

BOULDER COUNTY ^{\$1} BUSINESS REPORT

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9A



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Volume 33 | Issue 4 | Feb. 28 - March 13, 2014

Group envisions brand for region

BY JOSHUA LINDENSTEIN
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BROOMFIELD — One year after rebranding as the Northwest Denver Economic Development Partnership, the former Broomfield Economic Development Corp. continues to evolve as it strives to provide a regional voice for business.

The nonprofit organization has changed its name again – to North-

Economic-development organization wants to aid new, existing businesses

west Denver Business Partnership. While economic development is still an ancillary goal, the new name helps emphasize that the organization's main objective will be to help companies located in the northwestern portion of the metro area do business and

build a business brand for the region. "The economic development groups are always looking for someone new to come in, but what about all the people already here," said Mike Cienian, a board member of the NDBP and vice president of quality assurance at

Inside

- Center helps small businesses **12A**
- Longmont, LAEC negotiating **13A**

Hunter Douglas in Broomfield. "We think we can help with the attraction of new business, and help with (the businesses) that are here so they don't feel like they're left out."

The specific functions of the
➤ See **Brand, 13A**



COURTESY ELDORADO CLIMBING WALLS/HEAD RUSH TECHNOLOGIES

Climbing the walls at CU

Boulder company creates 7,000-square-foot challenge for students

Eldorado Climbing Walls in Boulder recently finished a 7,000-square-foot climbing wall for the University of Colorado-Boulder's recreation center expansion project. In addition to college settings, the company's markets include municipalities, military, commercial gyms and high-end residential.

See story, **3A**

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COURTESY NEWMARK MERRILL MOUNTAIN STATES

An architect's rendering depicts the entrance to The Village at the Peaks shopping center in Longmont, a redevelopment of the Twins Peaks Mall by NewMark Merrill Mountain States with construction scheduled for this summer.

NewMark Merrill takes title to Dillard's property

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

BY BUSINESS REPORT STAFF
news@bcbr.com

LONGMONT — Twin Peaks Mall will be razed early this summer to make way for The Village at the Peaks shopping center, now that NewMark Merrill Mountain States holds the

BCBR DAILY

title to the Dillard's department store building.

Fort Collins-based NewMark Merrill Mountain States — the project redeveloper — received the title to the department store building Tuesday, Feb. 18. Dillard's Inc. (NYSE:DDS) had held veto power over any redevelopment at the mall.

"We're glad to have it done," said Allen Ginsborg, managing director at NewMark Merrill. "The uncertainty

that was clouding the project is gone. It's a sunny day."

The Longmont Urban Renewal Authority in January reached a \$5.5 million agreement to settle its eminent-domain case against Dillard's for the 94,000-square-foot store and the 7.1 acres around it. NewMark Merrill deposited \$5 million into a Dillard's account last week, and Longmont officials deposited \$500,000.

Newmark Merrill representatives are finalizing "a number of leases" for the new \$85 million Village at the Peaks shopping center to be built at the site, now that uncertainty about what's going to happen to the Dil-

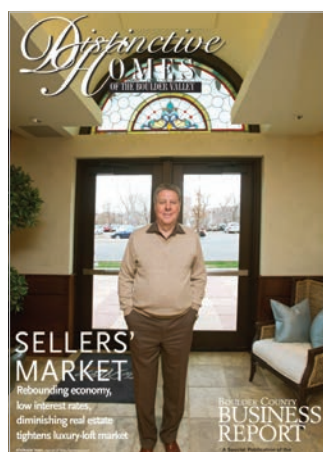
lard's store is over, Ginsborg said.

Ginsborg declined to name any new tenants or to give a date for when demolition is to start. The open-air Village at the Peaks shopping center will be anchored by a Whole Foods grocery store, a Sam's Club grocery outlet and a Regal Cinema movie theater. It is expected to open in 2015.

NewMark Merrill expects to announce additional retailers for nearly 65 percent of the available Village at the Peaks square footage in the coming weeks, according to a company press statement.

Final plans must be approved by

► See **BCBRdaily, 23A**



Distinctive HOMES OF THE BOULDER VALLEY

March - September 2014

Business Report readers:

- 67% have annual income greater than \$100,000
- 53% are owners, CEOs or presidents of companies.

Where Boulder and Broomfield's top home buyers read about the region's top properties, brokers and real estate trends.

2 breweries prepare to open in Broomfield

Wonderland, 4 Noses plan to pour in April

BY JOSHUA LINDENSTEIN
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BROOMFIELD — April is shaping up to be craft-beer month in Broomfield, with a pair of new breweries preparing to open.

Wonderland Brewing Co. LLC at 5450 W. 120th Ave. plans to open its taproom April 1, and 4 Noses Brewing LLC is planning to open its tasting room sometime in April

at 8855 W. 116th Ave.

The openings come almost two years after Big Choice Brewing began pouring beer in its Broomfield taproom. Brewpubs C.B. and Potts, and Gordon Biersch also have operations in Broomfield.

Wonderland and 4 Noses could be brewing beer onsite within the next two weeks, and both are going big.

While many of the area's breweries have started their operations with three- or five-barrel systems, 4 Noses is going with a 20-barrel operation.

"We have this set up for growth," said Tommy Bibliowicz, who is co-founding 4 Noses with his father, Natan; mother, Jessica; and brother David. "It took a little bit extra to be able to pull it off. But we did, and we hope we can grab an interesting corner of the market out here in Broomfield."

4 Noses is leasing nearly 6,900 square feet that was unfinished. The three-year-old building also houses a Canine Rehabilitation and Conditioning Group branch and a Whole Pets pet store. The owners of Aspen Arbor Animal Hospital, which is in

a building next door, also own the building 4 Noses is in.

4 Noses will include a 65-person tasting room as well as an outdoor patio, and Bibliowicz hopes to begin distributing kegs early on. Bibliowicz, 25, who recently went through the University of California Davis's master brewers program, will be brewmaster. The company will employ one other brewer, but probably fewer than five employees to start.

Bibliowicz declined to disclose startup costs, but said the funds

► See **Breweries, 14A**

Climbing walls



COURTESY EL Dorado CLIMBING WALLS/HEAD RUSH TECHNOLOGIES

Eldorado Climbing Walls in Boulder recently finished a 7,000-square-foot climbing wall for the University of Colorado-Boulder's recreation center expansion project.

Eldorado completes 7,000-square-foot project for CU

BY ELIZABETH GOLD
news@bcbr.com

BOULDER — Some people climb trees, some climb corporate ladders. In the eyes of Jered Wells, the best choice is to climb walls.

As chief executive of Eldorado Climbing Walls, Wells describes the industry as booming, noting that nationally there are upward of 40 commercial climbing walls in the works. That's a jump from only five annually in recent years.

Although Eldorado Walls isn't handling the creation of all 40, the company has a fair number of the accounts, Wells said.

Why the rise in popularity? "People are starting to realize that indoor rock climbing isn't as extreme a sport as they once thought it was," he added. "When it's done right, it's a fun, relaxing form of fitness that's terribly social."

Eldorado Walls recently finished a 7,000-square-foot climbing wall for the University of Colorado-Boulder's recreation center expansion project.

Having been in business since 1994, the company's staff jumped at the chance to design and build the CU wall.

► See **Climbing, 5A**

“ People are starting to realize that indoor rock climbing isn't as extreme a sport as they once thought it was. When it's done right, it's a fun, relaxing form of fitness that's terribly social. ”

Jered Wells
CHIEF EXECUTIVE OFFICER,
EL DORADO CLIMBING WALLS

Main Street Power helps racer drive solar-powered car

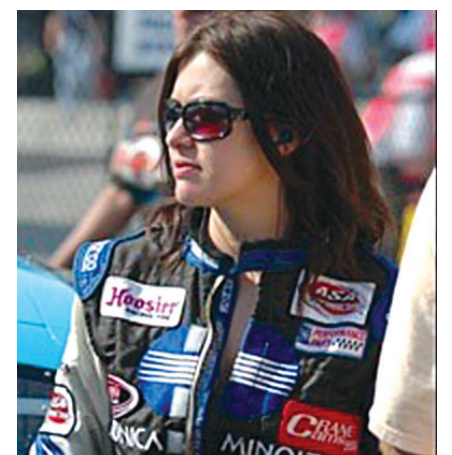
Main Street Power Co. Inc. usually is immersed in large solar-energy projects, but the Boulder-based company went off-road recently when it donated a solar photovoltaic system that was installed on the rooftop of race-car driver Leilani Münter's home in North Carolina.

BCBR EYE

Münter and her husband, Craig Davidson, now charge their Tesla Model S electric vehicle with solar energy produced from the rooftop array. Main Street Power and Münter, an environmental activist and self-described "vegetarian hippie chick," share a mutual commitment to promoting renewable energy and other environmental initiatives.

Münter, all too familiar with the amount of oil used in the racing industry, has participated actively in the greening of NASCAR and other environmental initiatives.

With the solar array provided by Main Street Power, Münter has realized her dream to drive a solar-powered all-electric vehicle "off-track." (See Twitter hashtag #GoodbyeOil).



COURTESY MARC ROY

Main Street Power and race-car driver Leilani Münter expect to collaborate in the future on initiatives that promote their joint commitment to the reduction of electricity and petroleum used in North America.

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Bankers' optimism returns as lending gains momentum

*Federal regulations
redefining strategies*

BY BETH POTTER

bpotter@bcbr.com

BOULDER — The banking business in the Boulder Valley has bounced back, and 2014 looks bright, according to bankers operating in the region.

Commercial and residential real estate lending has picked up – both bread-and-butter businesses of many community banks in the region, according to several bankers. The bankers spoke Feb. 25 at the Boulder County Business Report's CEO Roundtable on Banking held at the offices of Berg Hill Greenleaf & Ruscitti LLP in Boulder.

The bankers' general optimism



follows economic stagnation in the region the last couple of years that was brought on by a national recession that started in 2008.

High Plains Bank is helping drive the resurgence in the residential housing construction market in Northern Colorado. Chris McVay, vice president and Longmont market manager of the Flagler-based bank, said High Plains bankers have "really ramped up on the loan side of things."

In addition, more executives of small companies in the region seem ready to "follow the courage of their convictions" and take out loans to buy new equipment and hire new people, said Blake Peterson, Boulder market president of Citywide Banks, which is based in Denver.

"It's refreshing after the hunker-down of the last couple of years," Peterson said. "People get nervous when they read the headlines of what's going on elsewhere in the world, but

PARTICIPANTS

Tom Chesney, president, Commercial Bank Division, AMG National Trust Bank; Joe Coleman, senior vice president, Colorado market, Chase Business Banking; Mark Driscoll, Colorado market president, First National Bank; Matt Gorr, president, First Western Trust Bank; Sam Inman, market president, Wells Fargo; Brad Lesch, vice president, business banking, First Citizens Bank; Chris McVay, vice president, Longmont market manager, High Plains Bank; Susan Moratelli, community bank president, ANB Bank; Blake Peterson, Boulder president, Citywide Banks; Ceyl Prinster, president/CEO, Colorado Enterprise Fund. Hosts: George Berg, Berg Hill Greenleaf & Ruscitti LLP; Hy Harris, EKS&H LLLP. Moderator: Chris Wood, publisher, Boulder County Business Report.

their businesses are doing well."

More wealthy individual clients also appear interested in pursuing more risk to grow their wealth, said Matt Gorr, president of First Western Trust Bank in Boulder, a wealth-management firm. As the stock market has rebounded, so has the firm's client outlook, he said. First Western Trust manages about \$5 billion in client assets.

But while the economy continues to improve, increased federal regulations and tight margins continue to keep pressure on area bankers, said Mark Driscoll, Colorado market president of First National Bank of Omaha (Nebraska), which has eight branches in Boulder and Broomfield counties.

"It's a challenging time. Our business is good ... but our revenue sources are less robust than they have been in certain areas," Driscoll said.

Tight regulations

Tightened-up, anti-money-laundering regulations are one example of an increased cost for banks and customers of JP Morgan Chase Bank, said Joe Coleman, senior vice president of the Colorado market of Chase's business banking division. Federal rules require banks to gather significantly more information about where a company's money goes and

► See **Bankers, 5A**

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BANKERS from 4A

who it's going to, which costs the bank more money, he said. As a result, Chase is "streamlining" the types of companies it wants to work with, which can have a negative effect on the companies, Coleman said. Chase has 17 branches in Boulder and Broomfield counties.

"Millennials," people born between 1983 and 2000, are expected to have an impact on the housing market, especially apartment housing projects in the region, and baby boomers, people born between 1946 and 1964, are expected to have an impact on future health-care company strategies, bankers said.

Across the country, the "millennial" generation is seen as a demographic of people who want to live closer to where they work and go shopping, but may not be able to afford to buy a home, said Ceyl Prinster, president and chief executive of the nonprofit Colorado Enterprise Fund, a Denver-based nonprofit group that makes loans of up to \$250,000 to small businesses.

General mortgage lending business is increasing, said Sam Inman, Boulder market president of Wells Fargo Bank (NYSE: WFC) which is based in San Francisco, California. But do "millennials" want a traditional white picket fence around a home in a neighborhood, as their parents did? Inman asked, rhetorically.

On the other side of the coin, with so many developers building apart-



DOUG STORUM

Chris McVay, right, vice president and Longmont market manager of Flagler-based High Plains Bank, said High Plains bankers have "really ramped up on the loan side of things." Looking on is Mark Driscoll, Colorado market president of First National Bank.

ment projects along the U.S. 36 corridor between Boulder and Denver to cater to young workers, "is the bubble going to burst?" asked Tom Chesney president of the commercial bank division of AMG National Trust Bank in Boulder, with parent AMG National Corp.

As baby boomers age, more health-care industry services are

being planned to serve them, said Brad Lesch, vice president of business banking for First Citizens Bank & Trust Co.'s Boulder market. The bank is a subsidiary of First Citizens Bancshares Inc. in Raleigh, North Carolina. Provisions of the federal Affordable Care Act also have changed how doctors, dentists, hospitals and other health-care provider companies oper-

ate in the region, he said.

For example, Boulder Community Hospital's new Foothills campus (on the northeast corner of Foothills Parkway and Arapahoe Avenue in Boulder is driving economic activity of doctor offices in the neighborhood, Lesch said. Doctors and dentists oftentimes come to Lesch and other bankers for loan approval on new buildings, he said.

CLIMBING from 3A

"In Boulder, we have a sophisticated community so there were between four and 20 people talking at different times about what they wanted in the climbing wall," Wells said. "CU had done a lot of research so they had a fair budget established - about \$350,000 for the climbing wall and flooring."

Before responding to a request for proposal for the project, Wells said they focused on clarifying CUs expectations.

That included understanding what size groups would be using the climbing wall, what disciplines would be taught using it and what features would help the university meet future needs.

Eldorado Climbing Walls worked with a group of companies in addition to CU on the project. CannonDesign in St. Louis was the architect firm in charge of the entire rec center renovation, Davis Partnership Architects in Denver was CannonDesign's local firm to be available for needs as they arose, and Saunders Construction, also in Denver, served as the contractor for the larger renovation.

As a team, they pulled off a feat that included working with and around one of Colorado's larger natural disasters: the floods of 2013.

"When we finally were able to get onsite there was up to two feet

of water in the space," Wells said. "The dry wall had to be torn out and put back in around - we really had to all work together."

"There are only so many lifts that can go into a space and still be functional."

Adding more crew members and working longer hours helped Eldorado Climbing Walls and the other groups make the deadline.

