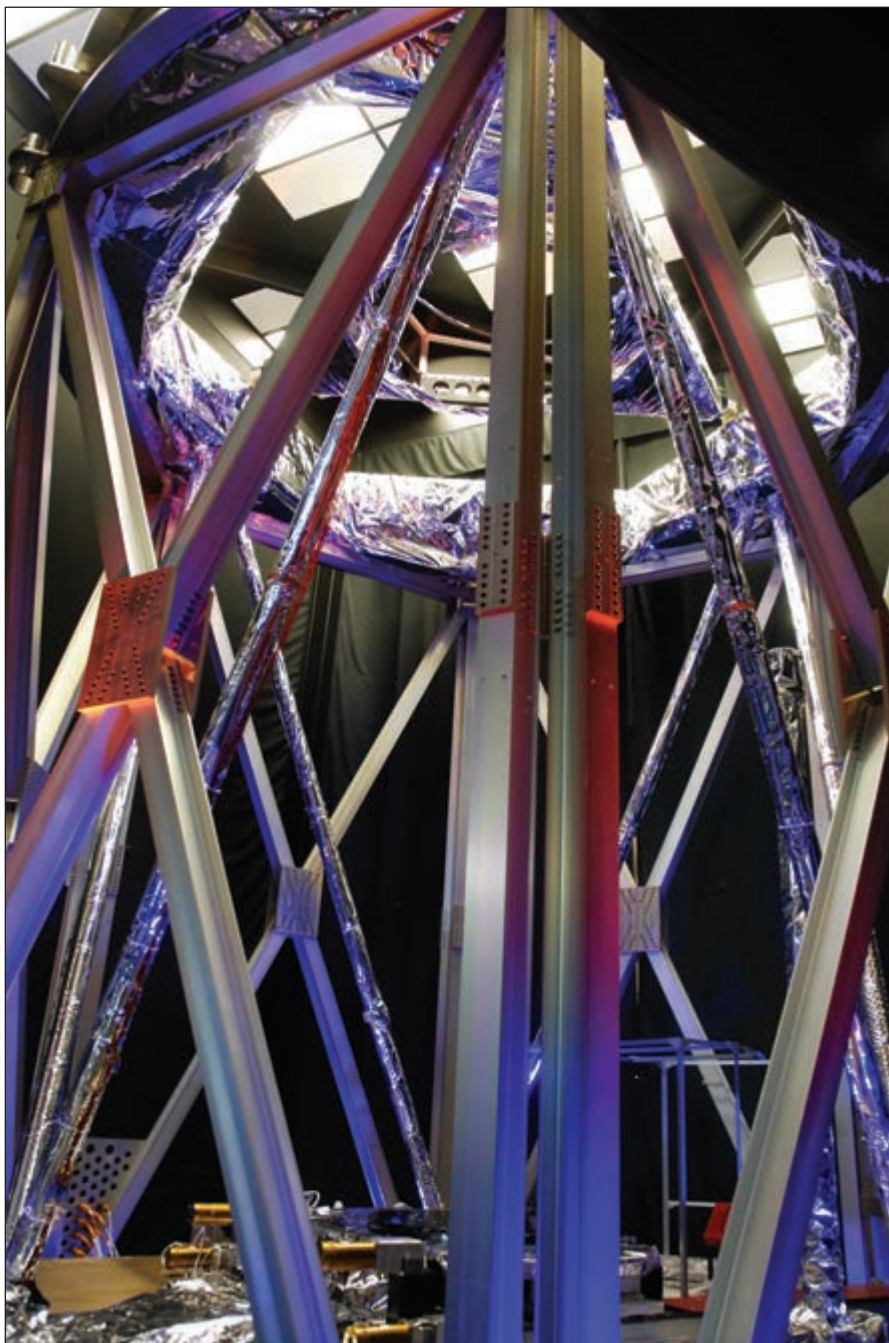
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MICHAEL MYERS

The Vertical Collimator Assembly provides a means of testing optical systems in a spacelike environment.

## Ball completes satellite testing, assembly center

*Fischer Integration Facility covers 90,000 square feet*

BY MICHAEL DAVIDSON  
mdavidson@bcbr.com

BOULDER — Ball Aerospace & Technologies Corp. has opened the doors — actually, the single giant industrial door — to the new facility it believes will keep the Boulder-based company at the forefront of an increasingly competitive aerospace industry.

Ball Aerospace, a subsidiary of Broomfield-based Ball Corp. (NYSE: BLL), unveiled the new 90,000-square-foot expansion of the satellite testing and assembly center on Jan. 25 at its Fisher Integration Facility at 1600 Commerce St. The building, which includes new cleanrooms and testing equipment, is the last piece in a \$75 million capital investment program that allowed Ball Aerospace to improve and expand facilities in Boulder and Westminster.

The addition will give Ball Aerospace the ability to double the number of satellites it works on at a time

and to build and test larger satellites, president and chief executive David Taylor said. The testing instruments include a thermal vacuum chamber to simulate conditions in orbit and a giant vibrating pad that simulates the shaking that occurs during a rocket launch.

“We have always designed and manufactured and tested spacecraft here at Ball,” Taylor said. “Now we’ve increased that capability in terms of size and scope.”

The new capabilities will allow Ball Aerospace to do more for less, Taylor said, which will help the company land additional contracts.

Ball Aerospace began planning the expansion campaign in 2003. The company has been expanding and improving the Fisher facility since 2005, with work on the latest addition starting in 2011.

Ball Aerospace reported sales of \$784 million in 2011, with much of that coming from the federal govern-

► See **Satellite**, 8A



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# Executives hail local economy that's 'hitting on all cylinders'

BY MICHAEL DAVIDSON  
mdavidson@bcbr.com

BOULDER – The hope and hype about the area's strengthening economy appears to be justified, as business leaders are optimistic heading into 2013 following strong performances in 2012, according to a panel Jan. 23 at the Boulder County Business Report's CEO Roundtable.



Local companies are expanding and looking to invest, banks are lending again and several economic indicators show the area economy has made up the ground lost since the 2008 recession.

"The short version is, the state's doing better than the nation is, Boulder's doing better than the state is, and at this point, in terms of the economic cycle of job recovery, Boulder is back to where it was in terms of peak employment prior to the recession," said economist Richard Wobbekind, executive director of the Business Research Division at the University of Colorado's Leeds School of Business.

According to the Colorado Divi-



DOUG STORUM

Susan Reilly, chief executive of Broomfield-based Renewable Energy Systems Americas Inc., said the extension of the wind-energy production tax credit, which is commonly used to finance wind-energy projects, gives wind-turbine manufacturers breathing room to plan projects and build turbines. At right is Lew Kingdom, managing broker of Wright Kingdom Real Estate.

sion of Labor and Employment, the 170,400 jobs in Boulder County businesses reported in October were the most since December 2008.

Wobbekind pointed to technology as the driving force of the recovery, but a number of industries are showing gains.

"The jobs are very broad-based in this recovery, in every sector except information," Wobbekind said.

The state's growth is highly concentrated along the Front Range. The one part of the state outperforming the Boulder area, he said, is the Fort Collins area, where in addition to a burgeoning tech scene, the region benefits from growth in agriculture and natural-gas production.

While statewide employment is about 2 percent below the pre-recession peak, wages, retail sales and government revenues are past previous peaks, while housing is recovering too.

"Obviously, we'd be even higher if we hadn't gone into the recession," Wobbekind said, "but a lot of the indicators are extremely positive."

Wobbekind's data is in line with the results of a large survey of area primary employers conducted by the Boulder Economic Council, the city and the Leeds School, BEC executive director Clif Harald said. Primary employers are those that produce goods and services typically sold to customers outside their home area.

In the survey, 550 primary employers were asked about future plans. What they said was very heartening for the city.

"We heard from them (that) two-thirds are planning expansions this year, or in the very near future," Harald said.

Companies large and small, established and starting up are showing optimism.

"We have well-established, growing Fortune 200 companies here, but

## PARTICIPANTS

Kim Campbell, senior property manager, Macerich Co.; Liz Hanson, economic vitality coordinator, city of Boulder; Clif Harald, executive director, Boulder Economic Council; Lew Kingdom, managing broker, Wright Kingdom Real Estate; Jim Loftus, owner, Loftus Developments; Patrick O'Brien, market president, Guaranty Bank and Trust Co.; Ceyl Prinser, CEO, Colorado Enterprise Fund; Susan Reilly, CEO, Renewable Energy Systems Americas Inc.; Bill Reynolds, president, W.W. Reynolds Cos.; Valorie Simpson, Boulder County president, Colorado Business Bank; Angela Topel, senior broker, Gibbons-White Inc.; and Richard Wobbekind, executive director, Business Research Division, University of Colorado Leeds School of Business. Moderator: Christopher Wood, publisher, Boulder County Business Report.

we also have this incredible pipeline of early-stage and start-up companies," Harald said. "From the existing to the new to the relocating, we're hitting on all cylinders."

Boulder economic vitality coordinator Liz Hanson said the city had a successful year retaining businesses in 2012, and the number of businesses interested in the city's flexible tax and fees rebate program has never been higher.

"We had a really big year in 2012, and we're looking for a good 2013," Hanson said.

Businesses are looking to expand at a point where banks are looking to lend, said Patrick O'Brien, Guaranty Bank and Trust Co.'s market president.

During the past year, banks started adjusting to new regulations, freed up money to lend and started working with a greater range of clients. The tough times when banks were tight-fisted seem over.

"That's all behind us now," O'Brien said. "I can say that fairly comfortably as we look back at 2012, which was an excellent year for community banks."

► See **Economy, 7A**

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**ECONOMY** from 6A

Even home builders, one of the industries hardest hit by the recession, are getting loans for new projects, O'Brien said.

The year 2013 looks promising for all community banks, said Valorie Simpson, the Colorado Business Bank's Boulder County president. Banks are able to make loans to a broad range of companies.

"We're seeing everything — technology, manufacturing, investor real estate," Simpson said. "We've done a lot of health care. It runs the gamut and is very diversified and very broad."

Not all businesses can get the financing they need, especially those starting out that are not attractive to angel investors, said Ceyl Prinster, president and CEO of the Colorado Enterprise Fund. The fund exists to help those companies get started and bridge the so-called "valley of death" before they start generating revenue.

Retail sales in the area also have solidified, according to Kim Campbell, an executive with Macerich Co. (NYSE: MAC), the company that owns the Twenty Ninth Street and FlatIron Crossing retail centers. "On a sales-per-square-foot basis, our sales at both properties are at an all-time high," Campbell said.

Trends in residential and commercial real estate also give hope.

Home prices are rising, and the biggest current problem is a lack of inventory, said Lew Kingdom, Wright Kingdom Real Estate's managing broker.

In downtown Boulder, rents are high enough that new redevelopment projects are economically viable, said Bill Reynolds, president of W.W. Reynolds Cos. in Boulder.

Tenant interest is strong for Class A office space downtown despite increasing rents, said Angela Topel,



DOUG STORUM

Economist Richard Wobbekind with the University of Colorado-Boulder, center, said technology has been the driving force of the recovery, but a number of industries are showing gains. "The jobs are very broad-based in this recovery, in every sector except information," Wobbekind said. At left is Bill Reynolds, president of W.W. Reynolds Cos., and at right is Patrick O'Brien, Boulder market president for Guaranty Bank and Trust Co

senior broker for Gibbons-White Inc. The brokerage represents the owners of the 11th and Pearl redevelopment project, and the high rents it will command when it opens in late 2015 are not proving to be a deterrent.

"We are asking for high rates, and people are actively pursuing it," Topel said.

The picture is different on the east side of Boulder, in business parks with a lot of flex space such as Flatiron Park and the Pearl East Business Park, the latter of which is owned by W.W. Reynolds.

"The rents in these tired buildings are what they were 15 years ago," Reynolds said, and it isn't clear prospective tenants are willing to pay more for upgraded buildings.

The owners of retail space have different challenges and might have to be creative, as fewer anchor tenants are looking to move in, developer Jim

Loftus said. Loftus is one of 40 investors behind Hazel's Beverage World, the 35,000-square-foot liquor store that opened in the space formerly occupied by Ultimate Electronics at 1955 28th St.

"If that hadn't been done, it would probably still be vacant," Loftus said.

Parts of the renewable-energy industry ended 2012 on a high note, but for a different reason. Congress voted to extend the wind-energy production tax credit, which is commonly used to finance wind-energy projects.

The extension gives wind-turbine manufacturers breathing room to plan projects and build turbines, according to Susan Reilly, president and CEO of Renewable Energy Systems Americas Inc. RES-Americas is a Broomfield-based company that plans and builds renewable projects.

"A lot of the damage has been averted," Reilly said. "It could have been pretty catastrophic for the industry" if the credit were not extended a year.

**EYE** from 3A

After signing Milo's pledge, McK-errow said, "This young man single-handedly is addressing an often-overlooked environmental issue for restaurants — the vast amount of plastic straws that go into our landfills each day and the decades each straw then takes to biodegrade. We

support his goal to let plastic straws be an option for consumers as they once were, not just an automatic addition to every beverage served, and we applaud Milo for his vision and leadership. From young minds often come the very best ideas — ideas from which we can all learn."



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# Region back to prerecession job levels

BY BETH POTTER

bpotter@bcbr.com

BOULDER — The Boulder region is back to prerecession employment levels and wages are the highest ever, according to Richard Wobbekind, economist at the University of Colorado-Boulder's Leeds School of Business.

The Denver/Boulder metropolitan statistical area employment is at 1,419,800 jobs in December 2012, 0.6 percent below its previous peak in April 2008, based on preliminary data from the federal Bureau of Labor Statistics, according to Brian Lewandowski, a research associate in the business research division at the Leeds School.

Peak employment in the region was 1,428,600 jobs in April 2008, Lewandowski said. The region followed the nation during the recession, with employment falling to 1,341,500 jobs in January 2010, a 6.1 percent drop.

Because of the job recovery statistics and others in wages and construction, the region is expected to recover from the current national recession faster than will the state or nation, Wobbekind predicts.

For example, manufacturing and technical services sectors in the region make up 14 percent of all wages, Wobbekind said, and both remain strong. When it comes to employment growth, the number of health-care and social services jobs

## Economic council chief outlines strategies to spur vitality

BY BETH POTTER

bpotter@bcbr.com

BOULDER — Economic vitality in Boulder will be helped by four key strategies from the Boulder Economic Council in 2013, executive director Clif Harald said Jan. 23 at the group's annual economic forecast event:

**Retention.** Economic council members work to keep the community's existing 550 primary employer companies happy, Harald said. Those companies employ about 26,000 workers in key industries such as aerospace, clean tech (generally seen as alternative-energy companies), bioscience, natural and organic products and the outdoor industry, he said.

**New business formation.** Members support the local startup and entrepreneurial business community, Harald said. He named Brad

Feld as a key partner to help the council meet its objective. Feld is a partner in the local Foundry Group venture capital firm and a co-founder of TechStars, a startup company "accelerator" that has \$70 million



Harald

under management for its programs around the United States, including one in Boulder.

Help businesses looking to relocate.

Members can give new companies any help they need when they plan a move to the community, Harald said.

Collaborate with key strategic partners such as elected officials on the city, county and state level.

Boulder's continued economic vitality also faces challenges, Harald said, including the continued decline in public investment in research and education, as well as the area's low commercial and industrial vacancy rates. Many local companies are growing, he said, and there's not much space available to which they can move as they get bigger.

In response, the council is working with the city of Boulder on streamlined commercial planning and zoning codes and permitting processes to help potential new development move quickly, Harald said.

Some changes in the works include updates to the commercial-property tenant-finish process in terms of how permits are reviewed, said Liz Hanson, Boulder's economic vitality coordinator. Land-use regulations also are being reviewed to potentially provide more flexibility.

rose 12 percent recently, he said.

However, federal "fiscal cliff" discussions about the national budget could dampen the region's comeback, Wobbekind said at an annual economic forecast event Jan. 16, sponsored by the Boulder Economic Council, an arm of the Boulder Chamber. A federal budget-cut process called "sequestration" could affect local fed-

eral laboratory budgets and others that rely on federal funding, according to Wobbekind and Tom Clark, chief executive of the Metro Denver Economic Development Corp., who also spoke at the event.

"We should all be pressing our elected officials to do the right thing," Wobbekind said.

The local economic picture

remains bright, however. Boulder's construction permit numbers in 2012 were the highest in a decade, Wobbekind said. Boulder's per capita personal income is \$50,000, he said, and unemployment numbers continue to drop along the Front Range.

"You're seeing people be pretty optimistic about the environment they're operating in," Wobbekind said.

## SATELLITE from 5A

ment for civilian and defense projects. The fate of future federal contracts currently is unknown, as Congress debates potential spending cuts known as the "sequestration."

Three Colorado congressmen — Democrats Jared Polis and Ed Perlmutter and Republican Cory Gardner — spoke at the event. Each mentioned sequestration, and Polis said failing to work out a deal could lead to cuts that

would cause companies such as Ball Aerospace to lay off 10 percent to 25 percent of their workforces.

Taylor said he did not know whether that would happen, mostly because no one really knows what programs the federal government would cut.

"If someone were to tell us what sequestration looks like when it's done, then I could answer the question. We're making the bet, which

we started 10 years ago, that we're going to win programs, be very competitive and continue to add to our revenue base, and so far we've done that," Taylor said. "We think we can continue that, even in a reduced funding space."

Potential growth opportunities are in building satellites for private companies and foreign countries. New changes in export regulations could

lead to growth of the latter market, Taylor said.

The first satellites to be assembled and tested in the new facility are the WorldView-3 remote sensing satellite, which Ball is building for Longmont-based DigitalGlobe Inc. (NYSE: DGI), and the Joint Polar Satellite System, which is a NASA project. They will be joined soon by defense satellites Taylor said he could not discuss.



MICHAEL MYERS

David Taylor, president and chief executive of Ball Aerospace and Technologies Corp., said the 90,000-square-foot expansion will give the company the ability to double the number of satellites it works on at a time, and to build and test larger satellites.



MICHAEL MYERS

Ball Aerospace employees Fred Doyle, left, and Dave Kaufman, right, explain how a weather satellite works to U.S. Rep. Cory Gardner, R-Colo., during an open house at Ball's new Fischer Integration Facility in Boulder.



# HEALTH CARE & WELLNESS

**10A** | Mental Health Clinics  
**11A** | Medical File  
**12A** | Hospitals  
**13A** | Exemplar cancer center  
**14A** | Fracking and illness

## FOCUS: MENTAL HEALTH

# Help available for anxiety, depression

*Experts offer work-related stress advice*

BY BETH POTTER

bpotter@bcbr.com

Feeling a little stress and anxiety at work lately?

You're not alone.

Longer hours and increased job uncertainty brought on by the national recession are among the factors that have created more stress at work.

Anxiety and depression are two of the most common diagnoses at Boulder Community Hospital, according to Rich Sheehan, a hospital spokesman.

Across the state, some 21 percent of callers to a help line at Mental Health America of Colorado in Denver have lost their jobs, according to Laura Cordes, a spokeswoman.

Nationally, untreated mental health conditions — including anxiety and depression — are a top driver of health-care costs, according to the American Journal of Psychiatry, although there are no specific statistics about how many of those come from the workplace. In fact, the economic cost of such conditions is estimated at almost \$2 billion in lost earnings and productivity, according to the trade journal.



The numbers of people seeking treatment locally and across the state have remained steady for the past few years, possibly because of the poor economy, according to figures at Boulder Community Hospital and at Mental Health America of Colorado.

In response, therapists such as Julie Klingel at Boulder Community Hospital have anxiety and stress-reducing tips at the ready. Klingel is a marriage and family therapist who helps patients who may have just gotten out

of an in-patient treatment or who are trying to avoid hospitalization.

Klingel's top tips?

- Pay attention to factors that reduce your vulnerability to mental-health symptoms, she said. Focus on getting enough sleep, eating healthy meals and exercising. Stay away from alcohol and substances as much as possible, she said.

- Focus on your five senses at work and find things that help soothe you. For Klingel, that means adding beauty

to her work environment: hanging pictures on the wall that are inspiring, hanging Christmas lights or buying flowers. She suggests giving yourself a one-minute hand massage with a scented lotion or walking outside for a few minutes at lunch.

- Participate in the mood you want to have in your office. Say good morning to people and smile, Klingel said. You can also practice "giving grace" to your co-workers, she said, telling of a

► See **Anxiety, 12A**

## Journeys program offers path back to productivity

BY BETH POTTER

bpotter@bcbr.com

LONGMONT — Russell Desersa said his part-time job cleaning fans and dehumidifiers at 24-7 Restoration Inc. is much more to him than just a paycheck.

Six months into it, Desersa said the warehouse-technician job gives him stability that helps him in other parts of his life.