"Saunders had to release the building to the owners the first of January," Wells added. "We were wrapped up, buttoned up and signed off in time - just before the end of the year."

From contract to final stages of the installation, Eldorado Climbing Walls spent six months on the project.

"We're a turn-key company and do design, fabrication, engineering and installation," Wells said. In addition to college settings, the company's markets include municipalities, military, commercial gyms and high-end residential.

General costs for a climbing wall from Eldorado span a wide range depending on material selection and scope of the project.

Six panels for an average wall runs \$6,000 to \$8,000. Typical collegiate climbing walls range from \$150,000 to \$250,000. Average climbing gym walls ring in at about \$250,000 to \$1 million.



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HPD's reputation based on precision

Hollander built company on strength of turning ideas into precise devices

JOSHUA LINDENSTEIN

jlindenstein@bcbr.com

BOULDER — So a scientist walks into a bar and asks, “Hey, anyone know how to make an adiabatic demagnetization refrigerator cryostat?”

OK, maybe not in a bar, but it's not uncommon for such a scene to play

HIGH-TECH MARKETPLACE

out in the offices at Boulder-based manufacturer High Precision Devices Inc. Often, said scientist would have in tow a hand-scrawled drawing of whatever complex instrument it is he would like constructed.

The sketches adorning walls and desks at High Precision Devices aren't the grade-school artwork of employees' kids. Rather, they're the beginnings of what eventually become, say, an adiabatic demagnetization refrigerator cryostat, or a Josephson

voltage standard cryoprobe, or a laser power meter.

High Precision Devices has carved out a niche in Boulder by more often than not answering the scientist with a “yes.”

High Precision Devices develops and makes scientific instruments — and to a lesser extent parts — for researchers at universities, government laboratories and private companies in a variety of sectors. The privately owned business has been in its same location at 1668 Valtec Lane since president Bill Hollander founded the company in 1993, gradually expanding into more space over the years. But if current growth is any indication, the company might finally have to make a move one of these days.

“If things continue as it's seeming this year, we may well be out of room,” Hollander said recently.

Credit the cryostats, cylindrical cold chambers capable of cooling to a temperature of about three-hun-



JONATHAN CASTNER

High Precision Devices' president Bill Hollander stands next to a cryostat, a cylindrical cold chamber capable of cooling to a temperature of about three-hundredths of a degree Kelvin. The company makes equipment using core technologies of precision mechanics, optics, vacuum and ultra-high vacuum, electronic sensing and control, and cryogenics.

dredths of a degree Kelvin — almost absolute zero, or minus 460 degrees Fahrenheit.

The devices have developed into a full-fledged product line for HPD. The company sold 12 last year, and anticipates about 15 this year. At roughly \$250,000 apiece depending on the model, that would account for about 75 percent of the company's projected record revenue of \$5 million this year.

The cryostats are used for conducting research or creating processes that require such a low temperature. They

can be used for research involving ultra sensitive superconducting detectors. Such detectors can be used for things like nuclear forensics to discern between materials made at a facility in the United States versus a facility in another country.

The cryostats are also used to study quantum computing, a field Hollander said the Army has shown interest in because it can be used for things like breaking codes and, conversely, cryptography or creating unbreakable codes.

► See **Precision, 7A**

Source Management Inc. acquires Citron WorkSpaces in Louisville

Merger will provide resources for office furniture firm to grow

BY JOSHUA LINDENSTEIN

jlindenstein@bcbr.com

LOUISVILLE — Office services provider Source Office and Technology has acquired contract furniture company Citron WorkSpaces LLC in a merger that will make Citron a division of Source yet retain its branding and headquarters in Louisville.

Terms of the deal were not disclosed, though Citron's founder Kathey Pear said she has a seven-year contract to remain as president of Citron.

Citron, founded in 2004, buys, sells and rents office furniture to businesses, and provides workplace design services.

Golden-based Source, officially Source Management Inc., provides a wide array of services, from providing office products and copiers to commercial printing to office coffee service. Source has locations in Colorado, Georgia and Wyoming, including one in Boulder according to its website.

Citron employs 22 people at its home in the Colorado Technology Center, and Pear said the merger likely will mean the addition of employees as the company eyes ramping up from a \$10 million a year company to \$20 million in annual sales over the next couple of years.

“This gives us resources that we didn't have before,” Pear said.

Pear said Citron is in the process of opening a satellite office at 3001 Brighton Blvd. in Denver. She said the company's headquarters will remain in Louisville at least for the short term. The company's lease at 197 S. 104th St. runs through October 2015.

“But that may switch,” Pear said. “Ultimately, we'll have a larger presence in Denver than we do now.”

Source, Pear said, projects about \$40 million in revenue this year including Citron's sales.

“Merging with Citron supports our goal of offering the broadest and highest quality business products and services in the B to B market,” Source's president Ken Larson said. “We anticipate Source's long-term growth goal of \$100 million (in revenue) will be accomplished through a combination of organic growth and acquisition.”

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Boulder's wellness program improving health

About 1,000 employees involved in the city of Boulder's wellness program have had lower blood pressure and positive overall health scores over the last several months.

About 75 percent of Boulder's 1,258 full-time employees participate in the program, said Jennifer Wray, a city spokeswoman. About 10 percent of participating employees received a "good" or "excellent" health score when they had basic health tests done that included blood tests, blood pressure tests, and height and weight measurements, she said.

In general, the city's wellness program includes things like "walking meetings," in which colleagues are encouraged to conduct business while on walks during work time, and incentives to eat healthy foods.

"Even though walking and health programs have been around for a few years, maybe we're getting better participation," Wray said. "We have seen a reduction in high blood pressure and an increase in improved nutrition, but we don't have an answer as to why."

For its emphasis on employee wellness, the city of Boulder has received the highest recognition available from the American Heart

Association as a 2014 Fit-Friendly Worksite. The city increased healthy-eating options at work and offered physical-activity support, among other metrics used



MEDICAL FILE

Beth Potter

to achieve the recognition, according to the American Heart Association.

Nationally, strong employee-wellness programs are shown to make employees happier and healthier, which makes them tend to come to work more often, said Patrick von Keyserling, the city's communications director. The city has not collected any specific insurance data yet that would indicate a specific return on investment for the healthier work population, he said.

Wound therapy

Did you know that Boulder Community Hospital has a wound-healing center?

Wounds that won't heal are a more common issue than you might think. Patients with diabetic ulcers, infections, even road rash, often have issues with wounds that end up

requiring a doctor's intervention.

Doctors and nurses at the wound-healing center can help. The center is located across the street from Boulder Community Hospital's Broadway campus at 1136 Alpine Ave., Suite 225.

If you have a wound that hasn't started healing after two weeks, check out the services at the wound-healing center, which include:

- debridement – a minor procedure that removes dead tissue from around the wound, which can prevent infection and help healthy tissue grow.
- MIST therapy – a painless ultrasound treatment that stimulates cell growth.
- negative pressure wound therapy – a treatment that promotes healing by increasing blood flow to the wound area.
- synthetic tissue grafts – a treatment that supports tissue regeneration by helping to restore blood flow to the wound area.
- compression therapy – a treatment that decreases swelling and promotes the growth of healthy tissue.

Health-exchange update

Uninsured Coloradans continue to sign up for health insurance

through the state's Connect for Health Colorado online insurance exchange.

Colorado is one of 17 states running its own online insurance exchange, which is a "carrot" to encourage uninsured people to buy health insurance. People who do not have health insurance will face a "stick" – a penalty on their tax returns. The online exchanges were created as part of the implementation of the national Affordable Care Act, which was signed into law in 2010.

Boulder County is No. 4 of the 63 counties in the state in terms of Connect for Health sign-ups so far, with 6,797 sign-ups. Denver County has had 9,391 people sign up for health insurance on the Connect for Health service; Arapahoe County had 7,630 people sign up, and Jefferson County had 7,361 people sign up.

So far, 68,331 Coloradans have signed up for health insurance through Connect for Health Colorado. Before the new law went into effect, officials estimated that about 150,000 Colorado residents did not have health insurance.

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

PRECISION from 6A

Although other companies make cryostats, HPD developed its first for a scientist at the National Institute of Standards and Technology in Boulder. As other organizations requested their own versions to meet their needs, HPD has added those to its product line, which now includes seven different models.

HPD is building cryostats for Harvard University, NASA and the Argonne National Laboratory. Once parts are machined, each cryostat takes about a month to assemble.

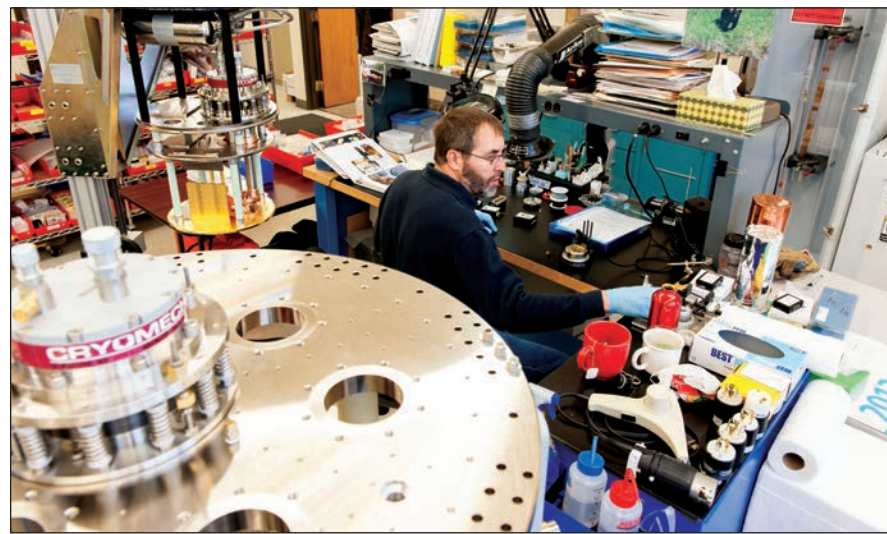
"They really mastered the technology, and it's grown into a product line for them where they've made a lot of improvements and a lot of options," said Joel Ullum, a NIST scientist.

Charlie Burroughs, an electronics engineer at NIST, has worked with HPD for about 15 years on various devices, including the Josephson voltage standard probes, for which NIST makes a chip that attaches to the end and allows users to calibrate devices like volt meters.

"They make fully assembled things so that when it gets here a lot of thought has been put into making it so it's likely to work immediately," Burroughs said.

To be sure, HPD's capabilities go far beyond cryostats. The company's core technologies include precision mechanics, optics, vacuum and ultra-high vacuum, electronic sensing and control, and cryogenics.

"We're doing these particular tech-



JONATHAN CASTNER

Technical specialist Hans Bickling works in the cryogenic laboratory at High Precision Devices in Boulder.

nologies and the integration of those," Hollander said. "That's kind of our sweet spot."

Sometimes a researcher or company will need a single device. Other times, they'll need a small batch or contract with HPD to manufacture higher quantities of a device. Often a research lab might have the capability of making the device it desires but not necessarily the ability to manufacture multiple units that all work exactly the same.

Achieving that type of precision is more difficult than many people imagine, Hollander said. And it's particularly important when you're designing devices for places like the

National Oceanic and Atmospheric Administration to use to measure atmospheric carbon dioxide levels in its modeling of climate change.

"They have to be confident that what we're giving them has been done in such a way that it doesn't influence the readings," Hollander said.

Hollander, 62, grew up in Oakland, California and attended the University of Oregon for a year before leaving school and moving to Colorado at the age of 19. He worked as a mechanic and photographer before spending about 12 years as an instrument maker at the JILA research institute on the University of Colorado-Boulder campus.

He left JILA in 1990 to start Axis Instruments to commercialize a gravity meter he had helped develop at JILA. When that company failed three years later, he started HPD with the notion that not many research facilities had their own quality instrument and electronics shop like JILA did to build the devices needed to conduct its research.

With a co-signed line of credit and a few thousand dollars of his own, Hollander launched HPD with himself and one machinist. The company now has about 20 employees, with the expectation of adding six more this year.

HPD has ramped up marketing efforts recently to increase business in the private sector. But about 75 percent of HPD's revenue still comes from the government and university sectors. HPD has won Small Business Innovation Research grants in recent years through NIST, the Army and the National Institute of Health.

One of the most recent awards came in working with a professor at the University of California-Berkeley, who is developing a low field magnetic resonance imaging machine that might someday be capable of confirming whether a patient has prostate or breast cancer without doing an invasive biopsy.

"That's very exciting because it has some significant commercial potential, and it has some significant societal health value for a lot of people," Hollander said.

Advertising Feature

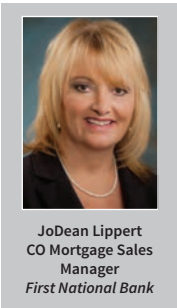
THOUGHT LEADERS

BUSINESS ANSWERS TO PRESSING B2B MATTERS

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Mortgage rates are slowly trending upwards. However, it's important to remember that rates are still historically low. A true mortgage professional will review your lifestyle and budget and suggest flexible financing solutions that – when combined with a solid rate, will appeal to you. Look for someone local who understands the market and can react quickly to your needs. Then when you are ready, you'll be able to make an offer on a house rather quickly while securing the best possible rate.



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BUSINESS LAW

“I created some awesome technology and need to hire people to grow – how do I protect it and still get the help I need?”

There is often a balancing act between sharing and protecting in a technology company. The first step is to identify the appropriate protection (such as patent, trademark, copyright, or trade secrets). When you hire someone or bring on another founder, you will want everyone to enter into Proprietary Information and Invention Assignment Agreements (or similar agreement). These agreements require that the employee, contractor, or founder keep your secrets, secret, and that your company owns any developments. These agreements usually contain other important provisions like non-solicitation and non-competition. Many of the legal rules around these issues are complex, so it is best to consult with your company's counsel to make sure your agreements comply with the law and protect you. Ultimately, a contract is only as good as the person who signs it, but these agreements done correctly go a long way in protection and enforcement of your IP rights.



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COMMUNITY

“How Can Businesses Make A Stronger Impact in Our Community?”

According to a study by Cone Communications and Echo Research more than 90 percent of shoppers are likely to switch to brands that support a good cause, given similar price and quality. One way for a business to put CSR (Corporate Social Responsibility) into practice is to identify values that are important to the business's managers, employees and customers. Is it helping the environment? Children? Ending poverty? Once top interests are identified, start reviewing the various nonprofit groups that best reflect your values. A good way to become familiar with your new charity is volunteering, sponsoring or attending one of their events or meeting with the nonprofit's leadership. Business owners have mentioned to me that they are confused regarding how and where to direct their community giving efforts, therefore, they keep putting it off. I tell them, “Go ahead and get started. You'll learn a lot and will enjoy the ride.” Realities for Children allows businesses to support multiple charities and help serve the community, to learn more give us a call!



ERIC SCHULZ
Executive Director



ERIC SCHULZ
Executive Director
Realities for Children Boulder County
720-420-9780
www.rfcbc.org.

ECONOWATCH Economic Forecast Breakfast

A critical mid-year update of local, regional and state economic conditions.



Omni Interlocken Resort

July 29th, 2014 7:30 –9:30 am

Boulder Valley business owners, managers and executives demand information to run their businesses, and no information is more important than economic data.