While many people love their jobs, Desersa's situation is a little more unique. The Longmont man never had a permanent job in the

past, and was diagnosed two and a half years ago with bipolar disorder, a mental health condition where patients suffer mood swings between mania and depression.

Desersa started taking medication to even out the mood swings and got involved with Jeff Sidders, who runs the Journeys Employment Program, an arm of Mental Health Partners, a private nonprofit group with offices in Boulder and Longmont.

Sidders taught Desersa how to present himself at a job interview and gave him tips for avoiding bad

► See **Journeys, 12A**



JONATHAN CASTNER

Jeff Sidders, left, who runs the Journeys Employment Program for Mental Health Partners, helped Russell Desersa, center, who has a mental-health condition, land a job at 24-7 Restoration Inc. in Longmont. At right is Laura Richardson, of 24/7 Restoration.



BUSINESS  
REPORT

LIST

MENTAL HEALTH CLINICS

Clinics in Boulder and Broomfield counties ranked by number of employees.

RANK	Company name	No. of Local Employees No. of Mental Health Counselors	Services offered	E-mail Corporate website	Person in charge Year founded
1	MENTAL HEALTH PARTNERS 1333 Iris Ave. Boulder, CO 80304 303-443-8500/303-449-6029	385 243	Provides comprehensive, community mental health services to all ages and all residents of Boulder and Broomfield Counties regardless of ability to pay.	info@mhpcolorado.org www.mhpcolorado.org	Dr. Barbara Ryan, CEO 1962
2	MAPLETON COUNSELING CENTER 311 Mapleton Ave., Second Floor Boulder, CO 80304 303-441-0560/303-441-2202	10 1	Individual and group therapy. Psychiatric evaluation and medication management. Substance abuse/chemical dependency treatment. Dialectical behavior therapy. Intensive outpatient treatment program.	ggarry@bch.org www.bch.org/behavioral-health	Bart Grow, manager
3	FAMILY THERAPY CENTER OF BOULDER 1634 Walnut St., Suite 201 Boulder, CO 80302 303-440-4062/303-440-6244	6 6	Child, adolescent and family therapy.		1984
4	BOULDER CENTER FOR COGNITIVE AND BEHAVIORAL THERAPIES LLP 3020 Carbon Place, Suite 200 Boulder, CO 80301 303-225-2709/303-484-1636	3 3	Psychotherapy, consultation, supervision.	info@bouldercbt.com www.bouldercbt.com	Monika Hauser, Ph.D. 2008
5	BOULDER MEN'S CENTER 711 Walnut St., Suite 200 Boulder, CO 80302 303-444-8064/303-200-7662	3 2	Mental health therapy.	dwassberg1@comcast.net	Doug Wassberg, L.C.S.W. Quinn Daly, CAC II 1987
6	BOULDER PSYCHOTHERAPISTS' GUILD INC. 350 Broadway, Suite 210 Boulder, CO 80305 303-444-1036	2 58	Website to find a therapist and answer questions about therapy; personal referrals to more than 58 licensed therapists in Boulder County; free directory of therapists and therapy groups.	boulderpsychotherapistsguild@gmail.com www.boulderpsychotherapistsguild.com	Amy Kilbride, manager 1984
7	ELINOR NYGREN SZAPIRO M.A., L.P.C. 4690 Berkshire Place Boulder, CO 80301 303-530-5391/303-516-9017	2 1	Psychotherapy for individuals, couples, adults and teens. EMDR, Brainspotting, Hypnotherapy. Support group for Highly Sensitive People. "Effortless Meditation" course, called Spacious Presence.	elly@nilenet.com www.therapistboulder.net	Elinor Nygren Szapiro, psychotherapist 1982
8	LINDA HALL-TAYLOR PH.D. 9647 N. 63rd St. Longmont, CO 80503 303-447-9293/303-651-1247	2 1	Licensed clinical psychologist. Working with adult individuals and couples.		1983
9	DISCOVERY COUNSELING CENTER INC. 728 Front St., Suite E Louisville, CO 80027 303-666-8866/303-666-4460	2 1	Alcohol/drug education and outpatient therapy. DUI classes. Alcohol/drug evaluations. Mental health assessments.	discoverycounselingcenter@gmail.com	Delores Dehaven, director, senior counselor 1999
10	ROCKY MOUNTAIN PSYCHOLOGICAL SERVICES LLC 2919 17th Ave., Suite 214 Longmont, CO 80503 303-651-9290/303-651-7158	2 1	Specializing in relationships, trauma, depression, anxiety, seniors and coaching.	drmichaelsmith@mac.com www.drmichaelsmith.org	Michael Smith, Ph.D. 2001
11	DR. STEPHANIE SMITH 526 Briggs St., Suite A Erie, CO 80516 303-828-3080	2 1	Psychotherapy for adults, children, teens, and families. Psychological evaluations offered on a limited basis.	stephanie@drstephaniesmith.com www.drstephaniesmith.com	Stephanie Smith, Psy.D. 2006
12	JOHN R. RIFKIN PH.D. 350 Broadway, Suite 205 Boulder, CO 80305 303-442-8652	1 1	Psychotherapy with adults, couples and late adolescents.	info@emotionalsuccess.com www.emotionalsuccess.com	John R. Rifkin, Ph.D., psychologist 1970
13	BARRY ERDMAN L.C.S.W., D.C.S.W. 1900 Folsom St., Suite 203 Boulder, CO 80302 303-444-1404	1 1	Helping adults, couples and families with caring counseling alternatives in Boulder County since 1979.	be@bouldertherapist.com www.bouldertherapist.com	Barry Erdman, licensed clinical social worker; adult and family therapist 1979
14	KATE M. MARSHALL PH.D., P.C. 1517 Easy Rider Lane, Suite 201 Boulder, CO 80304 303-443-5811/303-440-0152	1 1	Individual, emotionally focused couple therapy, and family therapy with adults and teens. Areas of emphasis include anxiety and stress management, depression, addictive patterns and codependency. EMDR, EFT and trauma work.	drkatemarshall@qwestoffice.net www.drkatemarshall.com	1980
15	INA ROBBINS ED.D. 2043 Pearl St. Boulder, CO 80302 303-449-6878/303-443-2051	1 1	Psychological services.	inarobbins@comcast.net www.psychotherapistsguild.com	Ina Robbins, Ed.D. 1980
16	PHILIP D. SUTTON PH.D. 595 Canyon Blvd. Boulder, CO 80302 720-406-0400/303-444-7371	1 1	Psychological evaluation and treatment.	ps@philipsuttonphd.com www.philipsuttonphd.com	Philip Sutton, psychologist 1983
17	CHRISTIE C. RANDOLPH PH.D. 350 Broadway, Suite 102 Boulder, CO 80305 303-499-9044/303-499-3383	1 1	Psychotherapy, EAP.		Christie C. Randolph, licensed psychologist 1984
18	ZOE ZIMMERMANN M.A., L.P.C. 75 Manhattan Drive, Suite 206 Boulder, CO 80303 303-444-1195/303-440-0118	1 1	Specializing in recovery from physical and emotional trauma; PTSD; pain and illness symptom alleviation; phobias, anxiety problems; relationship and family therapy.	zoeric@comcast.net www.eft-emotionalfreedom.com	Zoe A. Zimmermann, L.P.C. 1987
19	BRYAN D. MUNROE PH.D, L.P.C. 421 21st Ave., Suite 4 Longmont, CO 80501-1421 303-651-1881/303-651-2099	1 1	Individuals, couples, families, teens, testing, assessments, anxiety, depression and spiritual values.		Bryan D Munroe, owner 1989
20	PROFESSIONAL COUNSELING & EDUCATIONAL SERVICES 421 21st Ave., Suite 4 Longmont, CO 80501 303-651-1881/303-651-2099	1 1	Individuals, couples, families, teens, testing, assessments, anxiety, depression, spiritual values.		Bryan D Munroe, owner 1989
21	MICHELE L. GERARD PH.D. 1750 30th St., Suite 224 Boulder, CO 80301 303-939-9650/303-939-9677	1 1	Clinical psychology, neuropsychology, wellness, peak performance, trauma resolution, family issues, divorce, recovery from injury, evaluation/treatment for underachievement, accommodations, confidential treatment for health professionals, etc.	Braindr2@aol.com www.michelegerardphd.com	Michele L. Gerard, Ph.D. 1989
22	A RELATIONSHIP HEALING CENTER LLC 990 Poplar Ave. Boulder, CO 80304 303-444-8969/303-442-6612	1 1	Psychotherapy for adult individuals, couples and groups. Gestalt Therapy, Imago Relationship Therapy, Somatic Experiencing trauma work, EMDR and Brainspotting.	jaylynnecj@aol.com www.boulderrelationshiphealing.com	Jaylynnne Chase-Jacobsen, licensed clinical social worker 1990
23	LIFE IN WAVES 1800 30th St., Suite 209D Boulder, CO 80301 303-752-6711/720-890-1162	1 1	Counseling to help people navigate life's challenging transitions and changes. Also helping people resolve trauma and live effectively with chronic illness.	rozbard@infionline.net	Rosalind Bard, owner 1991
24	MICHAEL R. FREEDMAN PH.D. 1123 Spruce St., Suite 301 Boulder, CO 80302 303-443-4487	1 1	Adult, couples, children and family therapy.		Michael R. Freedman, Ph.D. 1991
25	LAURA M. RIEFFEL PH.D. 225 W. South Boulder Road, Suite 203 Louisville, CO 80027 303-478-7140/720-881-0022	1 1	Psychological and neuro-psychological testing, psychological assessments of ADHD, learning problems, dementia and TBI. Individual and couple's psychotherapy specializing in mood and anxiety disorders.	laura@lmrieffel.com www.lmrieffel.com	Laura M. Rieffel, Ph.D. 1995

Researched by Mariah Gant

Source: Business Report Survey



# New practice targets on-the-job health problems

If you're looking for a preventive approach to your work-related health, Arbor Occupational Medicine might be just the ticket.

Drs. Sander Orent and Lori Long will head the office set to open Monday, Feb. 4, at 1860 Industrial Circle, Suite D in Longmont. Arbor already has offices in Boulder and Broomfield – the Boulder office has its own X-ray facility and physical therapy.

Orent said he likes to focus on keeping workers healthy, whether they're out and about, such as firefighters and police officers, or desk jockeys who need special keyboards or to have their office chairs lowered or raised.

"We take a preventive approach, including proper body mechanics and ergonomic issues so people don't have problems with repetitive motion, for example," Orent said.

Separately, retired police officers have shown high levels of heart attacks within five years after they leave the job, Orent said, showing that many may benefit from preventive care such as light exercise and stress relief.

In all, Arbor has about 65 employees at its various sites, including one in Greenwood Village. All Arbor offices are Pinnacol Assurance SelectNet providers. In Boulder, Dr. Bruce Cazden heads the office; in Broomfield, you can see Dr. David Kistler. Local physician assistants include Clint Dillard, who will work

in the new Longmont office, and Richard Shouse.

## ER signup at Good Sam

Two or three emergency room patients per day have been using an innovative online signup sheet since it went into service about a year



### MEDICAL FILE

Beth Potter

ago at Exempla Good Samaritan Medical Center in Lafayette.

If you don't have a life-threatening emergency, the InQuicker system can be a good way to go.

Patients using the emergency room signup have included people who have non-life-threatening injuries that need to be seen quickly, or people with illnesses who want to see a doctor, said Judy Gorham, director of emergency and trauma services at Exempla Good Samaritan Medical Center. About 115 patients per day come through the emergency room, Gorham said.

If you sign up online, Exempla guarantees you'll be seen by a health-care professional within 15 minutes of the time you arrive. The idea is to allow people to wait in line from home instead of counting the minutes in the waiting room.

Exempla's two other Denver-met-

ro hospitals — Exempla St. Joseph Hospital in Denver and Exempla Lutheran Medical Center in Wheat Ridge — also offer the service.

If a patient needs to see someone immediately, he or she gets a call from someone at the hospital, Gorham said. So far, the emergency room staff has only had to make a few of those calls.

Exempla Good Sam is an accredited Level 3 Trauma Center, meaning it can take any kind of emergency, Gorham said. It's also an accredited stroke center — important when minutes count.

Exempla is a member of Sisters of Charity of Leavenworth Health System, a faith-based, not-for-profit health system operating in Colorado, California, Kansas and Montana.

## Bioscience jobs

On a job-related note, the Colorado BioScience Association expects its industry to grow across the state by 232,000 new science, technology, engineering and mathematics-related jobs by 2018.

In response, the nonprofit trade group wants to raise \$100,000 for a new Colorado BioScience Institute in Denver — an educational and workforce program to train scientists and business entrepreneurs in bioscience-related applications.

Of the six companies represented on the trade group's board

of directors, three are local — Aerial Pharmaceuticals Inc. in Broomfield, Arca BioPharma Inc. in Boulder and Clarimedix Inc., in Boulder.

For more information, go to <http://CoBioInsitute.com>

## Health-insurance stats

Finally, let me leave you with just a few thoughts about the federal Affordable Care Act, which goes into effect Jan. 1, 2014.

The controversial plan signed into law in 2010 calls for every American to carry health insurance or to pay penalties.

In Colorado, an estimated \$22 million to \$26 million operating budget will be needed to operate an online health-insurance exchange for individuals and small businesses, according to the Colorado Health Benefit Exchange board of directors, quoted in the industry newsletter Colorado Managed Care.

While two federal grants totaling \$61 million have been approved to get the Colorado exchange running, it has to be run with private funds by 2015, according to Colorado law.

An estimated 16 percent of the Colorado population is uninsured, according to U.S. Census Bureau statistics — about 500,000 people.

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

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BUSINESS  
REPORT

LIST

HOSPITALS

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

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

Researched by Mariah Gant

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

Source: Business Report Survey

ANXIETY

from 9A

co-worker who drops Hershey’s kisses on her desk once in a while. Forgive co-workers for perceived slights, she said, even if you think it’s unmerited.

- Practice the “two-minute rule” to lower the number of tasks that pile up during the day. If you can deal with a small task quickly at work, do it now. Little things piling up can cause stress, Klingel said. As a general rule of thumb, if the task will take two minutes or less, do it right away.
- Ask for help when you need it. A trusted co-worker, friend or family member can be a great sounding board for work problems, Klingel said. Don’t gossip with others in your workplace, she said, as that often can make a less-than-great situation worse.
- Try to see humor in work situations. Bring in a daily calendar with a joke a day that can lift your mood, Klingel said.
- Practice “mindfulness.” Many workers these days have taken self-help classes that teach them to take deep breaths to reduce stress, Klingel said. Leave your desk for a few minutes and consciously think about the big picture to help put things in perspective, she said. Workers in the region who need more intensive help can sign up for three-hour group therapy classes offered by Boulder Community Hospital. People of all age groups and all walks of life — from a college student in her first year on the job to more experienced

CLASSES OFFERED

Outpatient treatment program classes at Boulder Community Hospital’s Mapleton Counseling Center, 311 Mapleton Ave., second floor:

- Dialectical-behavior therapy class meets from 9 a.m. to noon on Mondays, Wednesdays and Fridays. Included are learning skills of mindfulness, interpersonal relations, emotion regulation and distress tolerance.
- Recovery therapy class meets from 5:30 to 8:30 p.m. on Mondays, Wednesdays and Thursdays for people struggling with addiction. Included are coping strategies that support growth and independence, help people understand triggers and cravings that lead to relapse and support people in breaking the chain of addiction.
- Turning point class meets from 1 to 4 p.m. on Mondays, Wednesdays and Fridays. The group therapy program is for people struggling with depression, mood swings, anxiety and relational problems. People who are depressed tend to isolate themselves, and having more structure and support in life can support improved mood and overall functioning.

More information on counseling or outpatient treatment program classes is online at <http://www.bch.org/behavioral-health/default-behavioral-health.aspx>.

workers anxious about possible company layoffs — are involved in such groups, she said. “Sometimes other people’s struggles put things in perspective.”

Boulder Community Hospital also offers individual counseling services for people who are interested in seeing a therapist to address issues related to anxiety and depression, or any other issues.

JOURNEYS

from 9A

work habits. Sidders then suggested Desersa interview at the OUR Center in Longmont, where he served and stocked food and cleaned.

After Desersa worked at the OUR Center for a couple of months, Sidders suggested he interview for a job at 24-7 Restoration.

“I like it here. I would rather stay here than go somewhere new,” Desersa said, adding that he often does day-labor jobs in his free time, because he likes to work. “I work hard, and I go out on site when needed.”

For Desersa and other people involved in getting jobs through the Journeys program, work has been a positive catalyst, getting them back on track in other parts of their lives, Sidders said. Other Longmont and Boulder employers involved in the program include The Peaks Care Center and JC Penney Co. Inc. in Longmont and the University of Colorado-Boulder and Great Harvest Bread Co. in Boulder, among others.

Mike Richardson, who co-owns 24-7 Restoration with his wife, Laura, said he treats Journeys job applicants just like any others. They go through job interviews and, if chosen, are invited to work in a one-week trial to make sure they fit well with other workers at the company.

“As they work more, they gain a lot of confidence. Having a job and having responsibilities, it’s really positive for them in that regard,” he said.

Richardson said he is “blown away” by how much Journeys applicants are

just like any other cross-section of society. Many have families and children but have fallen on hard times, he said.

From a business perspective, Sidders wants to form more partnerships in the business community to get more workers out into jobs. Without willing employers to interview the job seekers, he said, the program is nothing more than a vocational-assessment service.

Journeys is funded through an annual Colorado Division of Vocational Rehabilitation grant, Mental Health Partners and private fundraising efforts, Sidders said. There’s no cost to job seekers or employers who want to be involved in the program.

So far, the program has served 121 individual employees, with 55 of them getting jobs with one of the program’s approximately 15 employer partners — mostly in Longmont, Sidders said.

While about 50 percent to 60 percent of the jobs have been entry-level, Sidders said people with master’s degrees who suffer from depression or anxiety have come to him for help.

Job seekers go through a 15-week class on how to recognize flare-ups of their illnesses as well as how to manage stress at work and at home, Sidders said. They learn skills including emotional regulation and negative-thought distortion — how to communicate more effectively with supervisors and co-workers. People who successfully complete the class can apply for open jobs.





DOUG STORUM

Officials participating in an indoor groundbreaking ceremony for Exempla Good Samaritan Medical Center's Comprehensive Cancer Center are, from left, John Beeble, Saunders Construction; Carolyn Cutler, mayor of Lafayette; Katie Paganucci, EGSMC; Mike Gerken, EGSMC; Phillip Taylor, Lillibridge Healthcare Services; Michele Goodman, EGSMC; Nancy Ewing, EGSMC; Sister Amy Willcott, Mount Saint Vincent Home; Beth Forsyth, EGSMC; David Hamm, CEO, EGSMC; Dr. Mark Chidel, EGSMC; Gary Adams, Davis Partnership; and Dr. Richard Hesky, EGSMC.

## Work under way on Exempla cancer center

BY BUSINESS REPORT STAFF  
news@bcbcr.com

LAFAYETTE – Construction of the Comprehensive Cancer Center on the campus of the Exempla Good Samaritan Medical Center in Louisville has been under way for some time, but officials gathered Jan. 22 for an indoor groundbreaking ceremony to commemorate the

facility.

The center will be four stories tall with 87,600 square feet of space.

The first floor will have offices for radiation oncology physicians and equipment.

The second floor will have offices for oncology and hematology physicians, an infusion center, pharmacy, laboratory, space for integrative

care, psychosocial support services and a conference center.

The third and fourth floors will have medical offices available for lease. Lillibridge Healthcare Services is handling leasing for the offices.

Saunders Construction in Denver is in charge of construction and Davis Partnership of Denver handled the architecture. Construction is expected to be completed this fall.



DOUG STORUM

Construction crews work on the 87,600-square-foot Comprehensive Cancer Center on the Exempla Good Samaritan Medical Center in Lafayette.

## Virginia firm to run state's health-benefit exchange site

BY BETH POTTER  
bpotter@bcbcr.com

DENVER — The Colorado Health Benefit Exchange, a nonprofit group creating an online place for Coloradans to shop for health insurance, has signed a license agreement with a software company in Virginia.

Under the \$50,000-per-month agreement, Reston, Virginia-based hCentive will customize its existing online software sales platform for Colorado, said Myung Kim, a spokeswoman for Colorado Health Benefit Exchange. Exchange officials are negotiating with hCentive to sign a maintenance and production license agreement later this year, Kim said. She declined to give details of that agreement, citing ongoing negotiations.

**UNDER THE FEDERAL LAW,**  
**all Americans will be**  
**required to carry**  
**health insurance**  
**starting Jan. 1, 2014.**

The Colorado Health Benefit Exchange in Denver was created by the Colorado Legislature in response to the federal Affordable Care Act, President Obama's controversial federal health-care reform law approved in 2010.