Econowatch 2014 will provide a critical mid-year update of local, regional and state economic conditions at a breakfast session that is anticipated to include presentations in the following areas:

- Banking
- Construction
- Health Care
- High tech

- Natural & Organic
- Outdoor Industry
- Real Estate

BOULDER COUNTY
**BUSINESS
REPORT**

For more information, please contact
Kevin Loewen at kloewen@bcbr.com
or 303-630-1945

AVIATION

10A | Aircraft Companies

Connected in THIN AIR

Aircell in Broomfield provides Wi-Fi onboard private business aircraft

BY BETH POTTER
bpotter@bcbr.com

BROOMFIELD – When businessmen charter a corporate jet they expect to have the Wi-Fi and cellphone calling capability that is available on a commercial flight.

Many business executives refuse to fly on charter jets that don't have Wi-Fi and cellphone capability, according to John Wade, executive vice president and general manager of Aircell Business Aviation Services LLC in Broomfield.

"The reason people fly business aircraft is for the time efficiency, and for a business executive to be cut off from the Internet, is almost an anathema," Wade said. "I think it has reached the tipping point. It's as important on a business aircraft as the seats and the lavatory."

Wade believes Aircell is poised to help. Aircell's most popular product is Gogo Biz – an Internet connectivity system that works by linking wirelessly with cellphone towers on the ground. Aircell has installed more than 2,000 of the systems on business planes. The com-

pany, and parent Gogo Inc. in Itasca, Illinois, rolled out a cellphone talk and text service in 2013.

Wade's sales pitch to charter jet owners and others: An owner faces a potential loss of \$300,000 to \$500,000 in revenue per year, if a jet can't be rented out because it doesn't have broadband capability.

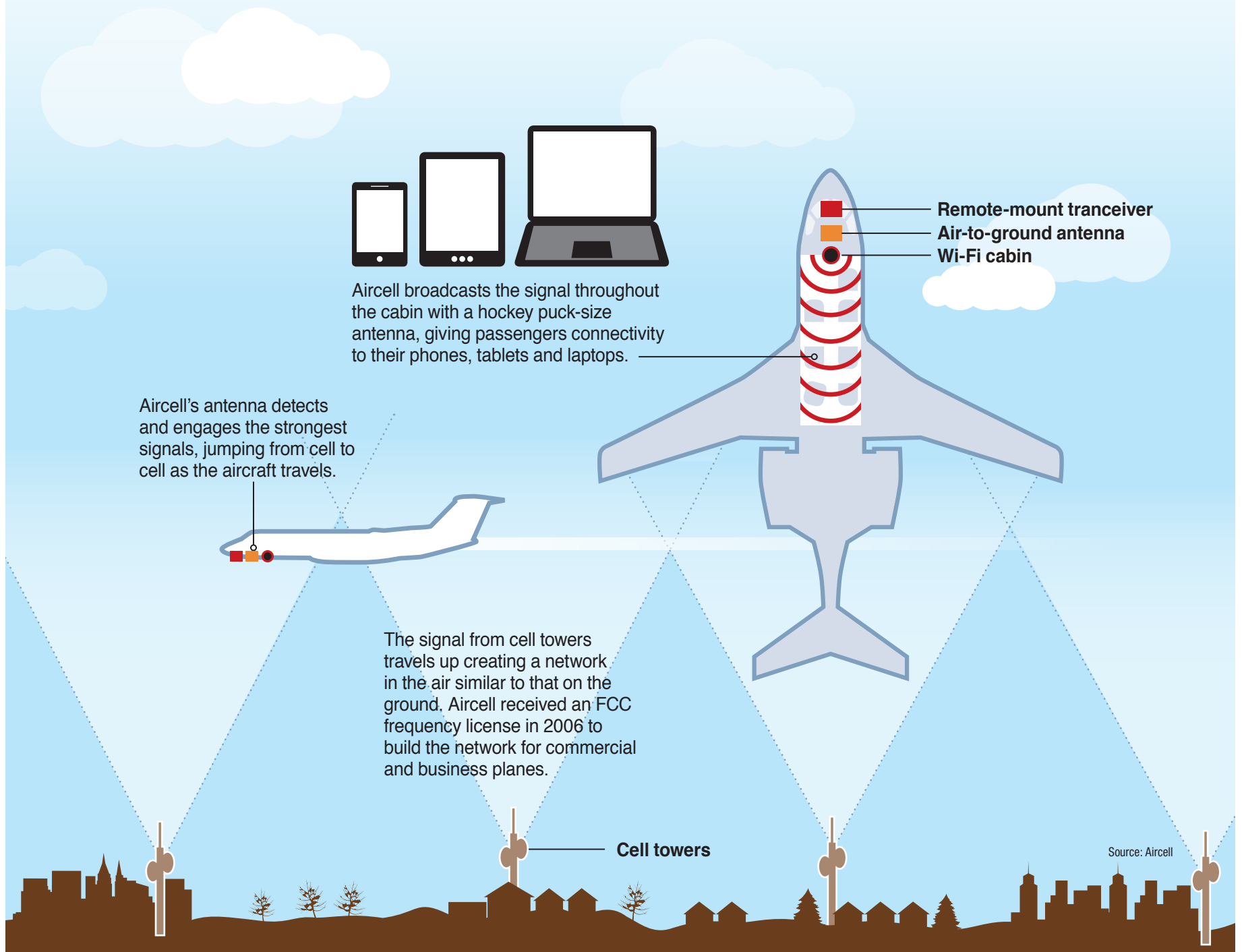
The revenue estimate comes from an hourly rental rate of \$4,000 to \$8,000 per hour multiplied by the potential number of hours a charter jet might fly on an annual basis, Wade said.

Aircell's equipment box and two hockey puck-size antennas sell for \$60,000 to \$100,000, with customers paying an additional sum to have the system installed. With Wade's potential loss calculations, the Aircell system pays for itself in less than a year, he said.

Large market to tap

Only about 6,000 business jets – about one-third of the 18,000 business jets registered in the United States – have broadband

➤ See **Aircell, 10A**



BUSINESS REPORT LIST AIRCRAFT COMPANIES: CHARTER, LEASING AND FLIGHT SCHOOLS

(Ranked by number of aircraft in Boulder and Broomfield counties.)

RANK	Company	No. of aircraft Type of aircraft	Products/Services	Phone Website	Person in charge Title
1	PILATUS BUSINESS AIRCRAFT LTD. 11755 Airport Way Broomfield, CO 80021	1,300 Single engine turboprop	Completion and distribution of Swiss-engineered and manufactured single-engine turboprop nine-passenger aircraft; custom aeronautics installations.	303-465-9099 www.pilatus-aircraft.com	Thomas Bosshard CEO
2	MOUNTAIN AVIATION INC. 9656 Metro Airport Ave. Broomfield, CO 80021-2512	20 Business jets and turbo props.	Heavy jet, medium jet, light jet, turbo prop. Complete aircraft management services including professional pilot crews, air charter and maintenance. Light- and medium-size business jets and turboprop	303-466-3506 www.mountainaviation.com	Rich Bjelkevig CEO
3	MCAIR AVIATION LLC 11945 Airport Way Broomfield, CO 80021	12 Cessna; 172, 162, 182, Arrow and Seminole	Cessna pilot-training center. Certified FAA testing center.	303-466-8730 www.mcairaviation.com	John Wiltsang Gary Hulme owners
4	MESINGER JET SALES 3025 47th St., Suite D2 Boulder, CO 80301	10 Business Jets	Corporate aircraft brokerage, including sales, acquisition and consulting.	303-444-6766 www.jetsales.com	Jay Mesinger CEO/president
5	MILE HIGH GLIDING 5534 Independence Road Boulder, CO 80301	9 Sailplanes and trainers: Schweitzer, Grob, Duo-Discus; Tow Planes; Pawnee; Super Club	Sail plane rides with FAA-certified pilots. Lesson packages available.	303-527-1122 www.milehighgliding.com	Dave Campbell owner
6	JOURNEYS AVIATION BOULDER LLC 3335 Airport Road, Suite A Boulder, CO 80301	7 Single- and multiengine aircraft from Cessna, Piper and Diamond.	An FBO with a flight training center and aircraft rental service. Hangar and tie down space available. Fully stocked pilot shop.	303-449-4210 www.journeysaviation.com	Tracey Spence manager, owner
7	WESTERN AIR FLIGHT ACADEMY 11915 Airport Way, Suite 4 Broomfield, CO 80021	6 Cirrus, Cessna, Citabria	Cirrus, Cessna, Citabria, professional flight instruction and aircraft charter (Western Skies).	303-466-6998 www.flywafa.com	Howard McCloure general manager Jackie Burant chief instructor
8	WESTERN AVIATORS 229 Airport Road, Hangar 9 Longmont, CO 80501	5 Merlin, Piper	24-hour aircraft charter; piston and turbine aircraft. Aircraft sales and management. Air ambulance services, hazmat authorized.	303-776-2733 www.westernaviators.com	Rick Fowler president
9	LIFE CYCLE BALLOON ADVENTURES LTD. P.O. Box 17123 Boulder, CO 80308	2 Hot-air balloons	Hot-air balloon rides. Balloon flights daily, year-round in Boulder area. Flight instruction, balloon repair and balloon sales.	303-216-1990 www.lifecycleballoons.com	Michael Giametti president
10	RIDGELINE AVIATION INC. 637 S. Broadway, B126 Boulder, CO 80305	2 Robinson R44, Robinson R66	Helicopter and airplane charter, aerial survey, tours, photography and film platforms. Remote area support.	303-335-0475 www.flyridgeline.com	Stephen Richards president

Researched by Mariah Tauer

N/A: Not available.

Source: Business Report Survey

AIRCELL from 9A

connectivity installed, Wade said. That means the sky's the limit for Aircell's growth in the next several years, he said. The cellphone talk and text service costs about \$10,000 to install on a private plane, he said.

"We're in the early days. At some point, the vast majority of business aircraft will have connectivity on board," Wade said. "We have a long way to grow."

Aircell, with 200 employees in Broomfield, is the business aviation division of Gogo Inc. (Nasdaq: GOGO), a company focused on selling inflight Internet and phone connectivity equipment for commercial jets. Aircell's revenue was up 42 percent at \$34.8 million for the quarter ended Sept. 30, because of a 37 percent increase in equipment revenue and a 51 percent increase in service revenue, according to a Gogo earnings statement.

Gogo Biz system hardware is made by Honeywell in New Jersey and shipped to Broomfield, where subcontract manufacturers do additional work on the product, Wade said, without giving specifics. It then goes through quality testing before being boxed up and sent to customers. Aircell received an exclusive FCC frequency license in 2006 to build the mobile broad-



COURTESY AIRCELL BUSINESS AVIATION SERVICES LLC

John Wade, executive vice president and general manager of Aircell Business Aviation Services LLC in Broomfield, said having Internet and cellphone access on a business aircraft is as important as seats and the lavatory.

band network for commercial and business planes.

The company has more than 200 ground-based towers in the United States, including Alaska, and soon will have service in parts of Canada, according to Tom Myers, a company spokesman. Gogo owns some of the towers and leases the rest.

Competition in wings

Parent company Gogo Inc. competes with some other companies in the commercial space, according to industry watchers. For example, Global Eagle Entertainment in Westlake, California, through subsidiary Row 44, sells a satellite-based system that Southwest Airlines uses for Internet connectivity.

Gogo and Aircell also have a satellite-based system, available for sale, but it hasn't been as popular as the ground-to-air system, Wade said.

Global Eagle Entertainment spokeswoman Karin Pellmann said she wasn't aware of any direct competition for Aircell's proprietary ground-to-air system, however.

"It's such a young industry to begin with. There's a lot of opportunity in the market," Pellmann said.

Overall, Gogo Inc. is forecasting revenue between \$395 million and \$415 million for 2014, a 49 percent increase over 2013. Specific growth forecasts have not been announced for Aircell, although the company is growing rapidly, Wade said.

Because of the growth, Aircell plans to move into new digs in the Interlocken Advanced Technology Park sometime in the next two years. The company is expected to be the first tenant in the unoccupied EOS building in the Interlocken business park, taking 112,300 square feet of the 186,000-square-foot building.

City of Broomfield officials recently approved a \$222,062 tax-incentive package that requires Aircell to have more than 150 employees. Gogo has more than 600 employees in total in Broomfield, Illinois and London.

H-1B visas help expand tech workforce

When companies have difficulty filling specialized positions, applying for an H-1B visa to temporarily employ a highly skilled foreign professional is a smart and practical solution.

The visa, created in 1952, allows a foreign worker who has theoretical or technical



GUEST OPINION

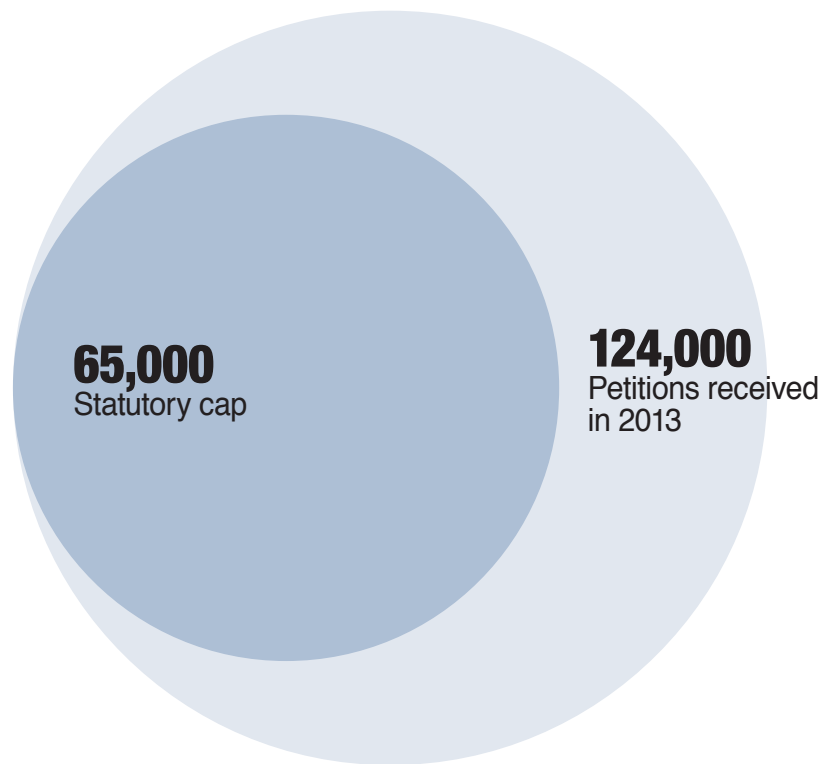
Brad Hendrick

expertise in specialized fields like math, engineering, medicine and computer programming to work for a U.S. employer for up to six years (the visa is good for three years, but can be extended once).

Often, companies petition for the visa when hiring new professionals, to retain recent graduates working on optional practical training (an employment opportunity for foreign students completing their bachelor's or graduate degree in the U.S. to work in their field of study) or to bring in professional workers from overseas.

Applications for the visa will open April 1 for positions slated to begin Oct. 1.

The U.S. government allocates only 65,000 H-1B visas each year — as well as an additional 20,000 to individuals with an advanced degree from a U.S. university. The visas have proven to be very popular. Last year, the U.S. Citizenship and Immigration Services office received about 124,000 H-1B petitions, reaching the statutory cap of 65,000 within the first week of the filing period. When this happens, all petitions are placed into a random lottery, with some being



High demand

The U.S. government allocates 65,000 H-1B visas each year. In 2013, the U.S. Citizenship and Immigration Services office received about 124,000 H-1B petitions, reaching the statutory cap of 65,000 within a week.

accepted for processing and others being returned without being considered.

It's imperative that petitions are prepared in advance of the April opening and that they are properly filed. Along with a complete and accurate I-129 form, a labor condition application, evidence of the worker's education credentials and a duplicate copy of the petition must be filed. Because of the technical nature of the petitions, it's wise to consult an immigration law professional to make sure the petition is accurate and complete, so as not to risk rejection.