Under the federal law, all Americans will be required to carry health insurance starting Jan. 1, 2014. As part of the Affordable Care Act, the Colorado health-insurance online shopping system is scheduled to open for business in October.

The Colorado Health Benefit Exchange currently is funded through federal grants. Two federal grants totaling \$61 million were approved in 2012 to fund planning activities and buy technology services, according to a fact sheet from the exchange. State Legislature rules require the exchange to be self-financing in 2015.

An estimated 500,000 or more Coloradans are uninsured. New federal rules also offer rebates to low-income residents who buy health insurance. Residents who don't buy health insurance after the law goes into effect will be penalized through tax returns.

hCentive is working with other states to provide similar software platforms for their health-insurance exchanges, Agarwala said. He declined to name the states.

## HOSPITAL from 1A

Building construction was delayed because of the poor regional economy in recent years, Logan said Thursday. In the interim, Poudre Valley Health System partnered with University of Colorado Health, a health system headed by University of Colorado Hospital based on the Anschutz Medical Center campus in Aurora. University of Colorado Health remains in the joint venture on the land, but will not be involved with the current building project, said Dan Weaver, a University of Colorado Health spokesman.

Longmont United Hospital will lease the land owned through the joint venture, Logan said. Longmont

United Hospital purchased the site in August 2010 for \$7.19 million with plans for future expansion, officials said at the time.

H+L Architecture's Denver office is managing the medical office building project, said Ariel Madlambayan, a principal at H+L and the project manager. Fransen-Pittman Construction Co. Inc. in Denver is the general contractor, Madlambayan said.

"Health care is pretty competitive, as you know," Madlambayan said. The new building "is primarily meant to service the town of Frederick and surrounding areas, so I think there's a need for it."

The Indian Peaks name, chosen through a contest, reflects the iconic mountain range visible on the western horizon from the site.

In October, Exempla Healthcare bought 48.9 acres at the northwest corner of Interstate 25 and Colorado 52 in Frederick for a future medical campus. The purchase price was not disclosed.

That land parcel is next to the Wyndham Hill Town Center, a planned regional shopping center, according to a press statement. Exempla Healthcare is part of SCL Health System Inc., which has more than 1,100 workers at offices in Broomfield, Denver and Lakewood.



# Is fracking making people sick?

*Question has sparked debate; answers elusive*

BY STEVE LYNN

slynn@ncbr.com

ERIE — After more than two years, Wendy Leonard finally gave up on Erie and moved to Louisville. Erie, she said, made her family sick, because of all of the natural-gas drilling in and around the town.

The mother of four children, Leonard knows she can't confirm that her family's health problems are linked to the drilling.

"Until we have a health impact study to prove one way or the other, we don't know," Leonard said. "But I think there's something going on."

Leonard is one of a growing number of Coloradans who live near oil and gas wells and contend they have suffered from headaches, bloody noses, stomach pain and nausea.

Such complaints have cropped up on occasion over the years, but have intensified along the Front Range and elsewhere in the state with the spread of hydraulic fracturing, a contentious technique that involves pumping water, sand and chemicals into a drilled hole to free oil and gas trapped deep below ground.

The oil and gas industry says these reports of health problems are part of a mass hysteria that it contends has swept the nation.

Indeed, no study has been done that offers any clear evidence supporting the notion that fracturing is making people sick.

Could it be, as the industry suggests, that these illnesses are nothing more than "psychogenic" — such as the 2011 case of a group of 20 inexplicably twitching cheerleaders in Le Roy, New York. Or, is the phenomenon similar to people's claims in Scituate, Massachusetts, that the hums and vibrations from nearby wind farms cause headaches, insomnia and nausea?

Such incidents typically have nothing to do with industrial activity, according to independent experts. Still, no one has adequately explained why reports of illnesses among people who live in areas surrounding oil and gas operations continue to surface.

## Sick in Erie

In Erie, residents have contended with a sharp increase in oil and gas drilling since the middle of the last decade. More than 180 wells produce oil and gas in a town with a population of 18,000.

Leonard moved from Virginia to Erie two-and-a-half years ago. Her children, ages 2, 4, 5 and 8, started getting upset stomachs before she knew about oil and gas development in the area.

Leonard, who has three boys and



JONATHAN CASTNER

Wendy Leonard with her children: Max, 2, front, center; Teagan, 4, left; Eleana, 6; and Jack, 8. Now that the family lives in Louisville, she said the children no longer suffer from the variety of ailments they complained about while living in Erie.

a girl, said her daughter came down with the worst stomach pains. She took her to see a pediatric gastroenterologist at Children's Hospital Colorado in Denver, who did tests that showed nothing wrong.

But problems continued. One of her sons began coming home from Red Hawk Elementary School with stomach pain, prompting conversations with the school nurse.

"She said she was new to that school," Leonard said. "She said that she had never worked at an elementary school where so many children come to the nurse's office with (gastrointestinal) complaints."

Other Erie mothers she talked with said their families had similar problems.

At first, Leonard thought stress from the move had caused her children's health problems. She later found out that 21 wells operated within a half-mile of her home.

"When I found out that was going on, it definitely could be a side effect of living close to an oil and gas wellpad," Leonard said.

Once the family moved, she said,

her children's health improved within a week.

## Symptoms in Northern Colorado

Homemaker April Beach, 36, and her husband bought their first home in the Erie neighborhood of Grandview in 2002. Today, 34 wells lie within a half-mile of their second home in the same neighborhood.

By 2005, Beach, who owns a parental-consulting business, said she had developed "unexplained" pains, dizziness, short-term memory loss, headaches and problems concentrating. She was diagnosed with a lesion in her spinal cord.

She did not know at the time that a pit used to evaporate wastewater, and the chemicals in it from drilling, lay within a few hundred yards from her home.

"It was always really greasy and nasty-looking," said Beach, who has three boys, ages 6, 8 and 10. "Obviously, none of our kids ever played in it."

Her symptoms worsened when a new well was hydraulically fractured in her neighborhood in 2010. She continues to feel unwell from the spinal

lesion and undergoes annual checkups to monitor her condition.

Everyone in her family developed heartburn and stomach pains, she said. Her boys suffered from frequent "gushing" bloody noses and even hair loss.

One of her boys went to Children's Hospital for his stomach problems, and another developed asthma after workers installed a device on the well meant to burn off escaping pollution, Beach said. Her husband's childhood asthma returned.

Yet another well was drilled; Beach's symptoms worsened, and she began feeling asthmatic. She took narcotics for pain.

"Nobody could ever figure anything out," she said. "I'm not a health expert. Every time, every doctor I go to and I mention we live next to a well, they don't know anything about it, either."

She learned after talking to other residents of Erie that they shared similar symptoms, she said.

Like the Leonards, the Beaches are leaving Erie. They plan to temporarily move elsewhere in town, away from gas wells, but have not been able to sell their home. They want to eventually move to Boulder.

Beach said she asked a representative of EnCana Corp. USA (NYSE: ECA), which drills natural-gas wells in and around Erie, whether the company investigates people's claims about health problems. The representative told her no.

## Problems on Western Slope

Thomas Thompson, who lives near Rifle with his wife, George, said that his health problems began after EnCana began drilling near his home 11 years ago.

"They have turned our lives upside down," said Thompson, 65.

► See **Sick**, 15A

## Big Oil, a big polluter

The oil and natural-gas industry is the largest industrial source of emissions of volatile organic compounds, a group of chemicals that contribute to the formation of ground-level ozone, or smog. Exposure to ozone is linked to a wide range of health effects, including aggravated asthma, increased emergency-room visits and hospital admissions and premature death.

The oil and natural-gas industry

also is a significant source of emissions of methane, a greenhouse gas that is more than 20 times as potent as carbon dioxide. Emissions of air toxics such as benzene, ethylbenzene and n-hexane also come from the industry. Air toxics are pollutants known or thought to cause cancer and other serious health effects.

Source: Environmental Protection Agency.



Coloradans will have to wait years before they get any solid information: The health-risk assessment phase of the study won't begin until January 2016.

**Three years = 78 issues**  
**subscription rate \$129.97**



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Name on Card	Signature_____



# 5 ways to convey social proof on a sales page

Editor's note: This is the first in a two-part series on optimizing a sales page. The second part, in the Feb. 15 edition, will focus on how to obtain and manage clients' testimonials.

As a savvy marketer, you know what goes into selling a new product online: an awesome product, an outstanding sales page, lots of traffic and good conversion rates. Having the awesome product is probably the easiest part, while getting good conversion rates may be the hardest. So how can you convert prospects into loyal customers?

Proof. Social proof, that is.

One of the best ways to tell the story about your product or service is to demonstrate the benefits. Show people that what you promise is what you deliver.

When prospects know other people have used your product and can read about the results, they're more likely to click on that "buy now" button and make a purchase.

How do you convey social proof on your sales page? Here are five ways to demonstrate how your product/service solves your prospects' problems and makes their lives easier:

## Power of testimonials

I strongly believe in the power

of praise that comes from your customers and satisfied clients. 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."



**GUEST OPINION**

Debra Jason

What types of testimonials should you use? Ones that illustrate how your customers successfully put your product/service to work for them. You want more than "I loved

it." Here's an example of one that I received from a client:

"If you are looking for an excellent copywriter, Debra is the one. She is simply outstanding. The process she takes you through is painless and thought-provoking. She gets to the core of what your product or service does for the prospect ... and she puts it into words that motivate the buyer to take action. I wouldn't hesitate to hire her again."

## Case studies offer details

These are a form of a testimonial,

but more detailed. A case study shows where your customers were before the purchase, how they used the product, how long the results took and what the results were.

People like the specifics, and the before-and-after story paints a picture they can relate to.

## Provide a video tour

Video does more than tell prospects about your product; it gives them an insider's view. People spend more than 63 percent of their time watching videos, so they are a great marketing tool that is growing in popularity. There's a reason YouTube has become the second-largest search engine.

A video demonstration of how to use your product shows prospects exactly what to expect. Give viewers 10 tips or five pointers that catch their attention and create desire.

## Flash your credentials

Are you a published author? Have you been an expert in the field for more than 10 years? Have you been quoted in a newspaper or interviewed by other experts in your field? Write about it on your sales page. These credentials help you build credibility and paint a picture of you as an authority on your subject.

## Give free trial period

Sometimes you can get the "tire-kickers" to buy if you get them behind the wheel for a test drive. If it makes sense for your product or service, consider offering a 14- or 30-day free trial. Encourage prospects to try out what you have to offer.

Touch base with them during the trial period to see how they're doing and answer their questions. Deliver good customer service and, at the end of the trial, a happy prospect may become your next loyal, paying customer.

To convert prospects into customers, take advantage of social proof on your next sales page. Or, if you already have one, go back and incorporate one or several of the above techniques and see what a difference it makes.

Are you offering your prospects social proof? If so, which tools do you use? Please share them in the comment section of my blog at <http://www.writedirection.com/social-proof-sales-page>. I'd love to hear from you.

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

## RTD from 1A

five strong entries from would-be consultants. RTD staff has ranked its first, second and third choices, said Marta Sipecki, senior public outreach specialist for FasTracks, and a committee of the elected RTD board will consider its recommendations at a public meeting to be held at 5 p.m. Tuesday, Feb. 5, at RTD headquarters, 1600 Blake St., Denver.

Once selected, the consultant will need to work quickly. RTD wants the study to start in March and be completed in early 2014. That process will involve meetings with the public and stakeholders, Sipecki said.

"The consultant will be looking at issues such as segmentation — whether rail can be built in segments — as well as possible alignments of a rail extension of the North Line to Longmont and bus rapid transit opportunities," Sipecki said.

Lines traveling north and northwest would be served by wider-gauge commuter trains instead of the narrower-gauge light rail trains that run on the south and southeast lines, Sipecki said. "There are more stops closer together on the existing lines, which makes light rail more appropriate," Sipecki said. "Toward Boulder and Longmont, the existing tracks are wider — but also there are fewer stops,

**RTD HOPES REFINANCING SOME DEBT will allow it to build the North Line from Union Station to 72nd Avenue sooner than expected. If financial market conditions remain constant and RTD receives timely approvals from local governments, according to the statement, the district can release a request for proposal within the next 10 months to build the first segment of the North Line.**

farther apart, so the commuter-rail trains could go faster and carry more people."

The original FasTracks plan for service to Longmont, approved by voters in 2004, called for commuter rail along the U.S. Highway 36 corridor to east Boulder and then along Burlington Northern Santa Fe tracks to Longmont by 2014. However, diminished sales-tax revenue and higher prices triggered by an economic downturn, and costs for using the BNSF right-of-way that were much higher than anticipated, caused the district to scale back the plan, triggering the proposal for the North Line extension.

A unanimous Longmont City Council voted on Oct. 2 to recommend that RTD extend the North

Line to Longmont via a route that would bypass Boulder — but also bypass BNSF's steep cost for right-of-way. The council wants the new rail idea to come with no additional tax increase, and wants RTD to consider improving bus service to and from Longmont along the Interstate 25, U.S. Highway 287 and Colorado Highway 119 (Diagonal Highway) corridors.

RTD's current FasTracks plan includes an 18-mile rail line which would stretch north from downtown Denver and run parallel to I-25 through Thornton and Northglenn to 162nd Street. If that line were to be extended to Longmont, it would have to pass through Weld County, which is not part of the transportation district. However, some Denver-to-Longmont

regional express bus routes already run through Weld.

RTD hopes refinancing some debt will allow it to build the North Line from Union Station to 72nd Avenue sooner than expected. If financial market conditions remain constant and RTD receives timely approvals from local governments, according to the statement, the district can release a request for proposal within the next 10 months to build the first segment of the North Line. RTD is considering applying for federal grants to help fund the remainder of the North Line to 162nd Avenue, and whether regional partners could collaborate to fund a 50 percent match — amounting to approximately \$250 million — if a grant can be secured.

This latest strategy will not negatively impact the availability of funding for other partially funded projects, according to a press statement.

Ground was broken June 28 for the first segment of the Northwest Rail Line near the site of the future Westminster Station in the 6900 block of Grove Street, near 71st Avenue and Lowell Boulevard. That 6.2-mile segment of the Northwest Line from Denver Union Station to south Westminster is scheduled to be completed in 2016.



# NATURAL PRODUCTS



JONATHAN CASTNER

Current executives of Naturally Boulder's board of directors are, from left, co-vice president Bill Capsalis, consultant to natural products firms; secretary Jennifer Margoles, 34 Degrees LLC; treasurer Frances Draper, vice chancellor for strategic relations at the University of Colorado-Boulder; co-vice president Sonja Tuitele, Aurora Organic Dairy Holdings LLC, and president Ellen Feeney, WhiteWaves Foods Co.

## Success has come naturally for Boulder-born trade group

BY BETH POTTER

bpotter@bcbr.com

BOULDER — Seven-year-old industry trade group Naturally Boulder is all grown up.

With a membership of 530, board members representing industry heavy hitters such as White-Wave Foods Co. (NYSE: WWAV), and international food conglomerates such as General Mills Inc. (NYSE: GIS) nosing around, the local nonprofit group started with help from Boulder economic development folks and has arrived.

"We attract new entrepreneurs with innovation, and the early founders of some of the big companies have been very involved and generous with their time," said Ellen Feeney, new president of the group's board of directors and vice president for responsible livelihood

at WhiteWave.

In the past two years, membership has grown by about 230 people from the approximately 300 members who belonged in December 2010, according to Sonja Tuitele, a co-vice president on the Naturally Boulder board and vice president for communications at Aurora Organic Dairy Holdings LLC in Boulder. More than one-third of the membership now hails from outside of the Boulder region, Tuitele said.

Sponsorship revenue — which comes from members and is used to fund the group's education, promotion and networking efforts — has doubled in the same period.

Naturally Boulder's board of directors and one 30-hour-per-week staff person operate on a budget of about \$300,000 annually.

"We're a volunteer board, but we put on dozens of events each year

to add value to the entrepreneurial quest," Feeney said.

Among the get-togethers are the annual Autumn Awards — an evening event added four years ago to acknowledge the rapid growth of many local companies big and small, Feeney said.

The group's Pitch Slam, where entrepreneurs in the region pitch their companies to a panel of local industry judges for a chance to win business support prizes, also is well-known in the industry.

"We're coming into our own with the awards and the Pitch Slam," Feeney said. "It's what the organization is all about. We nurture and cultivate the startup entrepreneurs (but) we want to keep the legacy folks involved with being one of the judges or being on a panel."

"Morning mingles" are a new focus for the board of directors in 2013, Feeney said. Students and young entrepreneurs will be encouraged to mingle with industry veterans at the breakfast events, she said. The next "mingle" will be at 8 a.m. Tuesday, Feb. 5, in the community room at Alfalfa's Market Inc. grocery store at 1645 Broadway in Boulder.

Adriane Little, marketing manager at Earth Balance, a brand of

► See **Naturally**, 19A

## Film-fest foodies fed fare from Udi's

BY BUSINESS REPORT STAFF

news@bcbr.com

DENVER — For the second year in a row, Udi's Healthy Foods LLC served up gluten-free fare for attendees of the 2013 Sundance Film Festival.

Celebrities, filmmakers and other Hollywood tastemakers were treated to gourmet dishes at Udi's Gluten Free Table — an original pop-up restaurant — as well as venues such as the Miami Oasis Lounge, Next Generation Dinner Series and Westway After-Parties.

Udi's expanded presence at this year's festival reflects the growth of the gluten-free lifestyle, led by health-focused Hollywood.

More than 1,000 guests, including prominent stars such as Julianne Moore, supermodel Ales-

► See **Udi's**, 19A



COURTESY UDI'S HEALTHY FOODS LLC

Julianne Moore was among the stars who dined on gluten-free fare at Udi's Health Foods' restaurant during the 2013 Sundance Film Festival.



From left, Mark Retzlaff, Joan Boykin, Sylvia Tawse and Linnea Simmons were involved in a taskforce that formed the nonprofit Naturally Boulder in 2005.