While nationally, large companies like Infosys Technologies,

Cognizant and Microsoft lead in the number of petitions filed, local organizations such as University Corporation for Atmospheric Research, Webroot Software Inc. and Tech-X Corp. have used the visa to hire specialized employees.

Individually, however, those local companies don't come close to the number of petitions filed by the University of Colorado. Universities are well-known for employing H-1B workers and typically make up a good percentage of the nation's top users of the visa.

Importantly, though, there are no restrictions as to the size of a company that sponsors an H-1B. While typically large employers

apply for many H-1B visas, small companies and startups wisely use the visa to apply for foreign professionals as well.

For companies, the benefits of H-1B workers are numerous—it's no secret that highly and very technically skilled employees support innovation, improve efficiency and generate revenue. Reports have also shown that foreign students constitute more than half of the students in U.S. graduate programs in the STEM fields—science, technology, engineering and mathematics. The H-1B visa allows employers to tap into that market.

The H-1B visa is attractive to foreign workers as it's allowable for both full- and part-time positions and does not require that H-1B workers maintain a foreign residence. The H-1B worker's spouse and minor children may also accompany the worker by obtaining H-4 visa status, and the worker can apply for permanent residency while simultaneously holding the visa.

Though an H-1B visa is employer specific, workers may also hold H-1B visas for multiple employers simultaneously, and the H-1B program requires that workers are paid the "prevailing wage" for their work.

While the H-1B program is advantageous to both employers and foreign workers, it's important the process is done with care and started early.

Brad Hendrick leads Caplan and Earnest LLC's immigration law team, which focuses on immigration and employer compliance and planning, including assisting public and private organizations with visas and permanent residence for employees. He may be reached at 303-443-8010 or bhendrick@celaw.com.

Study reveals drive times to work

BY BETH POTTER

bpotter@bcbcr.com

LONGMONT — Residents in Longmont have the quickest average commute time to work of any along the Front Range, at 21.9 minutes per trip, according to a study commissioned by the city of Longmont and the Longmont Area Economic Council.

Overall, Boulder County residents have an average 22.4-minute commute time to work, Fort Collins-area residents have a 22.8-minute commute time, and Denver metro area residents have a 26.9-minute commute.

Across the United States, the average commute time is 25.7 minutes, according to the study.

Every weekday, 27,700 Longmont residents leave the city for

work, and 19,600 workers come into the city from somewhere else.

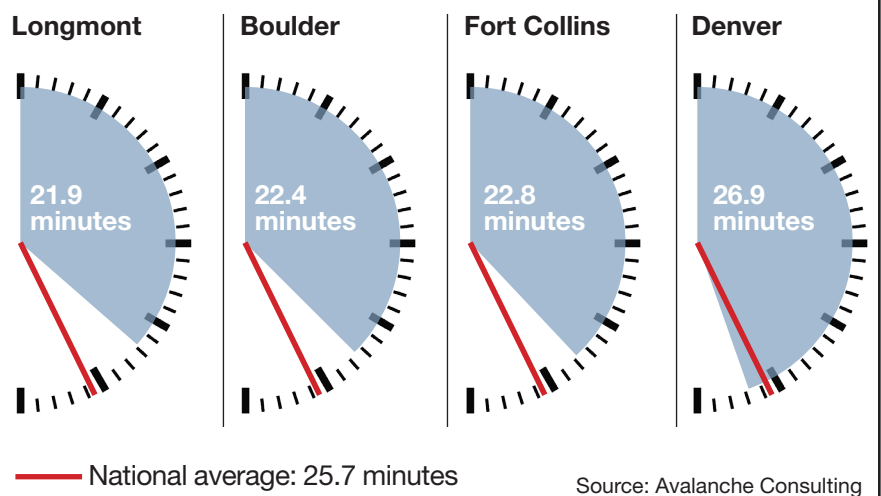
The Longmont residents' top three work destinations are Boulder, Denver and Broomfield. The outside workers hail most commonly from Loveland, Boulder and Denver, according to the Longmont Target Industry Analysis, which used 2011 data from the U.S. Census Bureau.

Avalanche Consulting in Austin, Texas, was hired by city officials and the Longmont Area Economic Council to gather commuter information as part of a \$75,000 consulting contract to create an overall economic development strategy for the city. The Longmont Area Economic Council is a public-private partnership group that receives about 50 percent of its budget from the city.

A final economic development

Average commute times

Longmont city officials and the Longmont Area Economic Council commissioned the study as part of an economic development plan.



Source: Avalanche Consulting

BCBR

strategy report — which will offer recommendations about ways to stimulate Longmont's economy

— is expected to be finished in late spring, said Amy Holloway, president of Avalanche Consulting.

ECONOMIC DEVELOPMENT

13A | LAEC, Longmont consolidating

14A | Economic-Development Organizations

Program geared to help firms grow

State's pilot program provides tools to help small businesses find markets, customers

BY BETH POTTER
bpotter@bcbr.com

If you want to understand the changing face of economic development in Boulder County, look no further than Stratom Inc., an engineering company in Boulder that's developing a robotic vehicle.

Stratom has received a \$1.7 million contract from the U.S. Air Force and a separate \$750,000 contract with the U.S. Marine Corps to develop an unmanned, robotic vehicle that can load cargo from a warehouse onto an aircraft or a ship, said Mark Gordon, company president.

In the future, Stratom wants to win commercial contracts from companies that want to buy the vehicle, Gordon said.

That's where Sharon King comes in. King, executive director of the Boulder Small Business Development Center, is heading up a new, \$400,000, three-year, state-funded pilot program that's designed to help 20 established companies in Colorado grow bigger. She'll continue in her current job as well.

The state program — SBDC Advanced — gives companies the tools to find potential new customers and markets quickly, with resources such as national geographical information system, or GIS, mapping and business database information, King said. The program comes under the umbrella of the Colorado SBDC Network in Denver, which has a \$3.5 million annual budget made up of state and federal funds.

Gordon said he needs the market research and database help,

since he has a "high-level" idea of what Stratom's potential customer base could be, but no details. Distribution centers such as those operated by Walmart, and factory warehouses are potential customers for Stratom in the future, Gordon believes.

"We have a lot of research to do," Gordon said. "I want to do a deep dive into what the market is."

Companies chosen to participate in the SBDC program in the next three years will each pay a \$750 fee, which will pay for the database subscription information, King said. Companies must be between six and 99 employees and annual revenue between \$500,000 and \$50 million. Stratom has 25 employees and annual revenue of \$3 million to \$4 million, Gordon said.

The idea of the new program is to give mid-level companies a boost,

King said.

"What we're trying to do is help these businesses create more jobs, and grow faster," King said.

Because the program is so new, the companies chosen to participate in the first round have not been formally announced. But any Colorado company can apply to the program if it meets the employee and revenue parameters, said Kelly Manning, director of the Colorado SBDC Network.

Manning expects a wide variety of applicants, from high-technology companies to service-industry business such as restaurants, car dealerships and health-care companies.

Companies can apply to the SBDC Advanced program at the state Office of Economic Development and International Trade at www.coloradosbdc.org/consulting/sbdcadvanced.

Many of the companies eligible to apply for the new program are likely to be ones that graduate from the Colorado Emerging Ven-



Sharon King, executive director of the Boulder Small Business Development Center, is heading up a \$400,000, three-year, state-funded pilot program that's designed to help 20 established companies in Colorado grow bigger.



Mark Gordon, president of Boulder-based Stratom Inc., is looking for help to research the commercial market for potential customers of his company's robotic vehicle.



Kelly Manning, director of the Colorado SBDC Network, expects a wide variety of applicants for the state's program to help companies find new customers.

tures program, an SBDC program designed to help startup companies with high-growth potential, King said. The Emerging Ventures program this year received a \$30,000 grant from the JPMorgan Chase Foundation to put on programming for such companies, including a monthly breakfast series in Boulder County, King said.

Boulder SBDC workers were busy before taking on the new program work, King said. They

worked with 530 companies last year. SBDC workers consulted with client companies for 1,500 hours in 2013. They also put on 53 workshops for 750 attendees, King said.

Client companies created 185 jobs in 2013. Those same companies had increased sales of \$4.7 million in 2013 from the year before, King said. About \$1.8 million in contracts were awarded to the companies.

LAEC, Longmont negotiate consolidation

Funding key in bringing economic development efforts under one roof

BY BETH POTTER

bpotter@bcbr.com

LONGMONT—The goal: Consolidate city of Longmont and Longmont Area Economic Council economic development efforts to save money and be more efficient.

How to get there: Negotiate, negotiate, negotiate.

Representatives from the city and from the LAEC are still “in the early days” of figuring out how to move city programs on small-business economic development and entrepreneurship over to the LAEC, said Shawn Lewis, Longmont’s assistant city manager. The LAEC is a public-private partnership that currently receives about half of its funding from the city – \$180,000 this year – with the rest coming from private companies. The LAEC primarily has been focused on recruiting and retaining primary employers — those whose goods are

sold outside the city’s limits and generate higher-paying jobs, while the city’s programs have been geared toward helping smaller local businesses, especially retailers.

Funding is the most important part of negotiations, Lewis said. City funds to LAEC are expected to increase



Bade

in the future to give the group more resources to work with small businesses, Lewis said. To date, the LAEC has worked only with “primary employers,” or companies that sell their goods and services outside of the community.

Longmont has used state and federal grants to pay for various small-business economic-development programs, Lewis said. Those programs are slated to continue at the same rate that they have been in the past, he said. In the future, LAEC may take over marketing and processing applications from companies looking to be involved in

those programs, and the city would be a “bank” for government funds, he said.

“Our first and foremost goal is to make sure LAEC is adequately resourced to take on the programs that the city has been doing,” Lewis said.

At the same time, LAEC’s private-sector funding is “a tremendous strength” that needs to be supported, Lewis said.

Member companies such as Amgen Colorado pay fees to be involved in the group, said Andy Bade, chairman of the LAEC’s board of directors and executive director of business services at Amgen Colorado, which consists of the company’s operations in Boulder and Longmont. Individuals, small companies and large companies all pay different rates to belong to the group, he said.

Funding also is an important negotiation point to LAEC members.

“For more responsibilities, there would be a need for additional funding,” Bade said.

What happens to economic-development employees who work for the city of Longmont in the future also is part of the negotiation, Lewis said. Some city staff could “transition”

to LAEC as part of a new contract, Lewis said. Or their jobs may be eliminated and they could apply for jobs at LAEC, he said. Brad Power, the city’s economic development director, has declined to comment, as has Doug Bene, who works with the city’s “economic gardening” program.

“We haven’t finalized what that (staffing) will look like. It most likely would be part of the contract negotiations,” Lewis said.

All in all, there’s no “show-stopper” in negotiations so far, but many details remain to be worked out, Bade said.

Timing appears to be the third leg of the negotiation stool – the LAEC put its search for a new leader on hold. Former president John Cody left to be the director of economic development for the city of Thornton in August. A search committee had narrowed the candidate field to three, before it began consolidation negotiations.

A final contract between the city and LAEC could be done in the next couple of weeks, but city council approval could take an additional month, Lewis said.

LAEC wants to “get it worked out as soon as we can,” Bade said.

BRAND from 1A

NDBP are still being refined. The organization has spent much of the last 12 months building membership and obtaining feedback from members on what they’d like to see.

But the tasks of the NDBP will include assisting the growth of the area’s key industries, doing policy advocacy at the state and local levels, providing networking opportunities and educational events, and building an all-encompassing business brand for the region that organizers say doesn’t exist.

“It’s going to take time to build an identifiable brand for this region,” NDBP president and chief executive Mike Kosdrosky said, noting the complexity of doing so in an area with a dozen or so communities. “What that is yet remains to be seen.”

Kosdrosky was promoted to lead the Broomfield Economic Development Corp. in January of last year and was charged with heading the transition to a regional organization. In 2010, the city of Broomfield opted to hire its own economic development director and cut its funding to the BEDC from \$246,000 per year to \$100,000. The city and BEDC continued to work together even after the shift, but in March of last year, the BEDC announced a name change and a shift to a regional focus.

The NDBP recently co-hosted a training event for economic developers with the state of Colorado’s economic development office. The goal, Kosdrosky said, is to host a major event each quarter plus smaller

Northwest Denver Business Partnership service area

The NDBP’s borders are roughly Interstate 70 to the south, Interstate 25 to the east, the Larimer County line to the north and the mountains to the west.



educational events. The next big one is March 20 at Exempla Good Samaritan Medical Center in Lafayette, with SCL Health System president Michael Slubowski giving a keynote address on health care.

While many of the major NDBP partners so far are Broomfield-centric given the organization’s former focus, Kosdrosky said there will continue to be significant energy put into expanding membership over the next 12 months. Currently the NDBP’s only paid employee, he said he anticipates

adding staff this year.

Kosdrosky and NDBP chairman Dave Marusiak of Wells Fargo Bank said the organization is still working on a budget going forward. But the NDBP is not seeking public funds, and is funded entirely by membership dues, with a little boost from hosting events. Memberships range from \$500 to \$10,000 per year.

“We support an organization like this because the better off our business alignment is in our region, the more opportunity not only for the bank but for our customers and in our communities,” Marusiak said of Wells Fargo.

Kosdrosky said there are too many organizations operating with hard boundaries, and that an overarching organization like his can help market the assets of the area as a whole without favoring specific communities. Larger organizations such as the state economic development office and the Metro Denver Economic Development Corp. are strong, he said, but naturally can’t be everything to everyone.

The NDBP’s borders are roughly Interstate 70 to the south, Interstate 25 to the east, the Larimer County line to the north and the mountains to the west. Board member David Hamm, chief executive of Exempla Good Samaritan Medical Center in Lafayette, said a regional approach is important for a business like his because it draws patients and employees from a wide area.

“In the past, I think we’ve had

municipalities that have had strong efforts,” Hamm said. “But they’re also governed by their municipal boundaries. But I think what we’ve seen is businesses cross municipal boundaries. I think it’s trying to create a collaboration that’s serving the collective, not just the individual.”

One of the concerns of area economic-development groups when the NDBP first announced its plans for a regional approach last year was that there could be an overlap of services between the NDBP and local organizations, as well as with the larger state organizations. Kosdrosky said his organization will work with those organizations to attract employers but won’t duplicate services, though it remains to be seen how such partnerships will take shape, given the NDBP’s initial focus on building business membership.

Broomfield’s economic-development director, Bo Martinez, said he worked closely with the NDBP as it transitioned into a regional entity. While his office isn’t providing any funding to the NDBP, he said he’s supportive should opportunities arise to work together on regional marketing down the road.

Louisville economic-development director Aaron DeJong said he hasn’t worked with the NDBP on any projects yet, but does see some value in what the organization could bring.

“What I see as a benefit is having a consortium of businesses to speak to business issues in all of our communities,” DeJong said.

BUSINESS REPORT LIST ECONOMIC-DEVELOPMENT ORGANIZATIONS

(Organizations in Boulder and Broomfield counties ranked by operating budget.)

RANK	Organization	Phone Fax Website	Operating budget Public funding received Percent public financing	Services	Person in charge Title Year founded
1	CITY OF LAFAYETTE 1290 S. Public Road Lafayette, CO 80026	303-665-5588 303-665-2153 www.cityoflafayette.com	\$50,424,565	Economic development.	Phillip Patterson community development director 1878
2	CITY OF LONGMONT DEPT. OF ECONOMIC DEVELOPMENT 385 Kimbark St. Longmont, CO 80501	303-651-8330 www.ci.longmont.co.us	\$3,200,000	Coordinates development services, planning, redevelopment, economic development and municipal airport functions.	Brad Power director
3	LONGMONT AREA ECONOMIC COUNCIL 528 Main St. Longmont, CO 80501	303-651-0128 303-682-5446 www.longmont.org	\$425,000	Provide expansion and relocation assistance to primary employers; economic services for Longmont area.	Wendi Nafziger interim president 1981
4	BOULDER ECONOMIC COUNCIL 2440 Pearl St. Boulder, CO 80302	303-442-1044 303-938-8837 www.bouldereconomiccouncil.org	\$400,000	Actively works to grow and maintain business in Boulder; Provides economic and market data; Convenes stakeholders to address and respond to issues impacting economy; Participates in regional and statewide economic initiatives.	Clif Harald executive director 1997
5	BOULDER SMALL BUSINESS DEVELOPMENT CENTER 2440 Pearl St. Boulder, CO 80302	303-442-1475 303-938-8837 www.bouldersbdc.com	\$400,000 \$300,000 75%	Specialized business consulting; Ready-to-use workshops; Colorado Emerging Ventures program; Economic Garden Pilot Program for 2nd Stage companies; FastTrac GrowthVenture business planning series for existing ventures; Leading Edge Entrepreneurship series for startups and new business.	Sharon King executive director 1994
6	CITY OF BOULDER ECONOMIC VITALITY PROGRAM 1300 Canyon Blvd. Boulder, CO 80302	303-441-3287 303-441-4241 www.bouldercolorado.gov/business	\$370,278 100%	Provides incentives for expansion and retention of businesses, flexible rebate program, microloan program, sponsorships to support economic vitality, web business portal for business startups and growing businesses: referral to city departments and other resources.	Liz Hanson economic vitality coordinator 2006
7	INNOVATION CENTER OF THE ROCKIES 1155 Canyon Blvd., Suite 400 Boulder, CO 80302-5414	303-444-2111 303-444-3111 www.innovationcenteroftherockies.com	\$300,000	Business accelerator concentrates on job creation based on technology emerging from Colorado and Wyoming research universities and supporting established early-stage companies.	Tim Bour executive director 2005
8	LAFAYETTE CHAMBER OF COMMERCE 1290 S. Public Road Lafayette, CO 80026	303-666-9555 303-666-4392 www.lafayettecolorado.com	\$250,000	Business directory, golf tournament, networking events, group leadership, relocation packets and economic development. Annual events.	Vicki Trumbo executive director 1954
9	TOWN OF ERIE 645 Holbrook St. Erie, CO 80516	303-926-2769 303-926-2706 www.erieco.gov	\$192,000 \$192,000 100%	Site and development process assistance, incentives, business resources for businesses of all sizes.	Paula Mehle economic development coordinator 1874
10	CITY OF LOUISVILLE BUSINESS ASSISTANCE PROGRAM 749 Main St. Louisville, CO 80027	303-335-4531 303-335-4550 www.louisvillecolorado.biz	\$157,000	Encourages businesses to expand and relocate in Louisville with the goal of retaining/creating jobs and increasing sales-tax revenue.	Aaron DeJong economic development director 2007
11	LONGMONT ENTREPRENEURIAL NETWORK 105 S. Sunset, Suite H Longmont, CO 80501	303-678-8000 www.leninc.com	\$150,000	Provide business mentoring and consultation for startup high-tech companies.	Alex Sammoury director 1989
12	SUPERIOR CHAMBER OF COMMERCE 122 Williams St. Superior, CO 80027	303-554-0789 303-499-1340 www.superiorchamber.com	\$75,000	Networking opportunities, educational seminars, specialty business groups, community events, outreach to homeowners.	Heather Cracraft executive director 1998
13	TOWN OF SUPERIOR 124 E. Coal Creek Drive Superior, CO 80027	303-499-3675 www.superiorcolorado.gov	\$75,000		Beth Moyski assistant town manager
14	TOWN OF LYONS ECONOMIC DEVELOPMENT DEPARTMENT 432 Fifth Ave. Lyons, CO 80540	303-823-6622 303-823-8257 townoflyons.com	\$26,000 100%		Jacquelyn Watson economic development and community relations manager 2009
15	LYONS ECONOMIC GARDENING GROUP 443 Main St. Lyons, CO 80540	303-823-5215 www.lyons-colorado.com/legg	\$1,500	Develops the local economy by working with existing local businesses in an effort to help them meet their business goals and increase the number of jobs in the Lyons area.	Chuck Keim chairman 2008
16	CITY AND COUNTY OF BROOMFIELD One DesCombes Drive Broomfield, CO 80020	303-438-6300 303-438-6296 www.broomfield.org	\$0	Promote the economic vitality of the City and County of Broomfield through creating and preserving jobs, supporting business growth and enhancing our revenue base.	Bo Martinez director of economic development 2010
17	ERIE ECONOMIC DEVELOPMENT COUNCIL 77 Erie Village Square, Suite 150 Erie, CO 80516	720-541-7760 www.erieedc.com	N/A	Promote Erie's central location to transportation and educational facilities, skilled workforce, quality residential options and affordable new development opportunities.	Randy Kneebone chairman 2003
18	NORTHWEST DENVER BUSINESS PARTNERSHIP 11945 Airport Way Broomfield, CO 80021	303-469-7645 303-469-9183 nwdenver.org	N/A	Business and economic development advocacy.	Mike Kodrosky CEO/president 1986
19	TOWN OF NEDERLAND 45 W. First St. Nederland, CO 80466	303-258-3266 303-258-1240 www.nederlandco.org	N/A 100%	Park rentals, Town Hall weddings, special-event permits.	Alisha Reis town administrator 1874

Researched by Mariah Tauer

N/A: Not available.

Source: Business Report Survey

BREWERIES from 3A

have come from the family as well as loans. Bibliowicz's mother will help out on the business side of things, while dad and brother, who are both architects, did much of the design for the build-out.

"We got the opportunity to completely build it out as we wanted to," Bibliowicz said.

Wonderland, meanwhile, has a major build-out of its own going.

Owner Robert Lucero and a former partner in the brewery paid \$1.325 million last summer for a four-acre property near the intersection of Sheridan Boulevard and 120th Avenue. The property was

home to Westminster Church of the Nazarene and includes a house, an outbuilding, 94 parking spaces and six outdoor basketball courts in addition to the 9,500-square-foot former church building that Wonderland is converting to a brewery.

Lucero, who is in the process of bringing a new business partner aboard, said the plan is for Wonderland to become an event space in addition to the brewery, hosting everything from farmer's markets to brew festivals to corporate events and weddings.

In addition to his own funds,

Lucero said much of the land purchase and startup costs for Wonderland were financed with a Small Business Administration Loan. Lucero, 45, spent 15 years in the construction industry – working on high-rise projects, theme parks and even New Belgium's brewhouse in Fort Collins – before getting the idea of starting his own brewery.

Lucero will handle the business side of Wonderland, and has hired Joshua Willett, formerly of Wynkoop Brewing Co. in Denver and Fort Collins Brewery, to be lead brewer. Wonderland is going with a 10-barrel brewing system to start.

"Every time I went to a new brewery, a year later, they were like, 'Whoa, we're out of space,'" Lucero said. "So I wanted to try to avoid that if I could."

Still, Lucero said Wonderland will only self-distribute a bit locally. The major focus is on bringing people to Wonderland, which will have a 3,500-square-foot taproom complete with music stage and pingpong parlor. He said the business will employ about 10 people when it opens.

"I never envisioned it was going to be this big," he said. "It just worked out that way."

FOR THE RECORD

Bankruptcies

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

This information is obtained from SKLD Information Services.

BANKRUPTCIES**Boulder County Chapter 7**

TIMOTHY SHAW, 224 SUGARBIN COURT, LONGMONT; CASE #2014-10832, DATE FILED: 1/29/2014

ROBERT BRIAN II HERMANSON, 2800 KALMIA AVE #B303, BOULDER; CASE #2014-10834, DATE FILED: 1/29/2014

KANA MARIE JONES, 463 MAZZINI STREET, ERIE; CASE #2014-10849, DATE FILED: 1/29/2014

NANETTE LORI KUSHEL, 555 HARVARD LN #A, BOULDER; CASE #2014-10910, DATE FILED: 1/31/2014

AUSTIN CLARK ELIASSON, 650 12TH STREET, BOULDER; CASE #2014-10931, DATE FILED: 1/31/2014

NICHOLAS JOHN COLLI HOSKIN, 4710 16TH STREET, BOULDER; CASE #2014-10934, DATE FILED: 1/31/2014

PAUL ERNEST GOODMAN, PO BOX 213, WARD; CASE #2014-10967, DATE FILED: 1/31/2014

CARLA NICOLE KJOLHEDE, 4863 QUAIL CT, LONGMONT; CASE #2014-11010, DATE FILED: 2/1/2014

DEBORA MAY MURRAY, 1679 HOLEMAN DRIVE, ERIE; CASE #2014-11015, DATE FILED: 2/1/2014

NEAL DAHL JR VANMARTER, PO BOX 1643, LYONS; CASE #2014-11024, DATE FILED: 2/1/2014

MICHAEL PATRICK PETERSEN, 2353 DOGWOOD CIR, ERIE; CASE #2014-11028, DATE FILED: 2/1/2014

ROXANNE MARIE STRAND, 2201 14TH AVE APT 4, LONGMONT; CASE #2014-11063, DATE FILED: 2/1/2014

JESSICA LYND SAYANNE APPLETON, 801 HAYDEN COURT, LONGMONT; CASE #2014-11099, DATE FILED: 2/4/2014

DIANE D THOMAS, 381 S TAFT CT, LOUISVILLE; CASE #2014-11160, DATE FILED: 2/6/2014

Chapter 13

RICHARD ANDREW MARKWARDT, 129 BAKER LANE, ERIE; CASE #2014-11205, DATE FILED: 2/7/2014

Broomfield County**Chapter 7**

DOUGLAS GLENN SMART, 8450 ARISTA PLACE #311, BROOMFIELD; CASE #2014-10840, DATE FILED: 1/29/2014

JOAN D WALCOTT, 3128 W 134TH PLACE, BROOMFIELD; CASE #2014-10992, DATE FILED: 2/1/2014

NATASHA MARIE TROXLER, 434 HICKORY STREET, BROOMFIELD; CASE #2014-10996, DATE FILED: 2/1/2014

MICHAEL JAMES PLUTA, 1250 ELMWOOD CT, BROOMFIELD; CASE #2014-11050, DATE FILED: 2/1/2014

STEVEN BARNES, 14033 SUMMER BAY LANE, BROOMFIELD; CASE #2014-11148, DATE FILED: 2/5/2014

FORECLOSURES**Boulder County**

BORROWER: SHAWN C & THERESA L MILLER, 1353 NORTHWESTERN RD, LONGMONT. LENDER: BANK AMERICA, AMOUNT DUE: \$131894. CASE #3362863. 1/23/2014

BORROWER: KEVIN R & LISA H MILLER, 2242 MARINER DR, LONGMONT. LENDER: BANK NEW YORK MELLON TRUSTEE, AMOUNT DUE: \$606516. CASE #3362864. 1/23/2014

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.

BORROWER: SHAUN & TARA ROMERO, 1011 BRAGG PL, LONGMONT. LENDER: BENEFICIAL FINANCIAL INC, AMOUNT DUE: \$169294. CASE #3362865. 1/23/2014

BORROWER: TAMMY ARMijo, 1649 HARRIS ST, SUPERIOR. LENDER: WELLS FARGO BANK NA TRUSTEE, AMOUNT DUE: \$107453. CASE #3362866. 1/23/2014

BORROWER: AIRRUS E & JENNIFER B TRIVETT, 2818 MARBLE LN, SUPERIOR. LENDER: BANK AMERICA, AMOUNT DUE: \$545857. CASE #3362867. 1/23/2014

BORROWER: WILLIAM ALAN STRAHN, 3025 BROADWAY ST # C26, BOULDER. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$174271. CASE #3363550. 1/28/2014

BORROWER: STEVEN J BUCHANAN, 400 S SNOWMASS CIR, SUPERIOR. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$433477. CASE #3363762. 1/29/2014

BORROWER: DEXTER RALPH II & KENNETHA K KRUTSCH, 1537 CALKINS AVE, LONGMONT. LENDER: GREEN TREE SERVICING LLC, AMOUNT DUE: \$144344. CASE #3363960. 1/30/2014

BORROWER: DONALD J MCCOY, 735 PINE GLADE RD, NEDERLAND. LENDER: BANK AMERICA, AMOUNT DUE: \$376866. CASE #3364207. 1/31/2014

BORROWER: BACA STONGE, 14142 N SAINT VRAIN DR, LYONS. LENDER: BK NEW YORK MELLON, AMOUNT DUE: \$574817. CASE #3364208. 1/31/2014

BORROWER: SHAWN FEHLMANN, 1607 LONG BOW CT, LAFAYETTE. LENDER: US BANK NA TRUSTEE, AMOUNT DUE: \$95685. CASE #3364209. 1/31/2014

BORROWER: THOMAS ATHANAS FORREST, 16994 N SAINT VRAIN DR, LYONS. LENDER: HSBC BANK USA NATIONAL ASSOCIA, AMOUNT DUE: \$417843. CASE #3364210. 1/31/2014

BORROWER: CATHERINE REED, 715 LASHLEY ST, LONGMONT. LENDER: US BANK NATIONAL ASSOCIATION T, AMOUNT DUE: \$106694. CASE #3364211. 1/31/2014

Broomfield County

BORROWER: FREDERICK J RICHARDS, 2868 GALWAY CT, BROOMFIELD. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$419580. CASE #570. 1/24/2014

BORROWER: TROY L & FAITH A GRIFFIN, 13630 BASALT CT, BROOMFIELD. LENDER: US BANK NATIONAL ASSOCIATION, AMOUNT DUE: \$323969. CASE #594. 1/24/2014

BORROWER: ROSSMANN ENTERPRISES LLC, 7085 W 119TH PL, BROOMFIELD. LENDER: COMPASS BANK, AMOUNT DUE: \$465163. CASE #741. 1/30/2014

BORROWER: FRANKLIN L & KIMBERLY PHILLIPS, 3142 W 133RD AVE, BROOMFIELD. LENDER: US BK, AMOUNT DUE: \$19688. CASE #742. 1/30/2014

JUDGMENTS**Boulder County**

DEBTOR: MICHAEL J SCLAFANI, CREDITOR: BANK WEST. AMOUNT: \$0.0. CASE #2013CV031546. DATE: 1/24/2014

DEBTOR: HERMAN C & MARIETTE G ANDERSON, CREDITOR: ERIC C & DIANE W GARFINKEL. AMOUNT: \$0.0. CASE #2013CA269. DATE: 1/24/2014

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.