BUSINESS  
REPORT

LIST

NATURAL-PRODUCTS COMPANIES

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

RANK	Company	Revenue 2012 Revenue 2011	No. of employees in region No. of employees elsewhere	Imports? Exports?	Products/services description	Parent company Headquarters	PrivPubGov	Person in charge Year founded Website
1	CELESTIAL SEASONINGS INC. 4600 Sleepytime Drive Boulder, CO 80301 303-530-5300/303-581-1332	\$1,378,247,000 \$1,108,546,000	251 N/A	No Yes	More than 70 varieties of herbal, green, black, wellness, Rooibos and chai teas, plus ready-to-drink beverages like organic Kombucha and natural shots.	The Hain Celestial Group Inc. Melville, New York	Public	Peter Burns, president 1969 www.celestialseasonings.com
2	PHARMACA INTEGRATIVE PHARMACY INC. 4940 Pearl East Circle, Suite 301 Boulder, CO 80301 303-442-2304/303-442-4605	\$106,000,000 \$94,000,000	100 460	No No	Combines pharmacy services and over-the-counter medications with natural health and beauty products, delivered by licensed health care practitioners.	Boulder	Private	Mark Panzer, CEO, president 2000 www.pharmaca.com
3	JUSTIN'S LLC 2434 30th St. Boulder, CO 80301 303-449-9559/303-442-0881	\$20,000,000 \$11,000,000	14 N/A	No No	Making the foods we love extraordinary with an uncompromised spirit of innovation, sustainability and community.	Boulder	Private	Justin Gold, founder, CEO 2004 www.justinsnutbutter.com
4	ELDORADO ARTESIAN SPRINGS INC. 1783 Dogwood St. Louisville, CO 80027 303-604-3000/303-499-1339	\$9,600,000 \$9,227,182	65 N/A	No No	Bottler and distributor of natural spring water and organic, vitamin-charged spring water.	Louisville	Public	Douglas A. Larson, CEI 1983 www.eldoradosprings.com
5	MERIDIAN TRADING CO. 1136 Pearl St., Suite 201 Boulder, CO 80302 303-442-8683/303-379-5199	\$6,000,000 \$5,000,000	1 0	Yes No	Represents companies worldwide selling beverage herbs, medicinal herbs, herbal extracts, teas and spices.	Boulder	Private	David Black, president 1984 www.meridiantrading.com
6	BLUE POPPY ENTERPRISES INC. 1990 N. 57th Court, Unit A Boulder, CO 80301 303-447-8372/303-245-8362	\$4,515,941 \$3,950,385	12 4	Yes Yes	Acupuncture supplies, herbal formulas, treatment room supplies, books and continuing education to practitioners of Chinese medicine.	Boulder	Private	Bruce Staff, general manager 1981 www.bluepoppy.com
7	NATIONAL ECO WHOLESALE INC. 3640 Walnut St. Boulder, CO 80301 720-204-3042/303-862-4652	\$3,156,000 \$2,873,640	3 1	No No	A natural-product management company. Manufacturer and trademark holder of BOULDER Cleaners and ERest Bedding.	Boulder	Private	Steve Savage, CEO, president 2010 www.nationalecowholesale.com
8	BOBO'S OAT BARS 4725 Nautilus Court, Suite 1 Boulder, CO 80301 303-938-1977/303-938-8532	\$2,400,000 \$1,725,000	25 N/A	No No	Manufactures all-natural, vegan, wheat-free and gluten-free breakfast/energy bars using organic, non-refined and non-GMO ingredients.	Boulder	Private	Beryl Stafford, founder, president 2003 www.bobosoatbars.com
9	WISHGARDEN HERBS INC. 3100 Carbon Place, Suite 103 Boulder, CO 80301-6134 303-516-1803/303-516-1804	\$2,001,000 \$1,563,000	22 0	No Yes	Manufacturer of medicinal herbal supplements.	Boulder	Private	Catherine Hunziker, owner, chairwoman Sam Hunziker, CEO 1979 www.wishgardenherbs.com
10	OAT INGREDIENTS LLC 4368 Park Court Boulder, CO 80301 303-818-1117/413-385-9391	\$2,000,000 N/A	1 N/A	Yes Yes	Oat bran, oat flour and oat oil ingredients for food and personal care. All natural, kosher certified. Corn Bran and Oat Protein development ingredients.	Boulder	Private	Scott Dumler, CEO, president 2003 www.oatingredients.com
11	BOULDER ICE CREAM CO. 2935 Baseline Road, Suite 200 Boulder, CO 80303 303-494-0366/303-494-5589	\$2,000,000 \$1,944,000	4 N/A	No No	All natural and organic super-premium ice cream. Batch churned in Colorado. Servicing grocery stores and food service accounts.	Boulder	Private	Scott Roy, president 1992 www.bouldericecream.com
12	GODDESS GARDEN 6525 Gunpark Drive, Suite 370-415 Boulder, CO 80301 303-651-3678/888-370-2878	\$1,500,000 \$900,000	12 1	No Yes	Organic sunscreen products.	Boulder	Private	Nova Covington, CEO, founder 2004 www.goddessgarden.com
13	HANNA'S HERB SHOP 5684 Valmont Road Boulder, CO 80301 303-443-0755/303-938-9021	\$1,200,000 N/A	8 0	No Yes	Retail store of herbalist Hanna Kroeger. Serving the Boulder community since 1957 with products unique to the natural health industry.	Boulder	Private	Thomas Brown, president 1957 www.hannasherbshop.com
14	COLORADO'S BEST BEEF CO. 4791 Jay Road Boulder, CO 80301 303-449-8632/303-449-8629	\$700,000 N/A	8 2	No Yes	All-natural Charolais Beef. No feed antibiotics, growth hormones, or steroids. Dry-aged 14 to 21 days. Humanely treated. Local, family owned beef operation. Individual cuts of beef, or large amounts.	Boulder	N/A	Gina Elliott Brian Ferris Ben Elliott, co-owners 2004 www.naturalbeef.com
15	SETH ELLIS CHOCOLATIER 6880 Winchester Circle Boulder, CO 80303 720-470-3257	\$675,000 \$520,000	14 N/A	N/A N/A	Chocolate manufacturer using natural and organic ingredients. Manufacture the Sun Cup brand.	Boulder	Private	David Lurie, founder/president N/A www.sethellischocolatier.com
16	ICEBOX KNITTING LLC 1111 Delaware Ave. Longmont, CO 80501 303-485-7112/303-485-7112	\$500,000 N/A	7 N/A	Yes Yes	Manufactures and designs knit headwear and accessories for winter sports and boutique markets. Using natural fibers and eco friendly practices. Offered under the brands Dohm and Xob.	Longmont	Private	Scott Baker, owner, director of mill operations Joshua McGlothlin, CEO, owner 1994 www.iceboxknitting.com
17	GROWING GARDENS 1630 Hawthorn Boulder, CO 80304 303-443- 9952	\$498,204 N/A	7 N/A	No No	Sustainable urban agriculture programs including Cultiva! Youth Project, Children's Peace Garden, Community Gardens and Horticultural Therapy.	N/A	Private	Ramona Clark, executive director 1998 www.growinggardens.org
18	ORGANIC VINTNERS 1628 Walnut St. Boulder, CO 80302 303-245-8773/303-245-8911	\$463,386 \$646,228	1 N/A	Yes Yes	Represents more than 40 pesticide-free, certified organic wines from 19 international regions.	Boulder	Private	Paolo Bonetti, president 2001 www.organicvintners.com
19	BALI MALAS 944 Lincoln Place Boulder, CO 80302 303-819-4914	\$100,000 \$80,000	2 N/A	Yes N/A	Rudraksha malas and jewelry from Bali.	Wear Peace Boulder	N/A	Karyn Robinson, owner 2007 www.wearpeace.com
20	OLOMOMO NUT CO. 1906 13th St. Suite 205 Boulder, CO 80302 303-242-5509/1-530-452-1898	\$70,000 \$55,000	2 N/A	No No	Original, all-natural and organic kettle-roasted nuts, coated with exotic spices and unique flavor blends.	Boulder	Private	Justin Perkins, founder, CEO Mark Owens, CEO 2008 www.olomomo.com
21	WHITEWAVE FOODS CO. 12002 Airport Way Broomfield, CO 80021 303-635-4000/303-635-5657	N/A N/A	N/A N/A	No No	Horizon offers organic and natural dairy products; Silk offers soy and almond milk products; International Delight nondairy coffee creamer; Land O' Lakes liquid and cultured dairy products.	Dean Foods Co. Dallas, Texas	Public	Blaine McPeak, president 2004 www.whitewave.com
22	GAIAM INC. 833 W. South Boulder Road Louisville, CO 80027 303-222-3600	N/A \$274,773,000	N/A N/A	Yes Yes	Environmentally friendly products; other goods and services for a healthy lifestyle. A lifestyle yoga company.	Louisville	Public	Lynn Powers, CEO 1988 www.gaiam.com
23	BOULDER BRANDS INC. 7102 La Vista Place Niwot, CO 80503 303-652-0521	N/A \$274,337,000	N/A N/A	No No	Operates food and beverage companies.	Longmont	Public	Stephen Hughes, CEO N/A www.boulderbrands.com

Researched by Mariah Gant

Gaiam Inc., Boulder Brands Inc. and WhiteWave Foods Co. have not yet reported 2012 revenues.  
N/A: Not available.

Source: Business Report Survey



# Natural shakemaker Tri-Us shuts down

BY BETH POTTER  
bpotter@bcbr.com

BOULDER — Tri-Us Inc., maker of the natural mixl nutritional and performance shakes targeted at athletes, has closed and dissolved the company.

The Hershey Co. (NYSE: HSY) in Hershey, Pennsylvania, owned 69 percent of the Boulder company. Mixl’s company website is not functional, and no one answers the company’s main phone number during

business hours.

“Given the highly competitive nature of the nutritional- and performance-shakes category, the Tri-Us board determined that the investments necessary to make mixl a viable, ongoing business would not generate a sufficient return,” the company said in a press statement dated Jan. 3 and posted Jan. 8 on the Bev-Net.com industry website.

The company said it would fill existing orders through Dec. 31,

2012, according to the statement.

Hershey invested \$6 million in mixl in January 2012, according to federal regulatory documents. Hershey previously invested \$5.8 million in February 2011, according to regulatory documents. At the time, the candy company said it would be involved in all mixl-related operations and marketing. In September 2009, mixl received a \$6 million capital investment from Highland Consumer Fund in Cambridge, Massachusetts.

Privately held mixl was co-founded by Greg Stroh, Wes Brasher and James Rouse in 2006. Stroh formerly worked at his family’s Stroh Brewing Co. and also cofounded Izze Beverage Co.

Mixl’s shakes were manufactured in Wisconsin and were distributed at major grocery store chains, including Kroger/King Soopers, GNC, Vitamin Shoppe, Whole Foods Market, Stop & Shop, Fred Meyer, Amazon.com, Lifetime Fitness and 24 Hour Fitness.

## NATURALLY from 17A

Niwot-based Boulder Brands Inc. (Nasdaq: BDBD), is the newest member elected to the Naturally Boulder board. Boulder Brands plans to host networking events and some monthly board meetings at its offices this year, Little said.

Boulder Brands is formerly Smart Balance Inc. The company, which is moving its headquarters to a Boulder location this year, includes brands such as Udi’s, Glutino and Earth Balance.

Naturally Boulder started in 2005 as a way to promote Boulder’s existing natural foods “industry cluster,” said Frank Bruno, who was city manager at the time. With support from Boulder City Council members, Bruno said he remembers awarding a \$50,000 contract to the Boulder Economic Coun-

cil to do research on targeted industry clusters, including natural foods and clean technology — the industry term used for alternative energy.

Well-known Boulder entrepreneurs — such as Mark Retzloff, a founder of Alfalfa’s and of Horizon Organic Dairy LLC; Sylvia Tawse, founder of the Fresh Ideas Group communication company in Boulder; Joan Boykin, a founding member of The Organic Center national trade group; and Linnea Simmons, attorney at Caplan and Earnest — were involved in a task force that became the nonprofit group. Justin Gold, founder of Justin’s Nut Butter LLC, remembers attending some early meetings.

These days, companies involved in Naturally Boulder pay annual dues of

\$300 to \$10,000 to sustain it.

With the natural-goods industry seeing double digit growth annually in recent years while other consumer products areas are flat, Naturally Boulder’s strong run is expected to continue, Feeney said. The group has continued close relationships with the University of Colorado-Boulder’s business school as well as the Innovation Center of the Rockies, a nonprofit business incubator that also receives money from a variety of sources, Feeney said.

Wall Street also has recognized the importance of the natural and organic industry across the nation, creating a Dow Jones “sustainability index” that has encouraged companies nationally to become more environmentally

conscious. Natural and organic products make up an estimated 5 percent of the total number of products on grocery store shelves.

The new Naturally Boulder board wants to build on the group’s strength in the coming year and add value to the community, Feeney said. More companies are looking to join the natural and organic fold through groups such as Naturally Boulder, and that’s a positive step for the entire industry, Feeney said.

“It’s all good. More food options are being consciously produced, and consumers have more choices,” Feeney said. “I’m not a purist who says you have to be small to be organic. Being big doesn’t mean you’re not good at heart.”

## UDI’S from 17A

sandra Ambrosio and actress Jane Lynch, attended Udi’s Sundance events and dined on cold-weather favorites made gluten free, such as gourmet grilled cheeses, flatbreads and warm chocolate chip cookies.

“Building relationships with Hollywood tastemakers at Sundance gives Udi’s the chance to exchange trend-setting ideas and stay at the forefront of the gluten-free movement,” said Denise Sirovatka, Udi’s vice president for marketing.

Rosemarie DeWitt, Jennifer Coolidge and Allison Janney all stopped by for a bite of Udi’s during Sundance, and said they keep their pantries stocked with gluten-free goodies.


The growth of the gluten-free movement among the celebrity set is mirrored by the more than 21 million U.S. households eating gluten free. Between 2004 and 2010, the gluten-free category in the United States grew by 28 percent, and projections indicate an estimated 16 percent increase from 2010 to 2015, making it a \$5.5 billion industry.

On July 2, Smart Balance Inc. acquired Udi’s Healthy Foods LLC. Smart Balance changed its name to Boulder Brands Inc. earlier this year and is moving its headquarters from Paramus, New Jersey, to downtown Boulder.


*Intellectual Property issues*

*in the life sciences will only get bigger.*


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Stephen Barone




Gary Chapman



Susan Doughty



Steven Penner



Sally Sullivan

Seven Greenlee Sullivan attorneys are joining the Boulder office of Lathrop & Gage, including the firm’s partners, pictured above.

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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

**JACQUELINE M MCGINTY**, 840 GAY STREET, LONGMONT; CASE #2013-10024, DATE FILED: 1/3/2013.

**JOHN MAYNARD LEE**, 1720 S MARSHALL ROAD #23, BOULDER; CASE #2013-10050, DATE FILED: 1/4/2013.

**JOHN T TIERNAN**, 36983 BOULDER CANYON DRIVE, BOULDER; CASE #2013-10051, DATE FILED: 1/4/2013.

**EMILY COHEN**, 1942 BROADWAY STREET #314, BOULDER; CASE #2013-10076, DATE FILED: 1/5/2013.

**AMANDA NICOLE NOON**, 430 TERRY STREET #2, LONGMONT; CASE #2013-10081, DATE FILED: 1/5/2013.

**DAVID DONOVAN VERBEEK**, 923 TONY PL, LONGMONT; CASE #2013-10082, DATE FILED: 1/5/2013.

**ELIZABETH ANN ANDERSON**, 308 S FINCH, LAFAYETTE; CASE #2013-10084, DATE FILED: 1/5/2013.

**PATRICIA HOGAN**, 6 ROYAL ST, LONGMONT; CASE #2013-10086, DATE FILED: 1/5/2013.

**ROSA M GUTIERREZ**, 1117 LOUISIANA PL, LONGMONT; CASE #2013-10108, DATE FILED: 1/5/2013.

**IVIS DONAIRE**, 1050 16TH AVE #D15, LONGMONT; CASE #2013-10116, DATE FILED: 1/5/2013.

**ROBYN FUSCO**, 707 RIDER RIDGE DR, LONGMONT; CASE #2013-10149, DATE FILED: 1/8/2013.

**APRYLISA SNYDER**, 1750 30TH STREET, BOULDER; CASE #2013-10232, DATE FILED: 1/10/2013.

**KUMUD NIGAM**, 4766 FRANKLIN DRIVE, BOULDER; CASE #2013-10262, DATE FILED: 1/10/2013.

**FRANK III MCCOWAN**, 1839 TERRY ST APT 12, LONGMONT; CASE #2013-10342, DATE FILED: 1/11/2013.

**ROSALIE GUADALUPE CASTILLO**, 1303 S COFFMAN ST APT 3, LONGMONT; CASE #2013-10348, DATE FILED: 1/11/2013.

**CHAD ALAIN JOHNSON**, 2880 14TH ST, BOULDER; CASE #2013-10352, DATE FILED: 1/11/2013.

Chapter 13

**COLIN M FARRELL**, 536 ADAMS AVE, LOUISVILLE; CASE #2013-10119, DATE FILED: 1/6/2013.

**DENISE YVONNE CARR**, 10447 LOWER RIDGE ROAD, LONGMONT; CASE #2013-10221, DATE FILED: 1/9/2013.

**RAYMOND MARTIN KLINGER**, 22 LOIS PLACE, LONGMONT; CASE #2013-10353, DATE FILED: 1/11/2013.

Broomfield County

Chapter 7

**ANTHONY PAUL STEVENS**, 12205 NORTH PERRY STREET LOT #1, BROOMFIELD; CASE #2013-10071, DATE FILED: 1/4/2013.

**BRIAN MOORE**, 8358 W 90TH AVE, BROOMFIELD; CASE #2013-10104, DATE FILED: 1/5/2013.

**JEREMY F MCDANIEL**, 13740 BASALT COURT, BROOMFIELD; CASE #2013-10247, DATE FILED: 1/10/2013.

**RONALD LEE MACDONALD**, 335 DOVER COURT, BROOMFIELD; CASE #2013-10325, DATE FILED: 1/11/2013.

FORECLOSURES

Boulder County

**BORROWER:** THOMAS C & ELIZABETH L BAKER, 10000 N 65TH ST, LONGMONT. LENDER: SEQUOIA MORTGAGE TRUST 2007 3, AMOUNT DUE: \$999923. CASE #3276186. 12/19/2012

**BORROWER:** KYMBERLY S & SCOTT V CALVO, 1442 WESTIN DR, ERIE. LENDER: HSBC MORTGAGE SERVICES INC, AMOUNT DUE: \$429207. CASE #3276187. 12/19/2012

**BORROWER:** DEAN E & STEPHANIE RAFFELLOCK, 4046 SUNSHINE CANYON DR, BOULDER. LENDER: LEHMAN MORTGAGE TRUST 2006 3, AMOUNT DUE: \$621284. CASE #3276612. 12/20/2012

**BORROWER:** DARRYL B & DAWN C WILLYARD, 1019 LEE WAY, LONGMONT. LENDER: BANK AMERICA, AMOUNT DUE: \$196461. CASE #3276613. 12/20/2012

**BORROWER:** ARNOLD W & BETTY L NAPPLE, 417 E 4TH AVE, LONGMONT. LENDER: HUD, AMOUNT DUE: \$210573. CASE #3276671. 12/20/2012

**BORROWER:** MARK E & JENNIFER G BOWERS, 963 VETCH CIR, LAFAYETTE. LENDER: HSBC BANK USA NA TRUSTEE, AMOUNT DUE: \$167937. CASE #3276895. 12/21/2012

**BORROWER:** ERIC MORSE, 2200 SUNRISE DR, LONGMONT. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$124241. CASE #3276896. 12/21/2012

**BORROWER:** JERE L WORTH, 4 SHARPE CT, LONGMONT. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$141644. CASE #3276897. 12/21/2012

**BORROWER:** KENT LANCE ADAMS, 798 FOX HILL CT, BOULDER. LENDER: HSBC BANK USA NATIONAL ASSOCIA, AMOUNT DUE: \$579838. CASE #3276898. 12/21/2012

**BORROWER:** JULIE F & DAVID B FAULKNER, 1036 LILAC ST, LONGMONT. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$173565. CASE #3276899. 12/21/2012

**BORROWER:** JACK LEE HONSTEIN, 713 DRIFT PL, LONGMONT. LENDER: BANK AMERICA, AMOUNT DUE: \$184132. CASE #3277917. 12/27/2012

**BORROWER:** MICHAEL BURKHARD, 1095 ATLAS CIR, LAFAYETTE. LENDER: BANK NEW YORK MELLON TRUSTEE, AMOUNT DUE: \$259506. CASE #3277918. 12/27/2012

**BORROWER:** JAMES S KYLE, 1121 VENICE ST, LONGMONT. LENDER: LIBERTY SAVINGS BANK FSB, AMOUNT DUE: \$19172. CASE #3278504. 12/28/2012

**BORROWER:** DIANE M MUNIZ, 106 E EMMA ST, LAFAYETTE. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$132044. CASE #3279010. 12/31/2012

**BORROWER:** JOHN B & MONICA L HALL, 3573 LARKSPUR DR, LONGMONT. LENDER: BANK AMERICA, AMOUNT DUE: \$194699. CASE #3279011. 12/31/2012

**BORROWER:** RAYMOND C & CHRISTINE B MAYER, 5860 BOULDER HILLS DR, LONGMONT. LENDER: WEST COAST REALTY SERVICES INC, AMOUNT DUE: \$79340. CASE #3279625. 1/3/2013

**BORROWER:** WADE C & SUSAN P BRANTLEY, 2330 KALMIA AVE, BOULDER. LENDER: BANK NEW YORK MELLON TRUSTEE, AMOUNT DUE: \$477522. CASE #3279626. 1/3/2013

**BORROWER:** MARSHALL ALLEN HAYES, 752 MEMORY LN, LONGMONT. LENDER: GMAC MTG LLC, AMOUNT DUE: \$271091. CASE #3279627. 1/3/2013

**BORROWER:** DIANE M NEWLIN, 915 REYNOLDS FARM LN # CAC, LONGMONT. LENDER: BANK AMERICA, AMOUNT DUE: \$187796. CASE #3279628. 1/3/2013

Broomfield County

**BORROWER:** DIANA MILAN, 885 W 7TH AVENUE DR, BROOMFIELD. LENDER: BANK AMERICA, AMOUNT DUE: \$271005. CASE #300. 1/4/2013

**BORROWER:** JOHN BORKOWSKI, 3318 W 11TH AVENUE PL, BROOMFIELD. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$235180. CASE #325. 1/7/2013

**BORROWER:** WAYNE E & MARY ANN SOLBRIG, 1201 CLUBHOUSE DR, BROOMFIELD. LENDER: BANK NEW YORK MELLON TRUST CO, AMOUNT DUE: \$305236. CASE #354. 1/7/2013

**BORROWER:** MICHAEL E & ANGELIA L KIMBROUGH, 1684 EMERALD ST, BROOMFIELD. LENDER: PHH MORTGAGE CORP, AMOUNT DUE: \$223158. CASE #16922. 12/27/2012

**BORROWER:** CHARLES D MIELKE, 101 E 11TH PL, BROOMFIELD. LENDER: BANK AMERICA, AMOUNT DUE: \$176836. CASE #17061. 12/31/2012

**BORROWER:** PATRICIA JOANN FOLLETT, 1225 W 6TH AVE, BROOMFIELD. LENDER: CREDIT UNION ROCKIES, AMOUNT DUE: \$176726. CASE #17064. 12/31/2012