1/24/2014

DEBTOR: JANE E BURGETT, CREDITOR: GG PARTNER-SHIP INC. AMOUNT: \$0.0. CASE #D-13CV031031. DATE: 1/29/2014

DEBTOR: HEIDI J HINKLE, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$817.6. CASE #C-13C-034166. DATE: 1/31/2014

DEBTOR: MARK A WHITMAN, CREDITOR: SADDLEBROOKE AT ROCK CREEK HOM. AMOUNT: \$3961.87. CASE #C-13C-033593. DATE: 1/22/2014

DEBTOR: CHRISTOPHER M SULLIVAN, CREDITOR: COLO ST REVENUE. AMOUNT: \$10153.0. CASE #D-72011CV806117. DATE: 1/22/2014

DEBTOR: CHRISTOPHER M SULLIVAN, CREDITOR: COLO ST REVENUE. AMOUNT: \$45424.0. CASE #D-72012CV801826. DATE: 1/22/2014

DEBTOR: CHRISTOPHER M SULLIVAN, CREDITOR: COLO ST REVENUE. AMOUNT: \$36196.93. CASE #D-72012CV802439. DATE: 1/22/2014

DEBTOR: JAMES J KEANE, CREDITOR: COLO ST REVENUE. AMOUNT: \$16928.0. CASE #D-72010CV801552. DATE: 1/22/2014

DEBTOR: JAMES J KEANE, CREDITOR: COLO ST REVENUE. AMOUNT: \$8788.0. CASE #D-72011CV803343. DATE: 1/22/2014

DEBTOR: JAMES J KEANE, CREDITOR: COLO ST REVENUE. AMOUNT: \$6202.0. CASE #D-72012CV802425. DATE: 1/22/2014

DEBTOR: JAMES J KEANE, CREDITOR: COLO ST REVENUE. AMOUNT: \$7606.0. CASE #D-72012CV804040. DATE: 1/22/2014

DEBTOR: JAMES J KEANE, CREDITOR: COLO ST REVENUE. AMOUNT: \$44855.0. CASE #D-72013CV801290. DATE: 1/22/2014

DEBTOR: LEONARDO MENDOZA, CREDITOR: COLO ST REVENUE. AMOUNT: \$8071.0. CASE #D-72012CV803868. DATE: 1/22/2014

DEBTOR: JOHN STRANGE, CREDITOR: COLO ST REVENUE. AMOUNT: \$38262.0. CASE #D-72012CV802867. DATE: 1/22/2014

DEBTOR: CHARLOTTE HESTER, CREDITOR: COLO ST REVENUE. AMOUNT: \$24895.0. CASE #D-72012CV803092. DATE: 1/22/2014

DEBTOR: JAMES M HULT, CREDITOR: COLO ST REVENUE. AMOUNT: \$1716.0. CASE #D-72013CV800366. DATE: 1/22/2014

DEBTOR: MICHAEL G GINOCCHINO, CREDITOR: COLO ST REVENUE. AMOUNT: \$5220.0. CASE #D-72011CV805820. DATE: 1/22/2014

DEBTOR: JEFFREY B WELLMAN, CREDITOR: COLO ST REVENUE. AMOUNT: \$38892.0. CASE #D-72012CV802540. DATE: 1/22/2014

DEBTOR: JILL J & ROBERT W NICHOLS, CREDITOR: COLO ST REVENUE. AMOUNT: \$15304.0. CASE #D-72012CV803504. DATE: 1/22/2014

DEBTOR: KENNETH C ALLEN, CREDITOR: COLO ST REVENUE. AMOUNT: \$23768.0. CASE

#D-72011CV804029. DATE: 1/22/2014

DEBTOR: KENNETH C ALLEN, CREDITOR: COLO ST REVENUE. AMOUNT: \$17517.0. CASE #D-72011CV804586. DATE: 1/22/2014

DEBTOR: WILEY GILLMOR, CREDITOR: COLO ST REVENUE. AMOUNT: \$69608.0. CASE #D-72011CV803858. DATE: 1/22/2014

DEBTOR: WILEY GILLMOR, CREDITOR: COLO ST REVENUE. AMOUNT: \$52488.0. CASE #D-72012CV801151. DATE: 1/22/2014

DEBTOR: WILEY GILLMOR, CREDITOR: COLO ST REVENUE. AMOUNT: \$33721.0. CASE #D-72012CV803498. DATE: 1/22/2014

DEBTOR: ERIC L & JESSICA JOHNSON, CREDITOR: COLO ST REVENUE. AMOUNT: \$31801.64. CASE #D-72012CV802670. DATE: 1/22/2014

DEBTOR: ERIC L & JESSICA JOHNSON, CREDITOR: COLO ST REVENUE. AMOUNT: \$18951.0. CASE #D-72012CV803244. DATE: 1/22/2014

DEBTOR: PATRICK P CHAVEZ, CREDITOR: COLO ST REVENUE. AMOUNT: \$12967.56. CASE #D-72013CV802212. DATE: 1/22/2014

DEBTOR: MICHAEL N & CHRISTINA PEABODY, CREDITOR: COLO ST REVENUE. AMOUNT: \$16651.87. CASE #D-72013CV802163. DATE: 1/22/2014

DEBTOR: BRETT VALETTE, CREDITOR: COLO ST REVENUE. AMOUNT: \$15119.29. CASE #D-72013CV800760. DATE: 1/22/2014

DEBTOR: MICHAEL W YUHN, CREDITOR: COLO ST REVENUE. AMOUNT: \$4681.69. CASE #D-72012CV801042. DATE: 1/22/2014

DEBTOR: CLIFTON E SMEDLEY, CREDITOR: COLO ST REVENUE. AMOUNT: \$2162.0. CASE #D-72013CV800360. DATE: 1/22/2014

DEBTOR: CLIFTON E SMEDLEY, CREDITOR: COLO ST REVENUE. AMOUNT: \$1872.0. CASE #D-72012CV802497. DATE: 1/22/2014

DEBTOR: A R TURBIAK, CREDITOR: COLO ST REVENUE. AMOUNT: \$4924.08. CASE #D-72010CV800272. DATE: 1/22/2014

DEBTOR: A R TURBIAK, CREDITOR: COLO ST REVENUE. AMOUNT: \$497.0. CASE #D-72010CV801997. DATE: 1/22/2014

DEBTOR: RUSSELL B SANFORD, CREDITOR: COLO ST REVENUE. AMOUNT: \$40508.0. CASE #D-72012CV800912. DATE: 1/22/2014

DEBTOR: RUSSELL B SANFORD, CREDITOR: COLO ST REVENUE. AMOUNT: \$9020.0. CASE #D-72012CV801300. DATE: 1/22/2014

DEBTOR: GEORGE L & LISA A KUPFNER, CREDITOR: COLO ST REVENUE. AMOUNT: \$27598.0. CASE #D-72011CV804072. DATE: 1/22/2014

DEBTOR: MARY BUKSZAR, CREDITOR: BONDED BUSINESS SERVICES LTD. AMOUNT: \$655.2. CASE #C-11C-002353. DATE: 1/23/2014

DEBTOR: JAMES GERWECK, CREDITOR: ROBB WEINS. AMOUNT: \$7615.0. CASE #C-13S-000221. DATE: 1/23/2014

DEBTOR: PHIL GOMEZ, CREDITOR: PREMIER MEMBERS FED CREDIT UNI. AMOUNT: \$7289.55. CASE #C-07C-001563. DATE: 1/23/2014

DEBTOR: MICHAEL G BRISTOW, CREDITOR: ELEVATIONS CREDIT UNION. AMOUNT: \$16000.42. CASE #C-08C-001530. DATE: 1/23/2014

DEBTOR: KENNETH R HOLCOMB, CREDITOR: AM FAMILY MUTUAL INS CO. AMOUNT: \$10106.93. CASE

#C-13C-034092. DATE: 1/23/2014

DEBTOR: MARTIN A COR-TINA, CREDITOR: COSMOS FIN LLC. AMOUNT: \$12308.0. CASE #D-2014DV30029. DATE: 1/24/2014

DEBTOR: CHRISTINA M FOGG, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$2366.85. CASE #C-13C-030801. DATE: 1/24/2014

DEBTOR: HEATHER D PAUZE, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$1443.89. CASE #C-13C-034024. DATE: 1/25/2014

DEBTOR: JAMES JR ROMERO, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$1385.24. CASE #C-13C-033798. DATE: 1/25/2014

DEBTOR: CRAIG F SCHROEDER, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$4344.81. CASE #C-13C-033253. DATE: 1/25/2014

DEBTOR: JOHNNY GARCIA, CREDITOR: CAVALRY SPV II LLC. AMOUNT: \$1635.29. CASE #C-13C-033704. DATE: 1/25/2014

DEBTOR: TONI S MCCARTY, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$7201.78. CASE #C-13C-033298. DATE: 1/25/2014

DEBTOR: SAMBO K SCOTT, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$1826.64. CASE #C-13C-033954. DATE: 1/25/2014

DEBTOR: CHRIS R SNYDER, CREDITOR: ELEVATIONS CREDIT UNION. AMOUNT: \$21594.48. CASE #C-07C-001734. DATE: 1/28/2014

DEBTOR: PATRICIA SUE DEAN, CREDITOR: BC SERVICES INC. AMOUNT: \$1789.28. CASE #C-13C-031368. DATE: 1/28/2014

DEBTOR: JOHN PAWLOWSKI, CREDITOR: DREXEL BARRELL CO. AMOUNT: \$13187.38. CASE #D-10CV-031539. DATE: 1/29/2014

DEBTOR: GENE & LORRAINE JACKSON, CREDITOR: STVRAIN VALLEY CREDIT UNION. AMOUNT: \$9741.78. CASE #C-07C-001597. DATE: 1/30/2014

DEBTOR: KEVIN MAESTAS, CREDITOR: PREMIER MEMBERS FED CREDIT UNI. AMOUNT: \$10803.31. CASE #C-08C-001648. DATE: 1/30/2014

DEBTOR: GREGORY W & GREGORY DAVIS, CREDITOR: WELLS FARGO BK. AMOUNT: \$3919.73. CASE #C-13C-030995. DATE: 1/30/2014

DEBTOR: GARY PETERSON, CREDITOR: MIDLAND FUNDING LLC. AMOUNT: \$2279.61. CASE #C-13C-033098. DATE: 2/1/2014

DEBTOR: IAN SHORT, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$4709.61. CASE #C-13C-033854. DATE: 2/1/2014

DEBTOR: NABIL K CHAUDHRY, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$1492.36. CASE #C-13C-033955. DATE: 2/1/2014

DEBTOR: JENNA L THIELER, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$1193.8. CASE #C-13C-033802. DATE: 2/1/2014

DEBTOR: LORENA JIMENEZ, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$3465.44. CASE #C-13C-034025. DATE: 2/1/2014

DEBTOR: TRACY L SCHEUERING, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$2673.19. CASE #C-13C-033937. DATE: 2/1/2014

DEBTOR: JULIE ELLITT, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$3543.89. CASE #C-13C-033930. DATE: 2/1/2014

DEBTOR: KEVIN A RICHARDS, CREDITOR: UNIFUND CCR PARTNERS. AMOUNT: \$6403.29. CASE #. DATE: 2/1/2014

DEBTOR: LOUISE M MC CLOUD, CREDITOR: CAPITAL ONE BK. AMOUNT: \$0.0. CASE #C-07C4144. DATE: 1/22/2014

DEBTOR: LORAN C MC CLOUD, CREDITOR: CAPITAL ONE BK. AMOUNT: \$0.0. CASE #C-07C3804. DATE: 1/22/2014

DEBTOR: CATHY J EBERHARDT, CREDITOR: CACH LLC. AMOUNT: \$940.59. CASE #C-12C-002112.

DATE: 1/24/2014

DEBTOR: GLEN E & ALICE P MCINTOSH, CREDITOR: COLO ST REVENUE. AMOUNT: \$4143.0. CASE #D-72013CV800887. DATE: 1/24/2014

DEBTOR: CARRIE L SPYRA, CREDITOR: DISCOVER BK. AMOUNT: \$2293.53. CASE #C-10C-003969. DATE: 1/28/2014

DEBTOR: ERIC S PHILIPS, CREDITOR: DISCOVER BK. AMOUNT: \$17200.2. CASE #D-10CV-000475. DATE: 1/29/2014

DEBTOR: NORA BASSETTI, CREDITOR: HERITAGE POINT II HOMEOWNERS A. AMOUNT: \$1819.17. CASE #C-11C-004893. DATE: 1/29/2014

DEBTOR: ELAINE CONNOR, CREDITOR: COLO

FOR THE RECORD

MCKINLEY ELECTRIC INC, \$4040.1, CASE #3364272, 1/31/2014

MOOSE ENTERPRISES LLC, \$570.83, CASE #3363711, 1/28/2014

PETES MEATS, \$454.88, CASE #3363938, 1/29/2014

PRIMARY KASH INC, \$497.04, CASE #3363501, 1/25/2014

PROGRESSIVE CONTRACTING INC, \$4972.0, CASE #3363525, 1/25/2014

SKI AREA SUPPLIES INC, \$432.13, CASE #3363713, 1/28/2014

THUNDERDOME STUDIO GALLERY INC, \$377.93, CASE #3364425, 2/1/2014

VISUAL IMPACT PHOTOGRAPHY DESI, \$3596.0, CASE #3363524, 1/25/2014

ZAPATERIA CHAVEZ INC, \$1197.0, CASE #3363523, 1/25/2014

Broomfield County AQUA BRIGHT CLEANERS INC, \$121.04, CASE #613, 1/25/2014

RELEASE OF STATE TAX LIENS

Boulder County MARCELARSENALUT, \$0.0, CASE #3364643, 2/4/2014

EVANGERS DOG CAT FOOD CO, \$614.64, CASE #3363504, 1/25/2014

FLATIRON DOCUMENT SUPPORT INC, \$0.0, CASE #3363943, 1/29/2014

ICUC IPROSPECT MODERATION SERV, \$124.27, CASE #3363709, 1/28/2014

ICUC IPROSPECT MODERATION SERV, \$124.27, CASE #3363710, 1/28/2014

SYMPHONY INC, \$4165.98, CASE #3363528, 1/25/2014

MICHAEL DWILLIAMS, \$0.0, CASE #3363164, 1/24/2014

MANOUCHEHR & SHAHINZIRAKZADEH, \$0.0, CASE #3364636, 2/4/2014

MANOUCHEHR & SHAHINZIRAKZADEH, \$0.0, CASE #3364637, 2/4/2014

MANOUCHEHR & SHAHINZIRAKZADEH, \$0.0, CASE #3364638, 2/4/2014

MANOUCHEHR & SHAHINZIRAKZADEH, \$0.0, CASE #3364639, 2/4/2014

MANOUCHEHR & SHAHINZIRAKZADEH, \$0.0, CASE #3364640, 2/4/2014

MANOUCHEHR & SHAHINZIRAKZADEH, \$0.0, CASE #3364641, 2/4/2014

MANOUCHEHR & SHAHINZIRAKZADEH, \$0.0, CASE #3364642, 2/4/2014

Broomfield County AKP HEATING AIR CONDITIONING I, \$4154.92, CASE #780, 2/1/2014

AKP HEATING AIR CONDITIONING I, \$2397.83, CASE #782, 2/1/2014

HEAT EXCHANGE SYSTEMS, \$2315.39, CASE #781, 2/1/2014

WARRANTY DEEDS

Boulder County Seller: MALCOLM FAMILY TRUST Buyer, Buyer's Address: 2200 CANYON LLC, 650 S LASHLEY LN
Address: 2200 CANYON BLVD, BOULDER
Price: \$4760000
Date Closed: 1/21/2014

Seller: CALVIN THOMAS JR & ANN MARIE MADISON
Buyer, Buyer's Address: B J MURATA, 5520 PO BOX 7135
Address: 5520 STONEWALL PL APT 26, BOULDER
Price: \$270000
Date Closed: 1/21/2014

Seller: NICHOLAS N & JANET K DANCER
Buyer, Buyer's Address: ALLEN FUNK & SHERRY LEAH STEINBOCK, 1700 CHEROKEE RD
Address: 18351 HWY 7, ALLENSPARK
Price: \$200000
Date Closed: 1/21/2014

Seller: COLORADO OAKS LLC
Buyer, Buyer's Address: CHARLES L & ELAINE F CUNIS, 2453 SANTA FE DR # 19C
Address: 2453 SANTA FE DR # 19C, LONGMONT
Price: \$294400
Date Closed: 1/21/2014

Seller: MENTAL HEALTH CENTER BOULDER C
Buyer, Buyer's Address: BENT HOOK LLC, 3020 CARBON PL STE 203
Address: 5741 ARAPAHOE AVE # 6, BOULDER
Price: \$281600
Date Closed: 1/21/2014

Seller: MENTAL HEALTH CENTER BOULDER C
Buyer, Buyer's Address: SILVER LLC, 3020 CARBON PL STE 203
Address: 5741 ARAPAHOE AVE STE 5, BOULDER
Price: \$568700
Date Closed: 1/21/2014

Seller: NAVEEN NATARAJ MYSORE
Buyer, Buyer's Address: VENUGOPAL DAMERLA, 1217 REDBIRD ST
Address: 1217 REDBIRD ST, LONGMONT
Price: \$280000
Date Closed: 1/21/2014

Seller: CHRISTINA MARIE JEAN
Buyer, Buyer's Address: BRYCE SKARDA, 2870 E COLLEGE AVE UNIT 108
Address: 2870 E COLLEGE AVE UNIT 108, BOULDER
Price: \$152200
Date Closed: 1/21/2014

Seller: STREAM RENTAL PROPERTIES LLC
Buyer, Buyer's Address: PEILUN LI, 805 29TH ST APT 102
Address: 805 29TH ST APT 102, BOULDER
Price: \$199000
Date Closed: 1/21/2014

Seller: GEOFF & KELLY G GORBOLD
Buyer, Buyer's Address: ANTHONY J GRIMALDI, 1690 RADCLIFFE PL
Address: 1616 FELTHAM PL, LONGMONT
Price: \$165000
Date Closed: 1/21/2014

Seller: JOE GARGUILO
Buyer, Buyer's Address: SHAWN RUCKS, 1710 SUNSET BLVD
Address: 7507 HYGIENE RD, LONGMONT
Price: \$225000
Date Closed: 1/21/2014

Seller: ERIC E AUGUST
Buyer, Buyer's Address: OLIVIA V & DAVID M SWINK, 3815 APACHE CT W
Address: 6435 OUTRIGGER CT, BOULDER
Price: \$293000
Date Closed: 1/21/2014

Seller: LABER PROPERTIES LLC
Buyer, Buyer's Address: MICHAEL ALLEN & TERESA JO LABER, 8003 N 95TH ST
Address: 8003 N 95TH ST, LONGMONT
Price: \$427000
Date Closed: 1/21/2014

Seller: WHITE WILLOW ASSOC LLC
Buyer, Buyer's Address: GEOBOULDER LLC, 1659 VENICE LN
Address: 950 LARAMIE BLVD UNIT D, BOULDER
Price: \$169500
Date Closed: 1/21/2014

Seller: KENNETH H & SUSAN M FERNALLD
Buyer, Buyer's Address: MAHMOOD SADAFI, 794 NIWOT RIDGE LN
Address: 3275 GOLD RUN RD, BOULDER
Price: \$399900
Date Closed: 1/21/2014

Seller: HEIDI YEDINAK
Buyer, Buyer's Address: LAUREN NICOLE & MACKENZIE KENT MUL-LINS, 200 LONGS PEAK AVE
Address: 713 ATWOOD ST, LONGMONT
Price: \$176500
Date Closed: 1/21/2014

Seller: CARLA J & DAVID J ZESSIN
Buyer, Buyer's Address: SHARIE M SCHOUWEILER, 1655 WALNUT ST UNIT 112
Address: 1655 WALNUT ST UNIT 112, BOULDER
Price: \$670000
Date Closed: 1/21/2014

Seller: JOHN D & OLGA O MARBLE
Buyer, Buyer's Address: DALE K & ADRIENNE P SLECHTA, 400 W CHERRYWOOD DR
Address: 400 W CHERRYWOOD DR, LAFAYETTE
Price: \$381000
Date Closed: 1/21/2014

Seller: JAMES G & LORETTA L STOTT
Buyer, Buyer's Address: DANIEL P & MARILEE L STURGIS, 217 WELCH DR
Address: 217 WELCH DR, LYONS
Price: \$385000
Date Closed: 1/21/2014

Seller: LISA A TEUSCH
Buyer, Buyer's Address: KARLA R & BRAD Q SCORNAVACCO, 8789 ELGIN DR
Address: 8789 ELGIN DR, LAFAYETTE
Price: \$464000
Date Closed: 1/21/2014

Seller: DONALD R & LORI L SPAHN
Buyer, Buyer's Address: JONATHAN R FOX, 1412 HARVARD ST
Address: 1412 HARVARD ST, LONGMONT
Price: \$235600
Date Closed: 1/21/2014

Seller: LISA A MOLLISON
Buyer, Buyer's Address: CAITLIN LOWE, 1419 RED MOUNTAIN DR UNIT 64
Address: 1419 RED MOUNTAIN DR UNIT 64, LONGMONT
Price: \$162500
Date Closed: 1/21/2014

Seller: SARAH D DAVENPORT
Buyer, Buyer's Address: SUSAN AVERBECK, 1745 LYONESSE ST
Address: 1745 LYONESSE ST, LAFAYETTE
Price: \$219900
Date Closed: 1/21/2014

Seller: ELENA S HERSHEY
Buyer, Buyer's Address: MATTHEW WILMOTH, 2634 TABRIZ PL
Address: 2634 TABRIZ PL, BOULDER
Price: \$215000
Date Closed: 1/21/2014

Seller: JOSE M & RAUL GUERRERO
Buyer, Buyer's Address: JUAN A & ANGELICA SIERRA, 216 LA PAZ PL
Address: 216 LA PAZ PL, LONGMONT
Price: \$176000
Date Closed: 1/21/2014

Seller: SCOTT & TERESA LASK
Buyer, Buyer's Address: STEVE & ELLEN HELGEN, 1061 ARTEMIS CIR
Address: 1061 ARTEMIS CIR, LAFAYETTE
Price: \$219000
Date Closed: 1/21/2014

Seller: CAPITOL HILL LLC
Buyer, Buyer's Address: CHARLES & SUE RUSTON, 963 HOVER RIDGE CIR
Address: 963 HOVER RIDGE CIR, LONGMONT
Price: \$265000
Date Closed: 1/21/2014

Seller: BRAD Q & KARLA R SCORNAVACCO
Buyer, Buyer's Address: KAREN L MCKNIGHT, 110 ROWENA PL
Address: 110 ROWENA PL, LAFAYETTE
Price: \$303000
Date Closed: 1/21/2014

Seller: CLAUDINE L WOODIE
Buyer, Buyer's Address: SETH WILBERGER, 1679 MACCULLEN DR
Address: 1679 MACCULLEN DR, ERIE
Price: \$321000
Date Closed: 1/21/2014

Seller: FLATIRON PROPERTY MANAGEMENT L
Buyer, Buyer's Address: STEVEN P GOLLOB, 788 GRANT PL
Address: 788 GRANT PL, BOULDER
Price: \$675000
Date Closed: 1/21/2014

Seller: JANICE & LYLE HASTINGS
Buyer, Buyer's Address: LEHAO LIU, 2155 STEELE ST
Address: 2155 STEELE ST, LONGMONT
Price: \$202000
Date Closed: 1/21/2014

Seller: HOME STATE BANK
Buyer, Buyer's Address: MAGIC M R LLC, 1720 S BELLAIRE ST STE 1209
Address: MULT PROP,
Price: \$1125000
Date Closed: 1/21/2014

Seller: HELEN L CAMERON REVOCABLE LMI
Buyer, Buyer's Address: MICHAEL E MAGAN, 20345 S SAINT VRAIN DR
Address: 20345 S SAINT VRAIN DR, LYONS
Price: \$210000
Date Closed: 1/21/2014

Seller: HABITAT FOR HUMANITY BOULDER
Buyer, Buyer's Address: TINAMARIE MARTINEZ, 582 AVALON AVE
Address: 582 AVALON AVE, LAFAYETTE
Price: \$155000
Date Closed: 1/21/2014

Seller: KIRSTEN WIEHE
Buyer, Buyer's Address: RANDALL O BAILEY, 3067 10TH ST
Address: 208 W GENESE ST, LAFAYETTE
Price: \$221100
Date Closed: 1/22/2014

Seller: KIP FARNSWORTH
Buyer, Buyer's Address: DEBORAH J HAYNES, 738 SUMNER ST
Address: 738 SUMNER ST, LONGMONT
Price: \$315000
Date Closed: 1/22/2014

Seller: MARK L EDMONDS
Buyer, Buyer's Address: CHRIS ECHELMEIER, 5065 5TH ST
Address: 450 VASQUEZ CT, LYONS
Price: \$560000
Date Closed: 1/22/2014

Seller: MICHAEL & ANNE WORLEY MOELTER
Buyer, Buyer's Address: TIMOTHY PAYMASTER, 2120 PINE ST
Address: 2120 PINE ST, BOULDER
Price: \$789900
Date Closed: 1/22/2014

Seller: MANDI HOGAN
Buyer, Buyer's Address: CATHERINE ROSS & MARK DAVID CONLIN, 4520 BROADWAY ST UNIT 205
Address: 4520 BROADWAY ST UNIT 205, BOULDER
Price: \$373000
Date Closed: 1/22/2014

Seller: CHRISTOPHER M & AILLA K AVERY
Buyer, Buyer's Address: CHARLES ROLANDO MCCASH, 3701 ARAPAHOE AVE UNIT 305
Address: 2193 WAGON WAY, LOUISVILLE
Price: \$554000
Date Closed: 1/23/2014

Seller: RONALD J & SARA J HINKLIN
Buyer, Buyer's Address: PHILIP J TAMPLIN, 3515 BLUESTEM AVE
Address: 3515 BLUESTEM AVE, LONGMONT
Price: \$305000
Date Closed: 1/23/2014

Seller: CHRISTOPHER M & AILLA K AVERY
Buyer, Buyer's Address: CHARLES ROLANDO MCCASH, 3701 ARAPAHOE AVE UNIT 305
Address: 2193 WAGON WAY, LOUISVILLE
Price: \$554000
Date Closed: 1/23/2014

Seller: DORIS S BARNES
Buyer, Buyer's Address: JEROME A & KATHY R BUDAI, 3180 CRIPPLE CREEK TRL # 21
Address: 3180 CRIPPLE CREEK TRL # 21, BOULDER
Price: \$300100
Date Closed: 1/23/2014

Seller: PETER S LEAKAS
Buyer, Buyer's Address: TAMMY E LEAKAS, 3608 OAKWOOD DR
Address: 3608 OAKWOOD DR, LONGMONT
Price: \$170000
Date Closed: 1/23/2014

Seller: JESSICA HOWARD
Buyer, Buyer's Address: CHRISTOPHER J & KIMBERLY L MCGRAW, 460 S 41ST ST
Address: 460 S 41ST ST, BOULDER
Price: \$450000
Date Closed: 1/23/2014

Seller: GEORGE G MASTNY
Buyer, Buyer's Address: ELIZABETH LAURA LATHROP, 973 REYNOLDS FARM LN
Address: 973 REYNOLDS FARM LN, LONGMONT
Price: \$188500
Date Closed: 1/23/2014

Seller: BRENT F NICCORE
Buyer, Buyer's Address: MELISSA J PADGETT, 30 S BOULDER CIR # 15

Address: 30 S BOULDER CIR # 15, BOULDER
Price: \$143000
Date Closed: 1/23/2014

Seller: CYNTHIA A LEHMAN
Buyer, Buyer's Address: JAMES T KUSTER, 7497 SINGING HILLS DR
Address: 7497 SINGING HILLS DR, BOULDER
Price: \$159000
Date Closed: 1/23/2014

Seller: J MICHAEL & IDETTE J SWETYE
Buyer, Buyer's Address: MICHAEL RAYMOND PUGH, 647 W JUNIPER CT
Address: 647 W JUNIPER CT, LOUISVILLE
Price: \$441600
Date Closed: 1/23/2014

Seller: KALMIA INVESTMENTS LLC
Buyer, Buyer's Address: COAST TO COAST RESIDENTIAL DEV, 5377 MANHATTAN CIR STE 103
Address: 3649 PAONIA ST, BOULDER
Price: \$240000
Date Closed: 1/23/2014

Seller: KALMIA INVESTMENTS LLC
Buyer, Buyer's Address: COAST TO COAST RESIDENTIAL DEV, 5377 MANHATTAN CIR STE 103
Address: 3641 PAONIA ST # 5T, BOULDER
Price: \$240000
Date Closed: 1/23/2014

Seller: EAT 1308 LLC
Buyer, Buyer's Address: STEPHEN D TEBO, 1590 BROADWAY
Address: 38470 BOULDER CANYON DR, BOULDER
Price: \$1813200
Date Closed: 12/30/2013 BD

Seller: VONS 31 LLC
Buyer, Buyer's Address: ROBERT L VONSCHEIN, 4867 DAKOTA BLVD
Address: 315 SAINT IDA CIR, LAFAYETTE
Price: \$467900
Date Closed: 1/24/2014

Seller: MELINDA J PALOMBELLA
Buyer, Buyer's Address: KATHERINE F WAGNER, 137 CHERRYWOOD LN
Address: 137 CHERRYWOOD LN, LOUISVILLE
Price: \$380000
Date Closed: 1/24/2014

Seller: BRANDY & JONATHAN RINGHAM
Buyer, Buyer's Address: ALEJANDRA RUBALCABA, 2420 SHERRI MAR ST
Address: 2420 SHERRI MAR ST, LONGMONT
Price: \$260000
Date Closed: 1/24/2014

Seller: ROBERT M FENERTY
Buyer, Buyer's Address: LINDA J SIERRA, 3709 RUTGERS RD
Address: 3709 RUTGERS RD, LONGMONT
Price: \$180000
Date Closed: 1/24/2014

Seller: BREEZE C BROWN
Buyer, Buyer's Address: ANDREA BRIGITTA SZEKELY, 7429 SPY GLASS CT
Address: 7429 SPY GLASS CT, BOULDER
Price: \$165000
Date Closed: 1/24/2014

Seller: 2560 28TH STREET LLC
Buyer, Buyer's Address: BOULDER MUNICIPAL EMPLOYEES FE, 2800 ARAPAHOE AVE
Address: 2560 28TH ST, BOULDER
Price: \$2100000
Date Closed: 1/24/2014

Seller: STEVEN M HIPP
Buyer, Buyer's Address: LINDSAY & KEITH PULFER, 907 WESTON CIR
Address: 907 WESTON CIR, ERIE
Price: \$460000
Date Closed: 1/24/2014

Seller: ANNE E BRACKETT
Buyer, Buyer's Address: THEODORE LEVERING WOOD, 206 EWALD AVE
Address: 206 EWALD AVE, LYONS
Price: \$333500
Date Closed: 1/24/2014

Seller: NEDA L LEONARD
Buyer, Buyer's Address: DARREL M & JUDY K TURNER, 1687 PO BOX 6618
Address: 1687 NORTHWESTERN RD, LONGMONT
Price: \$524500
Date Closed: 1/24/2014

Seller: ROXANE D PEYSER
Buyer, Buyer's Address: CHARLES R ESTERLY, 119 EAGLE CANYON CIR
Address: 119 EAGLE CANYON CIR, LYONS
Price: \$647500
Date Closed: 1/24/2014