JUDGMENTS

Boulder County

**DEBTOR: GETCH INC**, CREDITOR: MICHAEL CORSON. AMOUNT: \$30822.99. CASE #D-11CV1003. DATE: 12/28/2012

**DEBTOR: MDI CONSTR INC**, CREDITOR: DESIGN MECHANICAL INC. AMOUNT: \$14000.0. CASE #D-2008CV2488. DATE: 1/3/2013 JDG

**DEBTOR: BRADLEY N STICKLER**, CREDITOR: PREMIER MEMBERS FED CREDIT UNI. AMOUNT: \$6415.29. CASE #C-12C-001757. DATE: 12/19/2012

**DEBTOR: REHAB MEDIA INC**, CREDITOR: KEYBANK. AMOUNT: \$230232.27. CASE #D-12CV-002865. DATE: 12/20/2012

**DEBTOR: JOHN NAGEL CONSTR LLC**, CREDITOR: WORLD BUSINESS LENERS LLC. AMOUNT: \$20778.5. CASE #D-12CV-004450. DATE: 12/20/2012

**DEBTOR: ALLEN PARTNERS BOULDER LLC**, CREDITOR: 1919 STREET LLC. AMOUNT: \$5620.69. CASE #C-12C-004595. DATE: 12/20/2012

**DEBTOR: JANE LORING AKIN**, CREDITOR: CREEKSIDE IN ERIE TOWNHOMES HO. AMOUNT: \$2228.19. CASE #C-12C-002007. DATE: 12/21/2012

**DEBTOR: HOLLAND L WHITE**, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$2441.85. CASE #C-12C-030160. DATE: 12/21/2012

**DEBTOR: SOLSOURCE LLC**, CRED-

ITOR: SUNWIZE TECHNOLOGIES. AMOUNT: \$9221.6. CASE #C-12C-003484. DATE: 12/26/2012

**DEBTOR: JESSYCA RIETVELD**, CREDITOR: WELLS FARGO BK. AMOUNT: \$11669.97. CASE #C-12C-030023. DATE: 12/26/2012

**DEBTOR: EARLINE SLAUGHTER**, CREDITOR: RICHARD G & PEGGY A MCCLINTOCK. AMOUNT: \$814837.25. CASE #D-12CV-004736. DATE: 12/26/2012

**DEBTOR: EARLINE SLAUGHTER**, CREDITOR: PRISCILLA MCCLINTOCK. AMOUNT: \$285511.66. CASE #D-12CV-004736. DATE: 12/26/2012

**DEBTOR: JOE I & JOYCE J SERHAN**, CREDITOR: CLIFF DOUGLAS. AMOUNT: \$46535.26. CASE #D-12CV-000811. DATE: 12/26/2012

**DEBTOR: UNSEEN BEAN INC**, CREDITOR: LOT 3 PROPERTY LLC. AMOUNT: \$15000.0. CASE #C-12C-030000. DATE: 12/27/2012

**DEBTOR: JULIAN CID**, CREDITOR: DISCOVER BK. AMOUNT: \$5857.24. CASE #C-12C-003522. DATE: 12/28/2012

**DEBTOR: DEBBIE N BROWN**, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$8818.81. CASE #C-12C-003521. DATE: 12/28/2012

**DEBTOR: SILVERIO R NUANEZ**, CREDITOR: DISCOVER BK. AMOUNT: \$6683.53. CASE #C-12C-004665. DATE: 12/28/2012

**DEBTOR: RM PARKER TECH CENTER INC**, CREDITOR: WESTERN ST FIRE PROTECTION CO. AMOUNT: \$37632.05. CASE #D-12CV-003019. DATE: 12/28/2012

**DEBTOR: THUAN HOANG**, CREDITOR: PRECISION RECOVERY ANALYTICS I. AMOUNT: \$3834.27. CASE #C-12C-030188. DATE: 12/28/2012

**DEBTOR: KELLY G ALLEN**, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$7871.68. CASE #C-12C-030437. DATE: 12/28/2012

**DEBTOR: CYAN MAHONY**, CREDITOR: CAVLRY PORTFOLIO SERVICES LLC. AMOUNT: \$4231.1. CASE #C-12C-003447. DATE: 12/28/2012

**DEBTOR: JENNIFER A OEHLER**, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$4141.75. CASE #C-12C-030443. DATE: 12/28/2012

**DEBTOR: JENNIFER M STANLEY**, CREDITOR: MARSHALL RECOVERY II LLC. AMOUNT: \$965.57. CASE #C-12C-030050. DATE: 1/2/2013

**DEBTOR: MICHAEL J & LEONORA URBANA**, CREDITOR: COMMUNITY BK COLO. AMOUNT: \$213994.45. CASE #D-12CV-005171. DATE: 1/3/2013

**DEBTOR: JEFFREY J OLIVAS**, CREDITOR: PREMIER MEMBERS FED CU. AMOUNT: \$22641.45. CASE #D-12CV-001219. DATE: 1/3/2013

**DEBTOR: DIANE M MCKINNEY**, CREDITOR: PREMIER MEMBERS FED CREDIT UNI. AMOUNT: \$14391.74. CASE #C-12C-001698. DATE: 1/4/2013

Broomfield County

**DEBTOR: MICHAEL J & LEONORA URBANA**, CREDITOR: COMMUNITY BK COLO. AMOUNT: \$213994.45. CASE #D-12CV-005171. DATE: 1/3/2013

**DEBTOR: CIBUS FRANCHISING LLC**, CREDITOR: GRAPHIC PRODUCTIONS INC. AMOUNT: \$62247.94. CASE #D-12CV-000202. DATE: 1/3/2013

**DEBTOR: MARK OESTEREICH**, CREDITOR: GREENWAY PARK HOMEOWNERS ASSOC. AMOUNT: \$1970.96. CASE #C-12C-030064. DATE: 1/7/2013

**DEBTOR: WILLIAM T CARTER**, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$1831.42. CASE #C-12C-000929. DATE: 1/7/2013

**DEBTOR: MATTHEW HURLEY**, CREDITOR: ROCKY MOUNT EXCAVATING INC. AMOUNT: \$108936.82. CASE #D-12C-000112. DATE: 1/7/2013

**DEBTOR: PAUL DAVIS RESTORATION DENVER**, CREDITOR: DENVER DUSTLESS INC. AMOUNT:

\$16354.6. CASE #C-2012C60953. DATE: 1/8/2013

**DEBTOR: JOE I & JOYCE J SERHAN**, CREDITOR: CLIFF DOUGLAS. AMOUNT: \$46535.26. CASE #D-12CV-000811. DATE: 12/26/2012

**DEBTOR: ALIGNMENT MASTERS LTD**, CREDITOR: ADVANCEME INC. AMOUNT: \$28766.77. CASE #D-12CV-001213. DATE: 12/26/2012

**DEBTOR: EARLINE SLAUGHTER**, CREDITOR: RICHARD G & PEGGY A MCCLINTOCK. AMOUNT: \$814837.25. CASE #D-12CV-004736. DATE: 12/26/2012

**DEBTOR: EARLINE SLAUGHTER**, CREDITOR: PRISCILLA MCCLINTOCK. AMOUNT: \$285511.66. CASE #D-12CV-004736. DATE: 12/26/2012

**DEBTOR: RM PARKER TECH CENTER INC**, CREDITOR: WESTERN ST FIRE PROTECTION CO. AMOUNT: \$37632.05. CASE #D-12CV-003019. DATE: 12/28/2012

**DEBTOR: REBECCA SCOTT**, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$8302.21. CASE #C-12C-001445. DATE: 12/28/2012

**DEBTOR: KD SOASH**, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$14568.07. CASE #C-12C-001384. DATE: 12/28/2012

RELEASE OF JUDGMENT

Boulder County

**DEBTOR: JOHN A WHITCOMB**, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$0.0. CASE #C-09C4031. DATE: 12/19/2012

**DEBTOR: PETER W SCHLESIONA**, CREDITOR: CHARLENE VON-SCHLESIEN. AMOUNT: \$0.0. CASE #D-07DR768. DATE: 12/24/2012

**DEBTOR: WALT SINCLAIR**, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$0.0. CASE #. DATE: 12/26/2012

**DEBTOR: JAMES LOVE**, CREDITOR: USA. AMOUNT: \$0.0. CASE #D-09CR-000526. DATE: 1/4/2013

**DEBTOR: KELLY M DONES**, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$402.0. CASE #C-05C-002390. DATE: 12/21/2012

**DEBTOR: HOWARD S DIAMOND**, CREDITOR: CENTRAL CREDIT CORP. AMOUNT: \$459.77. CASE #C-07C-004784. DATE: 12/24/2012

Broomfield County

**DEBTOR: NICHOLE MURDOCK**, CREDITOR: MIDLAND CREDIT MANAGEMENT INC. AMOUNT: \$0.0. CASE #REPOST DATE 1/7/2013. DATE: 12/28/2012

**DEBTOR: PAUL D & GAIL LOVELAND**, CREDITOR: COLO ST REVENUE. AMOUNT: \$214.03. CASE #D-802012CV800533. DATE: 1/8/2013

**DEBTOR: SUMMIT PROPERTY MTG LLC**, CREDITOR: LYNX LOAN FUND LLP. AMOUNT: \$0.0. CASE #C-08C33180. DATE: 12/31/2012

**DEBTOR: JOEL P JAMES**, CREDITOR: TOM MCCOLSKY. AMOUNT: \$7575.0. CASE #C-09S-000011. DATE: 12/31/2012

STATE TAX LIENS

Boulder County

**8 ISLAND LLC**, \$247.01, CASE #3279820, 1/3/2013.

**BOSTON WOOD PRIVATE INVESTIGAT**, \$2306.65, CASE #3279344, 1/2/2013.

**EUGENE JRBROWN**, \$47970.84, CASE #3279821, 1/3/2013.

**CARIBOU PROPERTIES LTD**, \$170.5, CASE #3277170, 12/21/2012.

**COLO HEALTH PROFESSIONALS PC**, \$2767.53, CASE #3277699, 12/26/2012.

**MUSE INC**, \$798.22, CASE #3278753, 12/28/2012.

**POPLAR ENTERPRISES INC**, \$5026.63, CASE #3277169, 12/21/2012.

**THOMAS SCOTTRICHARDS**, \$116.29, CASE #3278752, 12/28/2012.

**TERI LLC**, \$991.87, CASE #3277706,

12/26/2012.

**ZEE DEE SERVICES**, \$990.43, CASE #3279739, 1/3/2013.

**Broomfield County OAK TREE HARDWOOD FLOORS INC**, \$1252.27, CASE #372, 1/8/2013.

RELEASE OF STATE TAX LIENS

Boulder County

**2 GUYS 2 GIRLS PIZZA PLACE**, \$2356.29, CASE #3277704, 12/26/2012.

**ACQUIRE MEDIA SOLUTIONS**, \$0.0, CASE #3278759, 12/28/2012.

**ACQUIRE MEDIA SOLUTIONS**, \$0.0, CASE #3278760, 12/28/2012.

**ARBROATH CAPITAL LTD**, \$724.08, CASE #3276716, 12/20/2012.

**ASSOC BLDRS CONTRACTORS**, \$0.0, CASE #3278756, 12/28/2012.

**ASSOC BLDRS CONTRACTORS**, \$0.0, CASE #3278755, 12/28/2012.

**BETHESDA HOME RESPIRATORY SERV**, \$1760.19, CASE #3277705, 12/26/2012.

**BOULDER LAND DESIGN INC**, \$0.0, CASE #3276386, 12/19/2012.



FOR THE RECORD

\$0.0, CASE #3279938, 1/3/2013.

**MATRIX DISPLAY SYSTEMS INC.** \$8810.52, CASE #3276828, 12/20/2012.

**MATRIX DISPLAY SYSTEMS INC.** \$1576.96, CASE #3276825, 12/20/2012.

**MATRIX DISPLAY SYSTEMS INC.** \$1092.22, CASE #3276826, 12/20/2012.

**MATRIX DISPLAY SYSTEMS INC.** \$5494.94, CASE #3276827, 12/20/2012.

**NIJAR LLC,** \$0.0, CASE #3276387, 12/19/2012.

**PEAK WHEELCHAIRS LLC,** \$0.0, CASE #3278764, 12/28/2012.

**PERCEPT TECHNOLOGY LABS LLC,** \$6171.42, CASE #3277702, 12/26/2012.

**PG2 INC.** \$0.0, CASE #3278763, 12/28/2012.

**PROPERTYINFO CORP,** \$2735.69, CASE #3277172, 12/21/2012.

**PROPERTYINFO CORP,** \$3173.35, CASE #3277173, 12/21/2012.

**RS ENTERPRISES LLC,** \$0.0, CASE #3276392, 12/19/2012.

**SIMONICH CORP,** \$943.73, CASE #3279823, 1/3/2013.

**STUDIO ONE DENTAL DLLC,** \$0.0, CASE #3276388, 12/19/2012.

**SWIFTRANK LLC,** \$1745.72, CASE #3280367, 1/4/2013.

**TURNER FINISHES INC,** \$0.0, CASE #3276389, 12/19/2012.

**TURNER FINISHES INC,** \$0.0, CASE #3276390, 12/19/2012.

**UP IN SMOKE PROPERTIES,** \$617.31, CASE #3276664, 12/20/2012.

**VALLEY EXCAVATING INC,** \$0.0, CASE #3278758, 12/28/2012.

**VALLEY EXCAVATING INC,** \$0.0, CASE #3278757, 12/28/2012.

**WIDEORBIT INC,** \$0.0, CASE #3276382, 12/19/2012.

**JANICEWILLIAMS,** \$114.95, CASE #3279822, 1/3/2013.

**Broomfield County ATKINSON POWER LLC,** \$664.06, CASE #16803, 12/26/2012.

**BROOMFIELD SKILLED NURSING REH,** \$26065.9, CASE #370, 1/8/2013.

**GAIAM SHARED SERVICES INC,** \$119.93, CASE #412, 1/8/2013.

**GRANT TECHNICAL SERVICES INC,** \$346.23, CASE #128, 1/3/2013.

**HEAT EXCHANGE SYSTEMS LTD,** \$2806.42, CASE #420, 1/8/2013.

**INCENTRA LLC,** \$3719.22, CASE #16804, 12/26/2012.

WARRANTY DEEDS

**Broomfield County**  
**Seller:** CLAYTON D & CRYSTAL R RUDIGER  
**Buyer, Buyer's Address:** CHRISTOPHER J & JOLENE N KIYAN, 16651 TURRET WAY  
**Address:** 16651 TURRET WAY, BROOMFIELD  
**Price:** \$515800  
**Date Closed:** 12/25/2012

**Seller:** PULTE HOME CORP  
**Buyer, Buyer's Address:** RUDOLPH J SUMPTER, 4542 HOPE CIR  
**Address:** 4542 HOPE CIR, BROOMFIELD  
**Price:** \$440600  
**Date Closed:** 12/25/2012

**Seller:** PULTE HOME CORP  
**Buyer, Buyer's Address:** GILDA E BISHOP, 4584 HOPE CIR  
**Address:** 4584 HOPE CIR, BROOMFIELD  
**Price:** \$335400  
**Date Closed:** 12/25/2012

**Seller:** PULTE HOME CORP  
**Buyer, Buyer's Address:** DREW A & CAROL T BODIE, 4592 HOPE CIR  
**Address:** 4592 HOPE CIR, BROOMFIELD  
**Price:** \$319200  
**Date Closed:** 12/25/2012

**Seller:** BALDWIN SURVIVOR TRUST  
**Buyer, Buyer's Address:** BALDWIN FAMILY TRUST, 3100 W 133RD AVE  
**Address:** 3100 W 133RD AVE, BROOMFIELD  
**Price:** \$  
**Date Closed:** 12/25/2012

**Seller:** BRUCE G & KARIN L MILLER  
**Buyer, Buyer's Address:** THOMAS J & MCKEOUGH CARLIN DUCKETT, 15020 LANTANA DR  
**Address:** 15020 LANTANA DR, BROOMFIELD  
**Price:** \$692000  
**Date Closed:** 12/25/2012

**Seller:** PULTE HOME CORP  
**Buyer, Buyer's Address:** NATALIE J ZANDONELLA, 4596 HOPE CIR  
**Address:** 4596 HOPE CIR, BROOMFIELD  
**Price:** \$365500  
**Date Closed:** 12/25/2012

**Seller:** EDWARD J & ROBYNN P BALDUF  
**Buyer, Buyer's Address:** 1060 KOHL LLC, 4363 APPLE WAY  
**Address:** 1060 KOHL ST, BROOMFIELD  
**Price:** \$  
**Date Closed:** 12/25/2012

**Seller:** RANDALL L & BROOKE BROGLE  
**Buyer, Buyer's Address:** CAROLYN M GERKEN, 4571 MAROON CIR  
**Address:** 4571 MAROON CIR, BROOMFIELD  
**Price:** \$450000  
**Date Closed:** 12/25/2012

**Seller:** ARISTA INVESTORS COLORADO LLC  
**Buyer, Buyer's Address:** SHERYL A HAIN, 11349 COLONY CIR  
**Address:** 11349 COLONY CIR, BROOMFIELD  
**Price:** \$223000  
**Date Closed:** 12/25/2012

**Seller:** STEPHEN P & DEBORAH S HERTHEL  
**Buyer, Buyer's Address:** TODD & KRISTEN STANTON, 14928 NIGHT-HAWK LN  
**Address:** 14928 NIGHTHAWK LN, BROOMFIELD  
**Price:** \$560000  
**Date Closed:** 12/25/2012

**Seller:** STEPHEN W & CAROLYN T HENNINGER  
**Buyer, Buyer's Address:** JUSTIN L & JAMES D HOOD, 3220 BOULDER CIR UNIT 202  
**Address:** 3220 BOULDER CIR UNIT 202, BROOMFIELD  
**Price:** \$149900  
**Date Closed:** 12/26/2012

**Seller:** HOMER INVESTMENTS LLC

**Buyer, Buyer's Address:** DESISLAVA YOSIFOVA, 4326 CAMBRIDGE AVE  
**Address:** 4326 CAMBRIDGE AVE, BROOMFIELD  
**Price:** \$220000  
**Date Closed:** 12/26/2012

**Seller:** DEBRA ANN MARR  
**Buyer, Buyer's Address:** JOSEPH E & HILARY K LEHMAN, 3965 PRIM-ROSE CT  
**Address:** 3965 PRIMROSE CT, BROOMFIELD  
**Price:** \$200000  
**Date Closed:** 12/26/2012

**Seller:** JAMES PARTNERSHIP LLP  
**Buyer, Buyer's Address:** RNR MANAGEMENT LLC, 9718 W 97TH PL  
**Address:** 60 GARDEN CTR, BROOMFIELD  
**Price:** \$420000  
**Date Closed:** 12/26/2012

**Seller:** JEFFREY J ABEL  
**Buyer, Buyer's Address:** DOUG T BROWN, 452 HICKORY ST  
**Address:** 452 HICKORY ST, BROOMFIELD  
**Price:** \$202000  
**Date Closed:** 12/27/2012

**Seller:** BRYANT K & TURINA D WAT-TIER  
**Buyer, Buyer's Address:** COLE & BRENDA SHAFFER, 14800 CLAY ST  
**Address:** 14800 CLAY ST, BROOMFIELD  
**Price:** \$353000  
**Date Closed:** 12/27/2012

**Seller:** DEBORAH & JOHN PAUL DION  
**Buyer, Buyer's Address:** SARAH MARIE & CHASE C TWOGOOD, 10340 MOORE ST  
**Address:** 12563 NEWTON WAY, BROOMFIELD  
**Price:** \$239900  
**Date Closed:** 12/27/2012

**Seller:** ALAN G HILL  
**Buyer, Buyer's Address:** MICHAEL E FALAGRADY, 2550 WINDING RIVER DR UNIT F4  
**Address:** 2550 WINDING RIVER DR UNIT F4, BROOMFIELD  
**Price:** \$256500  
**Date Closed:** 12/27/2012

**Seller:** WILLIAM H & SHEILA E PORTER  
**Buyer, Buyer's Address:** KATHLEEN V MCKNIGHT, 13456 VIA VARRA UNIT 123  
**Address:** 13456 VIA VARRA UNIT 123, BROOMFIELD  
**Price:** \$197500  
**Date Closed:** 12/27/2012

**Seller:** ARISTA INVESTORS COLORADO I L  
**Buyer, Buyer's Address:** PATRICIA W & JILLIAN W PENDLETON, 11204 COLONY CIR  
**Address:** 11204 COLONY CIR, BROOMFIELD  
**Price:** \$225000  
**Date Closed:** 12/27/2012

**Seller:** PULTE HOME CORP  
**Buyer, Buyer's Address:** JOANNE H CURRY, 4814 FLASH CT  
**Address:** 4814 FLASH CT, BROOMFIELD  
**Price:** \$429300  
**Date Closed:** 12/30/2012

**Seller:** REHABILITATION PROPERTIES LLC  
**Buyer, Buyer's Address:** KATHLEEN B SPIERS, 4550 NELSON DR  
**Address:** 4550 NELSON DR, BROOMFIELD  
**Price:** \$315500  
**Date Closed:** 12/30/2012

**Seller:** PULTE HOME CORP  
**Buyer, Buyer's Address:** WALTER P & BARBARA M SPADER, 4824 FLASH CT  
**Address:** 4824 FLASH CT, BROOMFIELD  
**Price:** \$424300  
**Date Closed:** 12/30/2012

**Seller:** HUD  
**Buyer, Buyer's Address:** JAMES & MARY DIANNE APTT, 13007 KING CIR  
**Address:** 13007 KING CIR, BROOMFIELD  
**Price:** \$  
**Date Closed:** 12/30/2012

**Seller:** DAVID LUND  
**Buyer, Buyer's Address:** THEODORE A FRITZ, 7 SCOTT DR N  
**Address:** 7 SCOTT DR N, BROOMFIELD  
**Price:** \$210000  
**Date Closed:** 12/30/2012

**Seller:** HUD  
**Buyer, Buyer's Address:** SARA & ERIC SANDUSKY, 12720 WOLFF ST  
**Address:** 12720 WOLFF ST, BROOMFIELD  
**Price:** \$  
**Date Closed:** 12/30/2012

**Seller:** OLSON INVESTMENTS  
**Buyer, Buyer's Address:** COLORADO STATE OF, 4201 E ARKANSAS AVE  
**Address:** 11920 UPHAM ST, BROOMFIELD  
**Price:** \$  
**Date Closed:** 12/30/2012

**Seller:** PEERLESS TYRE CO  
**Buyer, Buyer's Address:** COLORADO STATE OF, 4201 E ARKANSAS AVE  
**Address:** 11985 TELLER ST, BROOMFIELD  
**Price:** \$  
**Date Closed:** 12/30/2012

**Seller:** JOEL P JAMES  
**Buyer, Buyer's Address:** COLORADO STATE OF, 4201 E ARKANSAS AVE  
**Address:** MULT PROP,  
**Price:** \$  
**Date Closed:** 12/30/2012

**Seller:** ADAM DOUGLAS CENTER  
**Buyer, Buyer's Address:** DARBY WISOLT, 1 PINON PL  
**Address:** 1 PINON PL, BROOMFIELD  
**Price:** \$178500  
**Date Closed:** 12/30/2012

**Seller:** THEODORE A FRITZ  
**Buyer, Buyer's Address:** ANTONIO & JESSICA HUERTA, 13601 STUART ST  
**Address:** 13601 STUART ST, BROOMFIELD  
**Price:** \$165000  
**Date Closed:** 12/30/2012

**Seller:** PULTE HOME CORP  
**Buyer, Buyer's Address:** SUZANNE V RESSA, 4581 HOPE CIR  
**Address:** 4581 HOPE CIR, BROOMFIELD  
**Price:** \$574900  
**Date Closed:** 1/1/2013

**Seller:** PULTE HOME CORP  
**Buyer, Buyer's Address:** DAVID G & MARTHA C RUFF, 4605 HOPE CIR  
**Address:** 4605 HOPE CIR, BROOMFIELD  
**Price:** \$594200  
**Date Closed:** 1/1/2013

**Seller:** BROOMFIELD CARAPACE LLC  
**Buyer, Buyer's Address:** JOEL & SARAH WALDEN, 13256 MISTY ST  
**Address:** 13256 MISTY ST, BROOMFIELD  
**Price:** \$330000  
**Date Closed:** 1/1/2013

**Seller:** STEVE N & REBECCA BENDA  
**Buyer, Buyer's Address:** PETER E OWENS, 3715 W 127TH AVE  
**Address:** 3715 W 127TH AVE, BROOMFIELD  
**Price:** \$225000  
**Date Closed:** 1/2/2013

**Seller:** PAMELA J LOMELINO  
**Buyer, Buyer's Address:** KUDA S K AMARATUNGA, 1116 OPAL ST UNIT 201  
**Address:** 1116 OPAL ST UNIT 201, BROOMFIELD  
**Price:** \$160000  
**Date Closed:** 1/2/2013

**Seller:** STEVEN & ELAINE D VUE  
**Buyer, Buyer's Address:** PEDRO F LIMA, 2862 RIDGE DR  
**Address:** 2862 RIDGE DR, BROOMFIELD  
**Price:** \$237000  
**Date Closed:** 1/2/2013

**Seller:** STANDARD PACIFIC COLORADO INC  
**Buyer, Buyer's Address:** RICHARD J & JEAN I NICKOLOFF, 4723 RAVEN RUN  
**Address:** 4723 RAVEN RUN, BROOMFIELD  
**Price:** \$312400  
**Date Closed:** 1/2/2013

**Seller:** LOIS K JONES  
**Buyer, Buyer's Address:** RAY E & GAYLA SESSIONS, 4974 BIERSTADT LOOP  
**Address:** 4974 BIERSTADT LOOP, BROOMFIELD  
**Price:** \$464900  
**Date Closed:** 1/2/2013

**Seller:** STANDARD PACIFIC COLORADO INC  
**Buyer, Buyer's Address:** ELIZABETH BECKMAN, 4722 RAVEN RUN  
**Address:** 4722 RAVEN RUN, BROOMFIELD  
**Price:** \$348200  
**Date Closed:** 1/2/2013

**Seller:** MEYER LIVING TRUST  
**Buyer, Buyer's Address:** CECILE C & JOHN A FEARNSIDE, 1715 PEREGRINE CT  
**Address:** 1715 PEREGRINE CT, BROOMFIELD  
**Price:** \$335000  
**Date Closed:** 1/2/2013

**Seller:** WILLIAM BRANDON WINKLER  
**Buyer, Buyer's Address:** ANTHONY E & MARKETA DISTASI, 3132 N PRINCESS CIR  
**Address:** 3132 N PRINCESS CIR, BROOMFIELD  
**Price:** \$213800  
**Date Closed:** 1/2/2013

**Seller:** BOULDER COUNTY HOUSING AUTHORI  
**Buyer, Buyer's Address:** PATRICK M MCCARTHY, 3232 CIMARRON PL  
**Address:** MULT PROP,  
**Price:** \$406000  
**Date Closed:** 1/3/2013

**Seller:** STANDARD PACIFIC COLORADO INC  
**Buyer, Buyer's Address:** CARLA M GARCIA, 4727 RAVEN RUN  
**Address:** 4727 RAVEN RUN, BROOMFIELD  
**Price:** \$289000  
**Date Closed:** 1/3/2013

**Seller:** BOULDER COUNTY HOUSING AUTHORI  
**Buyer, Buyer's Address:** PATRICK M MCCARTHY, 3232 CIMARRON PL  
**Address:** MULT PROP,  
**Price:** \$198000  
**Date Closed:** 1/6/2013

**Seller:** KRISTEN L & TODD S STANTON  
**Buyer, Buyer's Address:** KEVIN & GINA TAKESHITA, 13366 MISTY ST  
**Address:** 13366 MISTY ST, BROOMFIELD  
**Price:** \$296900  
**Date Closed:** 1/6/2013

**Seller:** LINDA SPRAGUE BYRD REVOCABLE L  
**Buyer, Buyer's Address:** LINDA SPRAGUE BYRD, 4436 FIREWEED TRL  
**Address:** 4436 FIREWEED TRL, BROOMFIELD  
**Price:** \$  
**Date Closed:** 1/6/2013

**Seller:** HEUER FAMILY LIVING TRUST  
**Buyer, Buyer's Address:** HEUER FAMILY TRUST, 8545 CARMEL VALLEY RD # 6 B  
**Address:** 230 GARNET ST, BROOMFIELD  
**Price:** \$  
**Date Closed:** 1/6/2013

**Seller:** HEUER FAMILY LIVING TRUST  
**Buyer, Buyer's Address:** HEUER FAMILY TRUST B, 8545 CARMEL VALLEY RD # 6 B  
**Address:** 1470 ABILENE DR, BROOMFIELD  
**Price:** \$  
**Date Closed:** 1/6/2013

**Seller:** HEUER FAMILY TRUST B  
**Buyer, Buyer's Address:** HOLLY ANN VANDORE, 607 W HICKORY CT  
**Address:** 1470 ABILENE DR, BROOMFIELD  
**Price:** \$  
**Date Closed:** 1/6/2013

**Seller:** CHARLES R PANNILL  
**Buyer, Buyer's Address:** NANCY HILL, 13787 STONE CIR # 102  
**Address:** 13787 STONE CIR # 102, BROOMFIELD  
**Price:** \$  
**Date Closed:** 1/6/2013

**Seller:** PARKWAY CIRCLE BROOMFIELD LLC  
**Buyer, Buyer's Address:** MARSHALL W JR DAVERT, 13590 VIA VARRA  
**Address:** 13590 VIA VARRA, BROOMFIELD  
**Price:** \$253500  
**Date Closed:** 1/6/2013

**Seller:** RIVERA FAMILY TRUST  
**Buyer, Buyer's Address:** DAVID FULCHER, 13160 GROVE WAY  
**Address:** 13160 GROVE WAY, BROOMFIELD  
**Price:** \$209000  
**Date Closed:** 1/7/2013

**Seller:** STILLWELL INVESTMENTS LLC  
**Buyer, Buyer's Address:** AERODRY SYSTEMS LLC, 13160 PO BOX 907  
**Address:** MULT PROP,  
**Price:** \$525000  
**Date Closed:** 1/7/2013

**Seller:** IRON KEY COUNTRY ESTATES LLC  
**Buyer, Buyer's Address:** WILLIAM R FLOYD, 222 OAK CREEK DR  
**Address:** 532 RIFLE WAY, BROOMFIELD  
**Price:** \$396800  
**Date Closed:** 1/7/2013

**Seller:** GARRETT SPENCER  
**Buyer, Buyer's Address:** CYNTHIA A GREGORY, 3813 SHEFIELD DR  
**Address:** 3813 SHEFIELD DR, BROOMFIELD  
**Price:** \$165000  
**Date Closed:** 1/7/2013

NONPROFIT NETWORK

BRIEFS

The **Oceanic Preservation Society**, the Boulder-based nonprofit behind an Oscar-winning documentary, is teaming with the manufacturers of **Polar Bottle** in a fundraising campaign. Polar Bottle is selling a new line of insulated custom water bottles for OPS, which creates films, photography and media to inspire people to save the oceans.

Longmont-based **First Nations Development Institute** is requesting proposals for projects that focus on youth while incorporating culture and tradition to address social issues such as drug and alcohol abuse, teen pregnancy and

mental health. First Nations expects to award about 20 grants, but only will review proposals submitted by tribal programs or native nonprofits in or near Indian country, and which are received by March 1. For more information, contact Marsha Whiting at 303-774-7836 extension 22 or mwhiting@firstnations.org.

FUNDRAISERS

Blooming in Boulder County, an event-planning organization, will present its **Blooming Hearts** fundraiser from 6:30 to 9:30 p.m., Saturday, Feb. 9, at Great Frame Up, 430 Main St., Longmont. The fundraiser will benefit Boulder County AIDS Project, Longmont Humane So-

ciety and Via. Live music, dancing, finger foods and professional entertainers. Cost is \$45 and includes a \$15 contribution to the hosted nonprofits and two drink tokens. Tickets available online at www.Brownpapertickets.com/event/307955 or by contacting Barbara Douglass, 303-588-5157, bloomingbarbara@gmail.com.

GOOD DEEDS

**Forma Furniture** in Boulder donated \$1,400 to the Boulder Community Hospital Foundation to benefit breast-cancer patients as the result of a fund drive. From Nov. 28 through Jan. 14, the store offered customers a discount of \$200

off the purchase of any Ekornes Stressless brand recliners if they donated \$50 or more to the foundation.

GRANTS

National outdoor gear and apparel retailer **REI (Recreational Equipment Inc.)** awarded a \$100,000 grant to the Boulder-based **Bikes Belong Foundation** to expand its Green Lane Project. Green lanes are dedicated, inviting spaces for people on bicycles, protected from cars and separated from sidewalks. The award will be used to fund Green Lane Project grants in Austin, Texas; Chicago; Memphis; Portland; San Francisco; and Washington.



BUSINESS DIGEST

OPENINGS

Seattle-based **Homewell Senior Care Inc.** opened at 2432 Main St., Longmont, offering live-in and hourly personal care, companionship and homemaker services for seniors wishing to remain at home. The franchise is Homewell's first in Colorado; it also has offices in Alaska, Arizona, California, Florida, Georgia, Missouri, New Jersey, Ohio, Ontario, Oregon, Pennsylvania, Virginia and Washington.

**Taco John's** restaurant has reopened at 933 Main St. in Longmont after being closed since 2008. Cheyenne, Wyoming-based Taco John's International Inc. has more than 400 stores in 25 states.

MOVES

**Sensorielle Organic Wellness Spa** is moving from downtown Boulder to 1369 Forest Park Circle, Suite 104, Forest Park Village, Lafayette. The new location features four treatment rooms including two larger rooms with fireplaces. The spa plans to add couples massages in the same room as well as healing and informational workshops for the general public, couples and therapists. The first such event will be a Reiki workshop on Sunday, Feb. 17, led by the spa's owner, Jewl Petteway, a licensed massage therapist and Usui/Karuna Reiki master. The spa will have a soft opening on Sunday, Feb. 10, and a grand opening in March.

The city of Boulder's **Division of Housing**, including the city's homeownership program, has moved to 1300 Canyon Blvd in Boulder. The office is open from 8 a.m. to 5 p.m., Monday through Friday. The office entry door is located on the northeast corner of the building, facing Canyon. Staff phone numbers and email addresses have not changed.

NAME CHANGES

The Colorado Renewable Energy Collaboratory has changed its name to the **Colorado Energy Research Collaboratory** and expanded its mission to include a newly created Carbon Management Center. The group was formed in 2007 and has focused its research on biofu-

els and biorefining and solar and wind energy. Group members include the National Renewable Energy Laboratory, the University of Colorado-Boulder, Colorado State University and Colorado School of Mines.

BRIEFS

The **city of Longmont's** sales- and use-tax collections increased 4.7 percent in December, compared with the same period a year ago, according to the city's finance department. Longmont collected \$3,929,726 in December, compared with \$3,752,306 in December 2011. The collection in December represents sales made in November. The sales-tax component of collections increased by 2.4 percent from the same month the year before, and the use-tax component increased by 15 percent. Total sales- and use-tax collections for the year to date increased 4 percent compared with the same period in 2011, according to the report.

The **city of Boulder's** sales- and use-tax collections increased 4.6 percent in December, compared with the same period a year ago, according to the city's finance department. Boulder collected \$7,229,887 in December, compared with \$6,911,348 in December 2011, according to the report. The collection in December represents sales made in November. In Boulder, retail sales-tax collections were down 2.4 percent in December, compared with the same month last year.

Boulder-based **Newton Running Co. Inc.** has signed a three-year sponsorship with **Ironman**, the brand name of the triathlon-competition event company based in Tampa, Florida. Financial terms of the deal were not disclosed. Newton makes running shoes that may help runners change how their foot strikes the ground when they run. Newton's first Ironman event sponsorship will be the 2013 Accenture Ironman 70.3 California on March 30 in Oceanside, California.

The Boulder area was among the metropolitan areas with the best economic performance

over the past year, according to a survey of economic growth released Jan. 17 by the Santa Monica, California-based **Milken Institute**. Boulder County ranked 15 on its annual Best-Performing Cities index. The measure factors in job and salary growth over the past year and five years and the success of an area's technology sector. Boulder and the rest of Boulder County jumped up from 59th in last year's survey, mostly because of the growth of area high-tech industries, which are weighed heavily in the measure. The Fort Collins-Loveland area did better than Boulder, placing 12th, which was down from third last year. The Denver-Aurora-Broomfield area ranked 30th, up from 44th in 2011. San Jose, California and the rest of Silicon Valley topped the list.

The unemployment rate in Boulder and Broomfield counties dropped in December, and Boulder County continues to have the lowest unemployment rate of Colorado's large counties, according to the **Colorado Department of Labor and Employment**. The rate in Boulder County dropped two-tenths of one percentage point in December to 5.5 percent as the county added 1,340 new jobs. In Broomfield, the rate dropped two-tenths of one percentage point to 6.6 percent. Employers in Broomfield added 240 jobs. Both counties outperformed the state, which had a 7.6 percent unemployment rate, down from 7.7 percent in November. The national unemployment rate remained at 7.8 percent.

**Vail Resorts Inc.** reported record revenue and skier visits at some of its resorts, but pulled back on profit guidance expectations because of poor early-season snow. The Broomfield-based ski operator (NYSE: MTN) said lift-ticket revenue was up 4.3 percent season-to-date through Sunday, Jan. 13, at its seven resorts. The company said it now expects net income of \$39 million to \$49 million for fiscal 2013, if normal weather conditions continue. That would be more than double last year's results. Vail Resorts' fiscal year ends on July 31.

**Keen One Quinoa**, produced by Boulder-based **Keen One Foods LLC**, now is available

at 44 King Soopers and Natural Grocers by Vitamin Cottage stores across Colorado.

Longmont-based **UQM Technologies Inc.'s** (NYSE: UQM) electric motors and controllers are at the heart of the new Regen Nautic E180 all-electric outboard motor introduced at the Dusseldorf Boat Show. The E180 uses a UQM PowerPhase Select 145 electric motor and controller system, mounting them inside a traditional-looking outboard motor package.

CONTRACTS

Longmont-based software company **Kozio Inc.**, signed a distribution contract with Massachusetts-based Trilogic, which will market and sell Kozio's Verification and Test OS product.

MERGERS & ACQUISITIONS

Telecommunications company supplier **Puregas LLC** bought Broomfield-based **Pentras Inc.** for an undisclosed amount. Puregas is based in Broomfield and is a division of Altec Industries Inc. in Birmingham, Alabama. Employees at Pentras Inc. are expected to continue working for the company, which makes compressed-air pressurization equipment for telecommunications-industry clients that is similar to that made by Puregas. The equipment is used to provide dry, pressurized air to improve performance of telecom equipment while reducing operating expenses.

SERVICES

Boulder-based **Room 214 Inc.**, a digital marketing and social media agency, announced its new service for linking Facebook Parent-Child pages to help companies with multiple locations utilize local check-in deals and other local update features.

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

AWARDS



COURTESY HILLCREST GLASS LLC

Longmont-based Hillcrest Glass LLC received an award from the Colorado Glazing Contractors Association for the Best Project Under \$1 Million for its work on the Microsoft/Bing offices at Walnut and Pearl streets in downtown Boulder. Sun Construction was general contractor.

Boulder-based **Outdoor Industry Association** received a national leadership award from a coalition representing the National Association of State Park Directors, National Association of Outdoor Recreation Liaison Officers, 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 in Salt Lake City.

**Impact on Education** will honor five people in the Boulder Valley School District at the nonprofit's annual Impact Awards on March 6 at the Boulder Theater. This year's award recipients are **Russ Lucero**, BVSD bus driver; **Wendy Pearson**, Arapahoe Ridge High School Teen Parent Program director; **Kurt Schaefer**, Peak to Peak high school science teacher; **Stephanie Van Horn**, Douglass Elementary third-grade teacher; and **John Williams**, Boulder High School social studies teacher.

**John McCarvel**, chief executive at Niwot-based Crocs Inc. (Nasdaq: CROX), was named Retail Innovator of the Year by the National Retail Federation.

CALENDAR

FEBRUARY

**1** Vectra Bank will present its **20th Annual Economic Forecast Breakfast** from 7:30 to 9:30 a.m., Friday, Feb. 1, in the Zanadu Ballroom, St Julien Hotel and Spa, 900 Walnut St., Boulder. Featured speakers will be Phyllis Resnick, principal economist at the University of Denver's Center for Colorado's Economic Future, and George Feiger, chief executive of Contango Capital Advisors. For more information, contact Megan Sumner or Meghan Dougherty 720-560-0177.

The Women's Council, in partnership with the Deming Center for Entrepreneurship at the University of Colorado-Boulder, will present its inaugural daylong **Women Inspiring Leadership Development Summit**, on Friday, Feb. 1, at the Westin Hotel, 10600 Westminster Blvd. West, Westminster. Cost is \$99, or sponsor a student for \$20. To register, go online at <http://www.regonline.com/Register/Checkin.aspx?EventID=1129021>.

**5** The Louisville Chamber of Commerce will present a **Business Breakfast** from 7:30 to 9 a.m., Tuesday, Feb. 5, at the Lafayette Library, 300 E. Simpson St., Lafayette. Topic is the new health-care reform law. Cost is \$10. R.S.V.P. is required. Call 303-666-574 or email [info@louisvillechamber.com](mailto:info@louisvillechamber.com).

Naturally Boulder will present a **Morning Mingle** networking and learning event for professionals in the natural and organic industries — and students from the University of Colorado-Boulder's Leeds School of Business who want to connect with them — from 8 to 9:30 a.m. Tuesday, Feb. 5, at the Alfalfa's Market community room, 1651 Broadway, Boulder. The event is free for Naturally Boulder members and \$10 for nonmembers. Participants are asked to park on the street or in the public library's pay lot, not in the grocery store's lot.

The Colorado Solar Energy Industries Association presents **The Path to a Million Solar**

**Roofs**, a two-day conference on Tuesday and Wednesday, Feb. 5 and 6, at the Westin in Westminster. Confirmed speakers include David Eves of Public Service Co. of Colorado (Xcel Energy Inc.), Del Worley, CEO, Holy Cross Energy; Danny Kennedy, founder, Sungevity; Ole Pilgaard, president, Heliodyne; Blake Jones, president/CEO, Namaste Solar; Julia Hamm, executive director, national Solar Energy Power Association, and Paul Spencer, president/founder, Clean Energy Collective. For more information, contact Rebecca Cantwell at 303-333-7342 or [rcantwell@coseaia.org](mailto:rcantwell@coseaia.org). Kickoff reception featuring former Colorado Gov. Bill Ritter and solar leaders for 5:30 to 7:30 p.m. Monday, Feb. 4. at the Westin Westminster.

The YWCA will sponsor a **free interactive discussion** about the impact "fiscal cliff" negotiations may have on Boulder County families from 6 to 8 p.m. Tuesday, Feb. 5, at St. John's Episcopal Church, 1419 Pine St., Boulder. Colorado Fiscal Policy Institute deputy director Kathy White and economist Christopher Stiffler will lead the discussion. Wine and refreshments will be offered from 6 to 6:30 p.m., with the forum to follow from 6:30 to 8 p.m. R.S.V.P. to [emilyh@ywcaboulder.org](mailto:emilyh@ywcaboulder.org).

**7** The Louisville Chamber of Commerce will present a **Business After Hours** from 5 to 7 p.m., Thursday, Feb. 7, at the Hyatt House Boulder/Broomfield, 13351 Midway Blvd., Broomfield. Chinese cuisine will be served to mark the Chinese new year, the Year of the Snake. Cost is \$5 with R.S.V.P. (due by Feb. 1) or \$10 at the door. Call 303-666-574 or email [info@louisvillechamber.com](mailto:info@louisvillechamber.com).

**11** Naturally Boulder will hold a **Networking Night** from 5:30 to 7:30 p.m. Monday, Feb. 11, at a location to be announced. Cost is free for members and \$10 for nonmembers.

**12** Best Organic Inc. and Compass Natural Marketing will present **Women Lead-**

**ing Green** from 5:30 to 7:30 p.m. at Sterling-Rice Group, 1801 13th St., Suite 400, Boulder. Speakers will include Hunter Lovins, Natural Capitalism Solutions; Kim Coupounas, Go-Lite LLC; Brook Eddy, Bhakti Chai; and Seley DeYarus, Best Organics Inc. Cost is \$10 for regular admission, \$7 for nonprofit, \$5 for students.

**14** The Boulder Small Business Development Center will present its third annual **Contract Opportunities Fair** from 8:30 a.m. to 4 p.m., Thursday, Feb. 14, at the UCAR Center Green Conference Center, 3080 Center Green Drive, Boulder. Full day of workshops and networking with contracting representatives. Cost is \$79, includes lunch. \$69 for members of Boulder, Longmont and Latino chambers of commerce. For more information, visit [www.bouldersbdc.com](http://www.bouldersbdc.com).

**20** Louisville-based 36 Commuting Solutions will hold the first of planned quarterly telecommuting training sessions from 8 to 10 a.m. Wednesday, Feb. 20, at the 1stBank Center in Broomfield. Attendees will receive tools to implement a telework program within their organizations, and \$2,500 is available to help establish new telework programs with corridor employers to cover costs such as computer hardware, software or policy development. 36 Commuting Solutions also will provide free Regional Transportation District 10-ride ticket books, valued at \$45 each, to encourage commuting via public transit along U.S. 36. For those interested in participating in a vanpool, the nonprofit will provide a three-month reimbursement for new vanpoolers traveling to or through the corridor, a savings of more than \$160.

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



## ON THE JOB

## ADVERTISING, COMMUNICATIONS

**Rebecca Heaton** joined Boulder-based marketing and public-relations firm Pivot Communication LLC as an account executive. Heaton previously worked as a communications specialist, managing regional and national media relations for clients in the health, wellness and active lifestyle industries. She has also managed editorial and production processes for several magazines and websites, including Women's Adventure Magazine, Competitor Magazine and The National Sports Network.

## BANKING, FINANCE

**Ben Ault** was promoted to managing director of Boulder-based private equity firm **Grey Mountain Partners**. Before joining the firm in 2004, Ault worked with the mergers and acquisitions group of Goldman Sachs in New York. He graduated Phi Beta Kappa from Indiana University with a bachelor's degree in economics and management and holds a master's with merit from The London School of Economics and Political Science.

## EDUCATION

The University of Colorado-Boulder's law school hired **Brad Udall** as director of the recently renamed Natural Resources Law Center, which now is called the Getches-Wilkinson Center for Natural Resources, Energy and Environment. Udall, who will start April 1, is director of the Western Water Assessment, a joint project of CU-Boulder and the National Oceanic and Atmospheric Administration.



Udall

## ENERGY

**Will Toor**, former Boulder County commissioner from 2004-2012, has been named transportation program director at the Southwest Energy Efficiency Project. The Southwest Energy Efficiency Project, or SWEET, is based in Boulder and promotes energy efficiency in Arizona, Colorado, Nevada, New Mexico, Utah and Wyoming. Toor replaces Bob Yuhnke, who retired from the position in December.



Toor

## ENGINEERING

Industry consulting veteran **Brown Thornton** was named by Broomfield-based engineering company MWH Global Inc. to lead its management consulting team's energy sector for the Americas region. Before joining MWH, Thornton worked for Science Applications International Corp. and the Tennessee Valley Authority.



Thornton

## HEALTH CARE

Four volunteers have joined Mental Health Partners' board of directors: **Sandy Cavanaugh**, vice president for community and business relations at Exempla Good Samaritan Medical Center in Lafayette; **John F. Truhlar**, investment counselor at CAP Advisors LLC in Boulder; retired energy CEO **Jerry Gollnick**; and **Leslie Hughes-Lind**, a therapist at Aurora Mental Health Center in Aurora. Mental Health Partners provides community mental-health services to residents of Boulder and Broomfield counties, regardless of ability to pay.

## HIGH TECH

**Charles Tomeo** was named vice president for worldwide channels and technical sales at Broomfield-based Webroot Software Inc., which delivers Internet security as a service. Tomeo has nearly 20 years of security experience including nearly eight at Webroot. Before joining Webroot, Tomeo was a senior systems engineer at Finjan Software, an enterprise web security solution company acquired by M86 Security in 2009. He also was an assistant vice president for IT in the private client group at Merrill Lynch.

## HOSPITALITY, RECREATION

**Mike Mrlik** was named vice president for operations at CraftWorks Restaurants and Breweries Inc. and president of its Old Chicago chain. Mrlik will relocate from Austin, Texas, to CraftWorks' office in Louisville. CraftWorks' three principal operating units are Old Chicago, Gordon Biersch and Rock Bottom. The company maintains dual headquarters in Louisville and Chattanooga, Tennessee. Mrlik will lead Old Chicago's brand refresh as



Mrlik

55 locations roll out a revamped menu with 40 new items including a thin-crust pizza. Mrlik was president and chief executive of Austin-based Mr. Gatti's LP, vice president at Boston Market and chief operating officer of Einstein Noah Restaurant Group.

**Bruce Sewell**, senior vice president and general counsel at Apple Inc. (Nasdaq: APPL), was named to the board of directors at Broomfield-based Vail Resorts (NYSE:MTN). Sewell will serve on the board's audit committee.

## LAW

Attorney **Michael K. Bolton** has joined Faegre Baker Daniels LLP in Denver where he will focus on serving clients in the oil and gas, and other energy sectors. He will be based in Denver, but he will conduct business from the law firm's office in Boulder as the work dictates. Bolton previously was with DLA Piper in Houston, Texas. The firm also hired **Shannon Golden-Schubert** to work in its intellectual property practice in Boulder in the technology and licensing transactions group. She has more than nine years of experience in technology, life sciences and e-commerce. She previously was with Boulder-based Berg Hill Greenleaf and Ruscitti LLP. She began her Boulder-based practice as associate corporate counsel at Replidyne Inc., an anti-infectives drug discovery company.



Bolton



Golden-Schubert

## NATURAL/ORGANIC

Industry trade group Naturally Boulder's new board of directors is headed by **Elen Feeney**, an executive at WhiteWave Foods Co. (NYSE: WWAV) in Broomfield. **Bill Capsalis**, a 25-year marketing veteran, and **Sonja Tuitele**, vice president for communications at Aurora Organic Dairy Holdings LLC, will serve as co-vice presidents. **Frances Draper**, associate vice chancellor for strategic relations at the University of Colorado-Boulder, is the group's new treasurer, and **Jennifer Margoles**, an executive at 34 Degrees LLC, is secretary.

## NONPROFIT

The Boulder Writers Alliance announced its 2013 officers: **Philip Tobias**, a Boulder busi-

ness communications provider, was re-elected president.

**Karen Bowen**, a senior technical writer at LogRhythm Inc. in Boulder, was elected vice president. **Chris Petrizzo**, an instructional designer and trainer with CLIQ Solutions in Broomfield, was elected treasurer. Established in 1991, BWA is a nonprofit organization of communications professionals in Boulder and throughout Colorado.



Tobias

Boulder County CareConnect elected **Sheila Powell** chairwoman of its board of directors and **Martha Meshak** vice chairwoman. Both have served on the board since 2011. Powell is senior director of community relations for HospiceCare of Boulder and Broomfield Counties, and Meshak is an elder-law professional who created Elder Resources Inc. in 2008. BCCC promotes the security, comfort and independence of seniors and adults with disabilities.

## TELECOMMUNICATIONS

**Michael Ryan** started Jan. 14 as interim president of EAGLE-Net Alliance, an intergovernmental entity building a 4,600-mile, high-speed fiber-optic network. He replaces Randy Zila, who stepped down at the end of 2012 because of family health issues. Ryan has more than 16 years of executive telecommunications experience, including 12 at Level 3 Communications Inc. (NYSE: LVT) in Broomfield, where he held several senior executive positions. Most recently, Ryan served as vice president of deployment and capital management at Open Range Communications Inc., a telecommunications company in Greenwood Village.

Louisville-based CableLabs, a nonprofit research and development consortium for the cable industry, appointed **Wayne Surdam** vice president for communications. Surdam has a wide range of experience in personal computer, software, networking and telecommunications industries. He expanded companies into Europe, south Asia and the Pacific Rim, including the rebuild of Hewlett-Packard's global public-relations program and management of its global customer advisory councils.

*Deadline to submit items for On the Job 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; 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



COURTESY MOBIL HOLDINGS LLC

Boulder-based Mobio Holdings LLC introduced Mobio Go, Mobio Grip and Mobio Pivot to make tablets and smartphones more convenient, functional and fun. They use magnetic-based technology to securely hold mobile devices — in a vehicle with Mobio Go, in the user's hand with Mobio Grip or for adjustable viewing with Mobio Grip.

**Boulder Beer Co.** and Lincoln, California-based Knee Deep Brewing Co. teamed to produce **Shakenbake**, a golden-colored Rye India pale ale. The ale was brewed at Boulder Beer with the assistance of Knee Deep brewmaster Jeremy Warren, exclusively for the Sacramento and San Francisco Beer Weeks and will be tapped at opening galas on Friday, Feb. 8, in Boulder and San Francisco. Shakenbake contains ingredients from both states, with California-grown Ivanhoe, Gargoyles and Chinook hops and pale malt grown in Colorado and malted at the artisan Colorado Malting Co. in Alamosa.

Startup company **Slope Squad LLC** launched a mobile application to help skiers track their days on the slopes, compete for prizes and upload photos. Boulder-based Slope Squad's mobile application — [slopesquad.com](http://slopesquad.com) — offers statistics similar to the Epic Mix application — [epicmix.com](http://epicmix.com) — from Vail Resorts Inc., a ski-resort operator based in Broomfield. Slope Squad is funded by founders Jody Shepherd, Rachel Vecchitto and Taylor McLemore. The company's collected data will be offered for free to ski areas this year, Shepherd said. The mobile application is free for skiers to use. In

the future, the company may charge ski areas for data and seek corporate sponsors.

Boulder-based **Cheribundi**, a maker of tart cherry juice beverages, will introduce 11 new products at the Fancy Food Show, to be held in San Francisco Jan. 20-22. The company will also unveil new packaging, trademarks and logos. Relax and Restore will complement existing flavors Rebuild, Light and Tart Cherry (original) in the functional line. Cheribundi is also introducing a line of 16.9-ounce oz. beverages naturally flavored with juice and tea. The Refresh Tea line includes four flavors combined with tart cherry juice: Rooibos, Black, Green and Jasmine teas. The Refresh Juice line introduces five new flavors: Cherry Lemonade, Cherry Blueberry, Cherry Cranberry, Cherry Pomegranate and Cherry Raspberry.

Boulder-based **Anark Corp.**, a provider of automated 3-D computer-aided design transformation and product-visualization solutions, introduced **Anark Core MBEWorks for SolidWorks 2013**. The company said the new release has the ability to transform native SolidWorks 2013 parts and assemblies with 3D dimensions and tolerances, 3D GD&T, and other 3D notes into high-fidelity 3D PDF and 3D HTML MBE documents.

Boulder-based **Rally Software Development Corp.** introduced **AgileZen for iPad**. The real-time project collaboration solution displays projects visually as an electronic drag-and-drop board, and syncs activity between the

iPad and cloud apps.

Broomfield-based **Webroot Software Inc.** unveiled the **Webroot Security Intelligence for Mobile Suite** to give mobile technology providers — from carriers to device manufacturers to mobile device management companies — easily deployable and cost-effective services to make security an integral part of their own offerings.

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# Plans shape up for site of Golden Buff, Eads

BOULDER — Construction of two new hotels on the current site of the Golden Buff hotel in Boulder could begin late this summer, according to its developer.

The Boulder Planning Board on Jan. 17 approved local developer Scott Pedersen's plan to demolish the Best Western Golden Buff Lodge at 1725 28th St. and Eads Newsstand at 1715 28th St. and replace them with the hotels and a 35,000-square-foot building for offices, retail and restaurants.

The site will have a 184-room full-service hotel and a 177-room select-service hotel built over an underground parking garage.

Developers are deciding which national chain with which to partner. Pedersen said the two hotels will be affiliated with the same chain.

"We're working hard on it now," Pedersen said. "We've got multiple hotel companies that would like to be there."

If the rest of the planning process goes smoothly, Pedersen said the project could start in late summer and be completed in 18 months.

Following the unanimous decision, Pedersen is optimistic the project will not be called up for further review by the Boulder City Council.

"City Council will typically defer to the planning board on stuff like this because of the unanimity," he said.

Pedersen also is the developer of the Depot Square project in Transit Village, which will have a 140-room Hyatt Place hotel. Construction will begin in 30 to 45 days, he said.

**MITCHELL CASHES IN:** Ron Mitchell, longtime owner and man-



**REAL ESTATE**  
Michael Davidson



COURTESY BOULDER PLANNING DEPARTMENT

An aerial view depicts the proposed hotels that would rise on the site of the Best Western Golden Buff Lodge at the corner of 28th Street and Canyon Boulevard in Boulder. The project would replace the Golden Buff and Eads Newsstand with a 184-room full-service hotel and a 177-room select service hotel. A 35,000-square-foot office and retail building would be built in the vacant lot in the foreground.

ager of the Boulder International Hostel, a youth hostel on University Hill, has sold the property for \$4.4 million and plans to focus his attention on redeveloping property in downtown Nederland.

The hostel, at 1107 12th St., was closed last summer and now is occupied by the Sigma Alpha Epsilon fraternity. A company owned by Mitchell, Boulder International Hostel Ownership LLC, sold the building to 1107 12th LLC, according to property records.

Mitchell, 74, said he is leaving the hostel business partly because his wife wants him to retire and because his adult daughters are not interested in running it. He had owned the Boulder International Hostel since 1971.

"I loved the career," Mitchell said. "I certainly shed a tear parting with it, but my pocket book didn't."

Mitchell said the new owners are

investors based in Boulder but could not name them, citing a nondisclosure agreement. He believes they intend to renovate or redevelop the property into student housing. The old hostel is an 11,687-square-foot building on 0.42 acres and was built in 1947, according to public records.

Mitchell has redevelopment plans of his own. Through his ownership of Nederland Central Business Redevelopment LLC, Mitchell owns several buildings and land near the intersection of Colorado Highway 119 and East First Street in central Nederland. Tenants include 1st Street Pub, he said.

Mitchell said he will host open houses on consecutive Sundays — March 17, March 24 and March 31 — to discuss his plans. He wants the new construction to meet the needs of Nederland residents. Construction will be phased so that tenants can

stay in business during the building, he said.

**LUXURY HOMES:** Nine homes in the city of Boulder sold for more than \$1 million in December, bringing the total number of homes in that price range to 127 for the year, according to a survey of high-end home sales by Coldwell Banker Residential Brokerage in Denver.

The number of \$1 million-plus sales in Boulder was down one from November, but up from the four sold in December 2011.

The city of Boulder ranked third on the list of December sales behind Denver, where there were 17 million-dollar sales, and Greenwood Village, where there were 11.

Across the metro Denver area, 65 homes sold for more than \$1 million in December, up from 60 in November and 41 in December 2011.

In Boulder County as a whole, 11 properties eclipsed the \$1 million mark in December, with the other sales occurring in Lafayette and Longmont. One property in Broomfield County sold for \$1.22 million.

The report is compiled from Multiple Listing Service data.

The top-selling property was a \$4.75 million, eight-bedroom, 12,000-square-foot home at 8925 Mountain View Lane in Boulder. Scott Franklund of Legendary Properties/Coldwell Banker Previews International was the listing agent.

## BROOMFIELD

**SIGNATURE DEAL:** A Boulder real estate investment group paid \$2.61 million, or \$56 per square foot, recently to buy the 46,400-square-foot industrial building occupied by Signature Offset Inc., a national printing company.

Flagstaff Holdings LLC led the

► See **Real Estate, 25A**

## A new landmark

*Second phase of apartments receives approval*



COURTESY BOULDER PLANNING DEPARTMENT



COURTESY BOULDER PLANNING DEPARTMENT

The Boulder Planning Board gave approval to the second phase of the Landmark Lofts at 970 28th St. in Boulder. The project will have 150 apartments in five buildings. The 2.3-acre site is located directly east of the University of Colorado-Boulder and south of the first phase of the project. America's Best Value Inn currently occupies the property.



# Colorado ranks third on list of LEED states

BY DOUG STORUM  
dstorum@bcbr.com

WASHINGTON — Colorado is ranked third on the U.S. Green Building Council's list of the top 10 states for LEED certifications in 2012.

The list, announced Jan. 24, is based on square footage certified per capita. LEED, an acronym for Leadership in Energy and Environmental Design, consists of a set of rating systems for the design, construction and operation of high-performance green buildings, homes and neighborhoods.

Colorado certified 2.10 square feet per resident last year, ranked behind Virginia, with 3.71 square feet, and

in front of Massachusetts, with 2.05 square feet. The District of Columbia was ranked No. 1, with 36.9 square feet per capita.

Colorado had 99 projects certified in 2012, covering about 10.5 million square feet.

Notable projects that were certified in 2012 in Colorado included the University of Colorado-Boulder's Jennie Smoly Caruthers Biotechnology Building, which received platinum LEED certification, and Red Hawk Elementary School in Erie, which won a gold certification.

Ten other projects in Boulder and Broomfield counties were certified last year, according to the report. Five

of those were completed by CU-Boulder: a basketball and volleyball arena, the Center for Community, Smith Hall, the CU Institute of Behavioral Science and an addition for the Joint Institute for Laboratory Astrophysics, or JILA.

The other five were the Eos office building in Broomfield, Kohl's department store in Louisville, Wells Fargo's branch at 1960 28th St. in Boulder, Google Boulder and the University Center for Atmospheric Research Applications Laboratory in Boulder.

Several projects with ZIP codes in Boulder and Broomfield counties were on the list, but were not identified, listed only as "confidential."

"Securing a spot on this list is a remarkable achievement for everyone involved in the green-building movement in Colorado," said Rick Fedrizzi, president and chief executive of the U.S. Green Building Guild. "From architects and designers to local chapter advocates, their collective efforts have brought sustainable building design and use to the forefront of Colorado's discussion on the environment, and I applaud their efforts to create a healthier present and future for the people of Colorado."

States rounding out the top 10 are Illinois, Maryland, New York, Washington, California and Texas. California had the most projects, 540.

## REAL ESTATE from 24A

investment group that made the acquisition, which included local and nonlocal individuals and family trusts, said Dan Cohen, a Flagstaff Holdings principal.

The warehouse, at 224 Commerce St., is completely occupied by Signature Offset, which signed a long-term lease last year.

Freemont Myre Inc. represented the new owners. The seller, Flatiron Properties LLP, was represented by Chris Boston of Gibbons-White.

Financing was provided by 1stBank. Flagstaff is financing 60 percent of the purchase price at an "attractive interest rate," Cohen said.

### LAFAYETTE

**SILVER CREEK:** Meritage Homes of Colorado Inc. has closed on the \$2.1 million purchase of the land for the next phase of the Silver Creek residential development in Lafayette.

The subdivision is north of Lafayette, off 111th Street between Baseline and Arapahoe roads.

The buyer is part of the Scottsdale, Arizona-based Meritage Homes Corp. (NYSE: MTH), one of the largest national homebuilding companies. The company has completed the first phase of Silver Creek, and the homes have sold out, according to its website.

Earlier this month, the Louisville City Council approved the plat for

the 54-lot second phase of the development.

Silver Creek LLC sold the land. According to public records, Silver Creek was formed by Michael Markel, founder of Boulder-based Markel Homes. Documents filed with the Lafayette Planning Department show Markel Homes once planned to build the project before selling the majority of the 61-lot first phase of Silver Creek to Meritage.

### LONGMONT

**TWIN PEAKS DEMO:** The deconstruction of Twin Peaks Mall is under way, with workers cutting off access to the mall's old food court.

NewMark Merrill is converting the 550,000-square-foot mall at 1250 S. Hover St. into an outdoor shopping village that will include a modern movie theater with at least 12 screens and be anchored by a 100,000-square-foot retailer. The new shopping center will have approximately 470,000 square feet of retail space.

The food court will be the first part of the mall to be stripped for reusable and recyclable materials, according to a release from the mall's owners, NewMark Merrill Mountain States. Existing retailers will continue to operate.

The estimated cost of the rede-

velopment of the nearly 30-year-old mall is \$80 million, according to a tax incentive agreement between Longmont and NewMark Merrill. Construction must be completed by Dec. 31, 2015, according to the agreement.

Longmont City Council voted Jan. 8 to issue \$27.5 million in public money for the project. The debt is to be repaid by sales and property taxes generated by the redeveloped mall.

NewMark Merrill bought the property in 2012 for \$8.5 million.

**REZONED:** Preparing for transit-oriented development it hopes will come eventually, the Longmont City Council rezoned the area around the intersection of First Avenue and Main Street from light industrial to mixed use.

The Regional Transportation District sees the area as an ending point for bus rapid transit and commuter rail service as part of its FasTracks plan, which was approved by voters in 2004 but delayed by soaring costs and an economic downturn. With FasTracks' arrival still a possibility and the closure of the Butterball turkey processing plant at that location, council members sought to open the door for commercial development in the lower downtown area.

The mixed-use designation allows a combination of commercial and noncommercial uses, including commercial and residential as well as industrial. The zoning would allow existing businesses to stay.

### LOUISVILLE

**REAL CAP BUYS COURSE:** Real Capital Solutions, the Louisville-based real estate investment group that specializes in buying distressed assets across the nation, has purchased 136 residential lots and a semi-private golf course in Meadow Vista, California, for \$8.5 million.

The property, located about halfway between Sacramento and Lake Tahoe, was bank-owned after going into foreclosure in May 2008.

Real Capital Solutions, which is headed by Marcel Arsenault, intends to spend \$300 million this year to acquire distressed properties, according to a press release from the company. The sellers include banks looking to sell foreclosed properties and undercapitalized developers and builders.

The lots are part of a 409-lot upscale development, according to local press reports.

Michael Davidson can be reached at 303-630-1943 or mdavidson@bcbr.com. Dallas Heltzell contributed to this column.

## WALMART from 3A

ing to Boulder County Business Report coverage from that time. The effect on local businesses as well as Walmart's business practices were cited by opponents as causes for concern.

Representatives of the alliance did not say whether they will oppose the Walmart store as they did in years past. However, they confirmed that they will continue to advocate for small, independent businesses.

"Boulder's citizens are conscientious and concerned about keeping

Boulder unique and thriving, and it shows by where they spend their money," executive director Jennifer Johnson said. "Supporting Independents is supporting our neighbors who also live, work and play in Boulder."

But many Boulder residents also make the trip to Supercenters in nearby cities, according to the company's research, Garcia said.

"We know that customers are coming to Walmart from Boulder," she said. "This is an opportunity to serve them in their community."

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# Bill would advance key industries

Innovative. We hear that term often referring to research performed at Colorado universities, federal labs and private companies. It's not often that we hear it regarding actions of the state Legislature.

But "innovative" is the perfect way to describe the Colorado Advanced Industries Accelerator Act, which is being considered.

House Bill 13-1001 would authorize funding for proof-of-concept grants, seed money and retention, and infrastructure grants to businesses in key industries. Sectors targeted include advanced manufacturing, aerospace, bioscience, electronics, energy and natural resources, infrastructure engineering, and information technology — all of which are important to the strength and vibrancy of the Boulder Valley economy.

Sen. Rollie Heath, D-Boulder, is

## EDITORIAL

a Senate co-sponsor, and the bill has the support of leaders in both houses of the Legislature as well as Gov. John Hickenlooper.

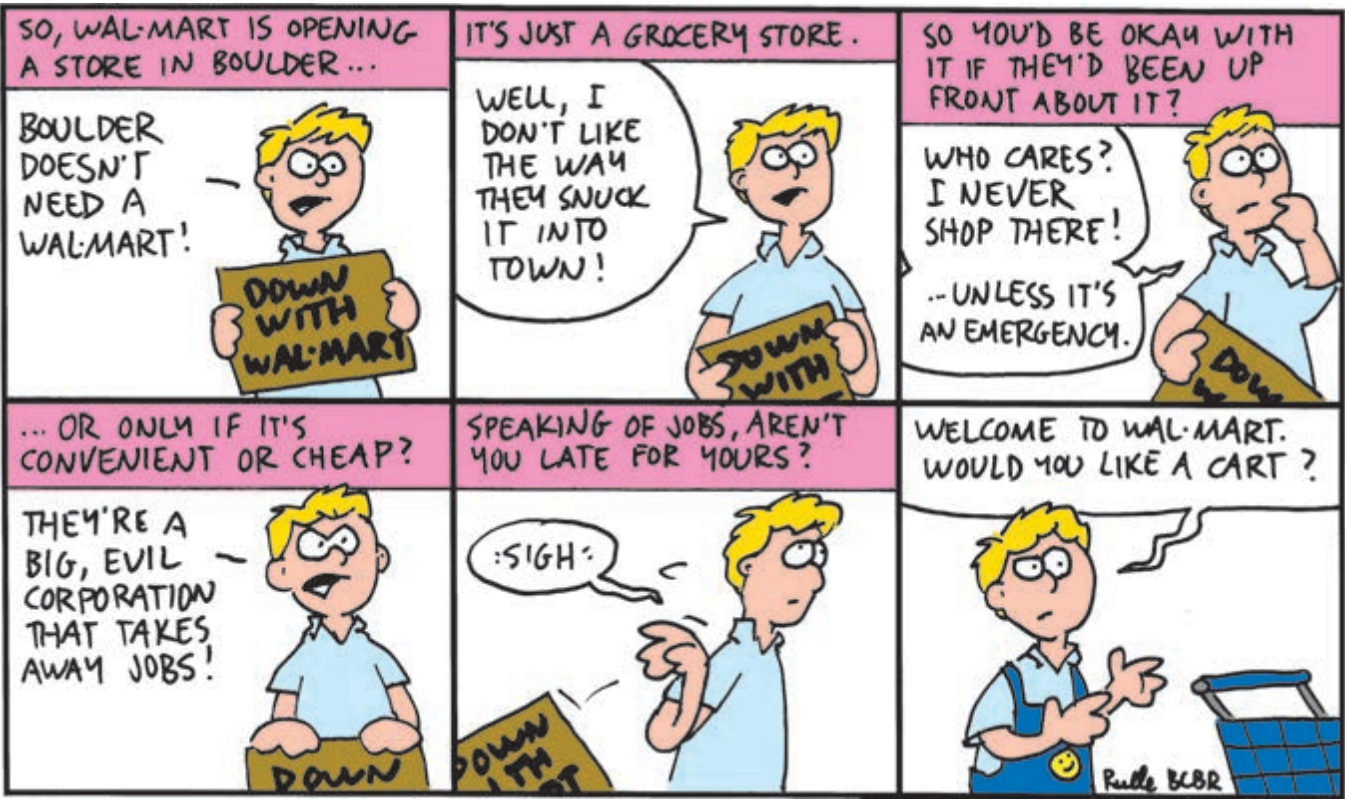
The proposal envisions spending \$15 million per year, with proof-of-concept grants capped at \$150,000 and early-stage capital grants and retention incentives capped at \$250,000. Infrastructure grants would be capped at \$500,000.

Many details need to be worked out for the act to succeed — a thorough vetting process and transparency among them. Also, a source for the funds needs to be finalized.

But we're encouraged by some of the criteria that have been announced, including a requirement for matching funds from the private sector. This mandates that private companies have substantial "skin in the game."

Additionally, the proof-of-concept grants will go toward research performed at Colorado institutions. Early-state capital and retention grants will go toward companies that have at least 50 percent of their employees in Colorado.

This proposal represents an innovative way for government to help fill the void in financing for Colorado's key sectors. It should be approved.



# Pot's legal conflicts need joint solution

*Amendment 64 passed by Colorado voters, so let's make it work*

Some people have yet to embrace the concept of medical marijuana, and then along comes the era of the legal use of marijuana just for fun. But we are reminded that they are in the minority, at least among people who vote.

Amendment 64, the initiative to regulate marijuana like alcohol, was passed in last year's election and is scheduled to kick off in October.

There are similarities: Booze and pot get you high, and they can damage your health. To each one's own device, eh?

But the state must come up with a plan to make this work.

Nobody knows if the feds are going to ignore or throw a monkey wrench into the state's plan. But Gov. John Hickenlooper said the people have spoken, so the state is moving on it.

Several municipalities in the region already have enacted moratoriums on accepting, processing and approving of recreational-marijuana businesses while a state-appointed task force is working on just how this is going to play out. The town of Superior went a step further, passing a permanent ban on them.

The state's task force, co-chaired

by Jack Finlaw, Hickenlooper's chief legal counsel, and Barbara Brohl, executive director of the Colorado Department of Revenue, is supposed to create a regulatory structure that will promotes the health and safety of the people of Colorado.

The amendment legalizes recreational use of marijuana for those who are 21 and older, and taxes and regulates the sale of recreational marijuana as well as its production and distribution.

But here's the kicker: It will generate tax revenue. Each year, the first \$40 million in revenue raised by the excise tax will be credited to a state fund used for constructing public schools.

Schools and parents should in turn be teaching kids they are only roasting their lungs if they keep inhaling, just as alcohol can do irreparable damage to a liver. Both can make you drive like a loon.

Possession and use of marijuana remains a crime under federal law. People who use marijuana for recreational purposes will still be subject to criminal prosecution under federal law.

Because federal law generally pre-

empts state law, Colorado's Department of Revenue is consulting and working with the U.S. Department of Justice to understand the federal government's approach in light of conflicts between state and federal laws.

Under Amendment 64, you can cultivate up to six marijuana plants, three of which are flowering and three of which are vegetating. You can keep all of the marijuana harvested from these plants, so long as the harvested marijuana is stored on the same premises where the marijuana plants were grown.

You can possess an ounce of marijuana as well as marijuana accessories. People will be able to transfer up to an ounce of marijuana to another person over age 21 if no money passes hands. However, public consumption of marijuana, as well as driving under the influence of marijuana, will remain a crime in Colorado.

Still sounds like a big headache for law enforcement.

The state needs to get the details right, to avoid lawsuits and create efficient ways of regulating and policing this newly expanded pot industry.

Legalize it, regulate it, get over it. But teach your children well. Nothing good comes from excess, whether it is booze or pot.

Doug Storum can be reached at 303-630-1959 or [dstorum@bcbr.com](mailto:dstorum@bcbr.com).



OBSERVATIONS  
Doug Storum

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VOLUME 32, ISSUE 3

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BCBRDAILY from 2A

Securities and Exchange Commission in advance of its scheduled March 11 year-end earnings report.  
*Posted Jan. 28.*

Part of Boulder Travel sold

BOULDER — Boulder Travel’s business travel division has been acquired by Polk Corporate Travel Management. Financial terms of the deal were not disclosed.

Both Polk, based in Glendale, and Boulder Travel, based in Boulder, are branches of New York-based Tzell Travel Group. Tzell is a unit of Minneapolis-based Travel Leaders Group.

The Boulder Travel office will remain open at 1655 Folsom St. in Boulder, where its leisure vacation travel staff will remain Boulder Travel employees, said Robert Polk, chief executive of Polk Corporate Travel Management. Boulder Travel’s corporate-division employees have become employees of Polk Corporate Travel Management, but will continue to provide business-travel services from the Boulder office.  
*Posted Jan. 24.*

Drilling moratorium extended

BOULDER — Boulder County commissioners on Jan. 24 extended by four months — until June 10 — a moratorium on processing applications for new oil or gas drilling projects.

The yearlong moratorium had been set to expire in February. County staffers had asked the commission for the extra four months to complete training and other processes they needed to start implementing new regulations on oil and gas extraction in unincorporated Boulder County that commissioners passed in December.

The commission also directed county staffers to prepare a report by late spring with specific suggestions for transportation impact fees the county might impose on the energy companies based on the potential wear and tear their heavy vehicles could cause on county roads.  
*Posted July 23.*

COATS from 3A

As sole owner of the company, Blum designed a website and dove into promoting her coats. In August she attended the Pet Expo in Denver and stretched her selling to reach more individuals and wholesalers.

“I got a call from a woman who has a dock-diving champion and wanted to know if I’d consider sponsoring her dog, Otis.”

Dock diving is a sport where dogs compete in jumping for distance or height from a dock into a body of water.

“She wanted my coats to keep her dog’s muscles loose and limber between jumps so he didn’t have to burn extra energy to stay warm,” Blum said.

MountainMuttDogCoats continues to sponsor Otis, who ranks 11th worldwide and is a member of Rocky

Venture capital investments in Boulder and Broomfield counties

Fourth quarter 2012 (Listed by amount of funding raised.)

Fourth-quarter investments in Boulder Valley: \$46,303,000		2012 investments in Boulder Valley: \$321,397,000	
Fourth-quarter investments in Colorado: \$85,814,900		2012 investments in Colorado: \$556,839,400	
Fourth-quarter investments in United States: \$6,396,804,300		2012 investments in United States: \$26,382,816,300	
Company	Nature of Business	Amount Raised	Investors
Accera Inc. Broomfield	Biotechnology	\$15,685,000	undisclosed firm
Tendril Networks Inc. Boulder	Software	\$15,000,000	GE Energy Financial Services, Good Energies AG, RRE Ventures LLC, Siemens Venture Capital GmbH, VantagePoint Capital Partners
Minute Key Inc. Boulder	Computer hardware	\$10,000,000	Matrix Partners, Serent Capital LLC
Lanx Inc. Broomfield	Medical equipment	\$1,993,000	Chicago Growth Partners, Noro-Moseley Partners
VictorOps Inc. Lafayette	Software	\$1,585,000	Foundry Group LLC, Tango Partners, undisclosed firm
Envysion Inc. Louisville	Video-surveillance systems	\$1,440,000	Columbia Capital
MobileDay Inc. Boulder	Mobile conferencing	\$1,034,000	Foundry Group LLC, undisclosed firm,
Lagrange Systems Inc. Boulder	Software	\$300,000	Grotech Ventures, undisclosed firm
Ubooly Inc. Boulder	Mobile phone applications	\$300,000	Translink Capital Partners I LP
Jarvis Labs LLC Longmont	Technology incubator	Undisclosed	Undisclosed,

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

City to help brewer grow

BOULDER — Twisted Pine Brewing Co., a craft brewer based in Boulder, will receive up to \$45,000 in tax and fee rebates from the city for the expansion of its tap room and brewery at 3201 Walnut St.

The rebates helped defray the costs of an expansion that occurred last year, Twisted Pine president Bob Baile said. The company expanded from 6,000 to 12,000 square feet, installed a canning line and increased its brewing capacity by about 40 percent, he said. The new production capacity has allowed the company to expand into additional states.

It also expanded its taproom from 800 to 1,500 square feet, which gives it space for up to 75 patrons. The extra seats have boosted revenue, and helped Twisted Pine connect with more drinkers, Baile said.  
*Posted Jan. 23.*

McLaughlin reels in retailer

BOULDER — Fly-fishing retail store Front Range Anglers at 2344

Pearl St. has been bought by Steve McLaughlin. Financial terms of the sale were not disclosed.

McLaughlin bought the retail store’s assets and property from Bill Leuchten. Leuchten more than tripled the store’s business in the past 10 years, McLaughlin said. Richard Feist of Business World Brokers Inc., headquartered in Carbondale, managed the transaction.

McLaughlin also has partnered with Yellow Dog Fly Fishing Adventures in Bozeman, Montana, to offer destination fly-fishing trips. McLaughlin plans to expand the store’s existing local guide service as well. Existing employees will remain, several of whom have more than 25 years of experience.  
*Posted Jan. 22.*

Erie to light taxiway

ERIE — Erie officials plan to spend \$601,852 to light the town’s airport taxiway in a project slated to start in August or September, according to Fred Diehl, assistant to the Erie town

administrator.

The light project was expected to receive final approval from the Colorado Division of Aeronautics at a meeting on Jan. 28, Diehl said in an email. Some \$400,000 for the lights would come from the Colorado Division of Aeronautics, another \$150,000 would come from the Federal Aviation Administration and the final \$51,851.85 would come from the town of Erie, Diehl said.  
*Posted Jan. 21.*

**Cash to help Pathogen**

Food and water testing company Pathogen Systems Inc. recently received \$2 million in new equity investment and expected to close on an additional \$850,000 on Jan. 25, according to the company’s chief executive.

The new funds will be used to build the company’s pathogen-testing machines, test them in the marketplace and get them accredited by an international accreditation group.  
*Posted Jan. 16.*

“They’re valuable because they keep dogs warm and deliver the service they promise,” she said.

Blum self-funded her company at less than \$100,000, which is covering fabric, design, production, labor, distribution and support functions. She keeps about 150 pieces in inventory and works out of her Boulder home.

“Last year, our second year, we made coats all through the warm season and stockpiled them,” she said. “I’ve learned that in the dog-coat business, all big companies do their buying and selling in spring and then later in August and September.

“I’m cautiously optimistic about making a profit next year.”

A portion of MountainMuttDogCoats’ profit is slated for donation to the Robert H. and Mary G. Flint Animal Cancer Center at Colorado State

University, where Mac was treated.

“There’s been so much to learn. This is so off my page,” she said. “I have an MBA in finance. My background is equity research, not fashion.

“Going into a business I know nothing about and learning it from scratch without doing an apprenticeship or spending time in this industry has been really hard work — but I love it.”

Blum’s experience as a research analyst is helping her fill in some of the gaps in her experience of starting a new business. “I’m all about laying bricks one by one and knowing the value of what I have.”

Since losing another dog to cancer this summer, Blum stresses that, all things considered, the whole point of this business to her is still to keep dogs warm.



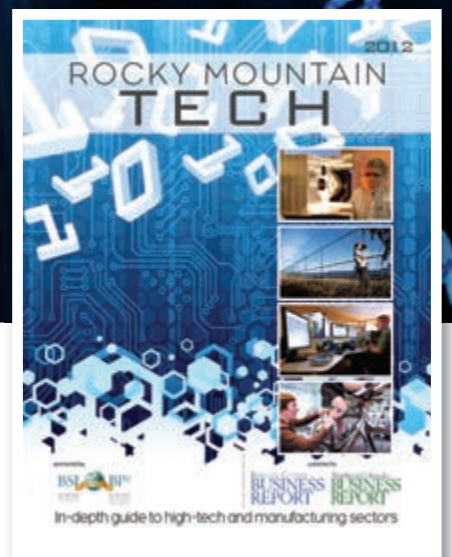
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