Seller: DAVID BRIAN & ANGEL JEL-LISON
Buyer, Buyer's Address: DAVID & CATHERINE SCHAEZEL, 2008 CALICO CT
Address: 2008 CALICO CT, LONGMONT
Price: \$645000
Date Closed: 1/24/2014

Seller: BRAD & JULIE NELSON
Buyer, Buyer's Address: MIGUEL A & KELLY D ZUNIGA, 1343 FLANNAGAN CT
Address: 1343 FLANNAGAN CT, ERIE
Price: \$345000
Date Closed: 1/24/2014

Seller: ROBERT & VIOLETTA KLIMEK
Buyer, Buyer's Address: AMANDA PAIGE WALTHER, 486 COUNTY RD
Address: 486 COUNTY RD, LOUISVILLE
Price: \$410000
Date Closed: 1/27/2014

Seller: MERITAGE HOMES COLORADO INC
Buyer, Buyer's Address: LHAKPA GOKYE, 670 SMOKY HILLS LN
Address: 670 SMOKY HILLS LN, ERIE
Price: \$496600
Date Closed: 1/27/2014

Seller: CHRISTOPHER M & AILLA K AVERY
Buyer, Buyer's Address: CHARLES ROLANDO MCCASH, 3701 ARAPAHOE AVE UNIT 305
Address: 2193 WAGON WAY, LOUISVILLE
Price: \$554000
Date Closed: 1/27/2014

Seller: ESTHER CONCHA
Buyer, Buyer's Address: MARY LEE MCMULLEN, 1306 VENICE ST
Address: 1306 VENICE ST, LONGMONT
Price: \$187500
Date Closed: 1/27/2014

Seller: DEUTSCHE BANK NATIONAL TRUST C
Buyer, Buyer's Address: GARY L DURKES, 754 HALLMARK LN
Address: 754 HALLMARK LN, LONGMONT
Price: \$235300
Date Closed: 1/27/2014

Seller: 1043 LLC
Buyer, Buyer's Address: ALICE M NORTON, 3797 WONDERLAND HILL AVE
Address: 3797 WONDERLAND HILL AVE, BOULDER
Price: \$780000
Date Closed: 1/27/2014

Seller: DEBORAH S DURAN
Buyer, Buyer's Address: KELLEY & TIMOTHY BURKE, 561 RIDER RIDGE DR
Address: 561 RIDER RIDGE DR, LONGMONT
Price: \$302000
Date Closed: 1/27/2014

Seller: CHERYL ADICE ECKERT
Buyer, Buyer's Address: LOUIE J & NANCY G MOSCHETTI, 3626 26TH ST
Address: 6110 HABITAT DR APT 1, BOULDER
Price: \$183900
Date Closed: 1/27/2014

Seller: DAVID ADAMS
Buyer, Buyer's Address:

FOR THE RECORD

& JESSE EUTON, 5420 GLENDALE GULCH CIR
Address: 5420 GLENDALE GULCH CIR, BOULDER
Price: \$430000
Date Closed: 1/27/2014

Seller: HENDRICKS FINE HOMES LLC
Buyer, Buyer's Address: EDWARD S SKALKO, 3771 PALISADE DR
Address: 3771 PALISADE DR, BOULDER
Price: \$727100
Date Closed: 1/15/2014

Seller: MICHELLE DAYAN MADORSKY
Buyer, Buyer's Address: SERIN & PAUL SILVA, 5874 N ORCHARD CREEK CIR
Address: 5874 N ORCHARD CREEK CIR, BOULDER
Price: \$447000
Date Closed: 1/28/2014

Seller: INDIAN PEAKS SOUTH 2 LLC
Buyer, Buyer's Address: PAUL RAY & JACKIE OLEE TOMLINSON, 2814 CASCADE CREEK DR
Address: 2814 CASCADE CRK DR, BOULDER
Price: \$538400
Date Closed: 1/28/2014

Seller: MERITAGE HOMES COLORADO INC
Buyer, Buyer's Address: EILEEN KINNEY, 4927 EAGAN CIR
Address: 4927 EAGAN CIR, LONGMONT
Price: \$590700
Date Closed: 1/28/2014

Seller: COLORADO HAPPY HOMES LLC
Buyer, Buyer's Address: THOMPSON SURVIVOR A TRUST, 4608 GREENBRIAR CT
Address: 4608 GREENBRIAR CT, BOULDER
Price: \$435000
Date Closed: 1/28/2014

Seller: SCOTT MCDANIEL
Buyer, Buyer's Address: TAMARA ATTARD, 436 FILLMORE CT
Address: 436 FILLMORE CT, LOUISVILLE
Price: \$286500
Date Closed: 1/28/2014

Seller: HERMAN E III & ROBIN S VON ESCHEN KELT
Buyer, Buyer's Address: JEFFREY S HUMPHREY, 2693 TRAILRIDGE DR W
Address: 2693 TRAILRIDGE DR W, LAFAYETTE
Price: \$605000
Date Closed: 1/28/2014

Seller: JEFFREY S HUMPHREY
Buyer, Buyer's Address: R KENNETH & SABRINA P ROBINSON, 2270 EAGLES NEST DR
Address: 2270 EAGLES NEST DR, LAFAYETTE
Price: \$675000
Date Closed: 1/28/2014

Seller: EDWARD S SKALKO
Buyer, Buyer's Address: SUNIL A & VARSHA S PATEL, 2010 HOLLYHOCK CT
Address: 2010 HOLLYHOCK CT, LONGMONT
Price: \$705000
Date Closed: 1/28/2014

Seller: DOUGLAS N THURMAN
Buyer, Buyer's Address: JOHN R & SUSAN K CARMONY, 1609 COTTONWOOD DR APT 5
Address: 1609 COTTONWOOD DR APT 5, LOUISVILLE
Price: \$121500
Date Closed: 1/28/2014

Seller: MERITAGE HOMES COLORADO INC
Buyer, Buyer's Address: ANN ELIZABETH & ALEX DREW FRIO, 4975 EAGAN CIR
Address: 4975 EAGAN CIR, LONGMONT
Price: \$538500
Date Closed: 1/28/2014

Seller: NATHAN & KARNIE PARIS
Buyer, Buyer's Address: TAYLUS STONE SCHLEY, 9747 N 89TH ST
Address: 9747 N 89TH ST, LONGMONT
Price: \$390000
Date Closed: 1/28/2014

Seller: JEAN A TAGGART LIVING TRUST
Buyer, Buyer's Address: JEFFREY A & TERRY S OSBORN, 1417 TONKIN PL

Address: 2928 COLGATE DR, LONGMONT
Price: \$229000
Date Closed: 1/28/2014

Seller: COLO OAKS LLC
Buyer, Buyer's Address: CHESTER O MARY ALYCE GALLOWAY, 2453 SANTA FE DR # 19 B
Address: 2453 SANTA FE DR # 19 B, LONGMONT
Price: \$254800
Date Closed: 1/28/2014

Seller: RESIDENTIAL RECOVERY CAPITAL H
Buyer, Buyer's Address: CHOUA VANG, 1233 GRANT ST
Address: 1233 GRANT ST, LONGMONT
Price: \$225000
Date Closed: 1/28/2014

Seller: ALEJANDRO & LUCAS FERNANDEZ
Buyer, Buyer's Address: FREDERICK G II ROBB, 746 GOSS DR
Address: 746 GOSS DR, LONGMONT
Price: \$190000
Date Closed: 1/28/2014

Seller: COLORADO OAKS LLC
Buyer, Buyer's Address: ALAN H & SANDRA EIDELBERG, 2453 SANTA FE DR # 29 D
Address: 2453 SANTA FE DR # 29 D, LONGMONT
Price: \$253700
Date Closed: 1/28/2014

Seller: RAY & JACI ESCHENBRENNER
Buyer, Buyer's Address: BILL & PAT SAWYERS, 1155 PURDUE DR
Address: 1155 PURDUE DR, LONGMONT
Price: \$468900
Date Closed: 1/29/2014

Seller: EAGLE VENTURES LLC
Buyer, Buyer's Address: SCOTT SHAFER, 1301 CANYON BLVD APT 208
Address: 1301 CANYON BLVD APT 208, BOULDER
Price: \$815000
Date Closed: 1/29/2014

Seller: KIMBERLY ANNE & MICHAEL WAYNE SHEPEREK
Buyer, Buyer's Address: KEVIN JOHN II & AMELIA K GUIDI, 3739 FOWLER LN
Address: 3739 FOWLER LN, LONGMONT
Price: \$548500
Date Closed: 1/29/2014

Seller: JACQUELINE & JAMES E SHEPPECK
Buyer, Buyer's Address: SHELLEY SHEPPECK, 2233 BARN SWALLOW DR
Address: 2233 BARN SWALLOW DR, LONGMONT
Price: \$417000
Date Closed: 1/29/2014

Seller: JEANETTE W ADAMS
Buyer, Buyer's Address: LISA PALINONAZIR, 3250 ONEAL CIR APT B23
Address: 3250 ONEAL CIR APT B23, BOULDER
Price: \$106500
Date Closed: 1/29/2014

Seller: SHELLEY L SHEPPECK
Buyer, Buyer's Address: JAMES & JACQUELINE SHEPPECK, 1528 STONES PEAK DR
Address: 1528 STONES PEAK DR, LONGMONT
Price: \$517500
Date Closed: 1/29/2014

Seller: KATHERINE JEAN & RICHARD PATRICK BUTLER
Buyer, Buyer's Address: DREW M GOLDBERG, 2178 KAY ST
Address: 2178 KAY ST, LONGMONT
Price: \$259900
Date Closed: 1/29/2014

Seller: MERITAGE HOMES COLORADO INC
Buyer, Buyer's Address: VICTORIA NORA & WILLIAM JOHN III SHIRLEY, 668 FOSSIL BED CIR
Address: 668 FOSSIL BED CIR, ERIE
Price: \$511000
Date Closed: 1/30/2014

Seller: EDWARD W BORG
Buyer, Buyer's Address: DAVID WEIN, 643 MAPLETON AVE
Address: 103 W WILLIAM ST, SUPERIOR
Price: \$170000
Date Closed: 1/30/2014

Seller: COLORADO OAKS LLC
Buyer, Buyer's Address: SANDRA S

UTZ, 2453 SANTA FE DR # 19A
Address: 2453 SANTA FE DR # 19A, LONGMONT
Price: \$305300
Date Closed: 1/30/2014

Seller: LAUREN WARD & JEFFREY LARSEN
Buyer, Buyer's Address: INTEGRATED REAL ESTATE DEVL LL, 10110 WASHINGTON AVE #200
Address: 503 NORTHSTAR CT, BOULDER
Price: \$691000
Date Closed: 1/30/2014

Seller: MENDI K & WARREN ALAN LINDGREN
Buyer, Buyer's Address: MATTHEW SANDERS, 691 MCCLURE CT
Address: 691 MCCLURE CT, ERIE
Price: \$279900
Date Closed: 1/30/2014

Seller: STEVEN MARIE PREITAUER LIVING
Buyer, Buyer's Address: FREDRIC J OPP, 165 CARIA DR
Address: 165 CARIA DR, LAFAYETTE
Price: \$232000
Date Closed: 1/30/2014

Seller: FREDERICK DESCHENES
Buyer, Buyer's Address: JASON MICHAEL WILLI MORAN, 177 COUGAR RUN
Address: 177 COUGAR RUN, NEDERLAND
Price: \$401000
Date Closed: 1/30/2014

Seller: CINDY L & ERIC J MORTENSEN
Buyer, Buyer's Address: JENN L FUICELLI, 423 N SNOWMASS CIR
Address: 423 N SNOWMASS CIR, SUPERIOR
Price: \$819000
Date Closed: 1/30/2014

Seller: DONALD H WAHLSTROM LIVING TRUS
Buyer, Buyer's Address: COMMUNITY RESTORATION LLC, 300 CENTER DR # G 151
Address: 245 3RD AVE, LONGMONT
Price: \$215000
Date Closed: 1/30/2014

Seller: ELEANOR PATTEN
Buyer, Buyer's Address: HOWARD J & B VALERIE PECKLER SINGER, 5365 CENTENNIAL TRL
Address: 5365 CENTENNIAL TRL, BOULDER
Price: \$565000
Date Closed: 1/31/2014

Seller: PATRICIA MALAN
Buyer, Buyer's Address: BEAU BURRIS, 2353 PO BOX 19786
Address: 2353 13TH ST, BOULDER
Price: \$312500
Date Closed: 1/31/2014

Seller: PEARL ST CAS LLC
Buyer, Buyer's Address: CHAD STONGE, 2425 CANYON BLVD STE 110
Address: 2034 PEARL ST UNIT 100, BOULDER
Price: \$316000
Date Closed: 1/31/2014

Seller: ALMA F & PRADERE EDUARDO A ARAUJO
Buyer, Buyer's Address: PATRICK L KRAMER, 914 SNOWBERRY ST
Address: 914 SNOWBERRY ST, LONGMONT
Price: \$438000
Date Closed: 1/31/2014

Seller: MARK D BLILEY
Buyer, Buyer's Address: ABIDE LLC, 750 S BESHEAR CT
Address: 750 S BESHEAR CT, ERIE
Price: \$382500
Date Closed: 1/31/2014

Seller: LAFAYETTE MEDICAL INVESTORS LL
Buyer, Buyer's Address: MADISON REALTY EQUITIES LLC, 3452 E FOOTHILL BLVD STE 200
Address: 225 WANNEKA PKWY, LAFAYETTE
Price: \$7850000
Date Closed: 1/31/2014

Seller: JOHN WEBSTER
Buyer, Buyer's Address: GEDEON LAFARGE, 3185 NELSON RD
Address: 3185 NELSON RD, LONGMONT
Price: \$1275000
Date Closed: 1/31/2014

Seller: BARBARA L BONITO
Buyer, Buyer's Address: JOHN CHRISMAN, 1419 RED MOUNTAIN DR UNIT 87
Address: 1419 RED MOUNTAIN DR

UNIT 87, LONGMONT
Price: \$167000
Date Closed: 1/31/2014

Seller: THERESA MEJIA
Buyer, Buyer's Address: MAX & JESSICA FINK, 1212 SUMNER ST
Address: 1212 SUMNER ST, LONGMONT
Price: \$196000
Date Closed: 1/31/2014

Seller: JERRY D & MARGARET MA SMALLIN
Buyer, Buyer's Address: PARKER C ROLLES REVOCABLE TRUS, 1073 DEER TRAIL RD
Address: 1073 DEER TRAIL RD, BOULDER
Price: \$463000
Date Closed: 1/31/2014

Seller: DENNIS NEAL INC
Buyer, Buyer's Address: ROBERT & TRACY SCHMIDT, 14534 N 107TH ST
Address: 14534 N 107TH ST, LONGMONT
Price: \$460000
Date Closed: 1/31/2014

Seller: PAUL TIPTON JUNE FRY TRUST
Buyer, Buyer's Address: PATRICK J & TRACY S RYAN, 124 OLD POST OFFICE RD
Address: 124 OLD POST OFFICE RD, BOULDER
Price: \$459000
Date Closed: 1/31/2014

Seller: EUGENE D & JASON E TRUJILLO
Buyer, Buyer's Address: TOMAS & MARSHA MICHELLE BARTULEC, 1808 CENTAUR CIR
Address: 1711 PINDAR CIR, LAFAYETTE
Price: \$184100
Date Closed: 1/31/2014

Seller: INDUSTRIAL RESEARCH LAND LEASI
Buyer, Buyer's Address: 3121 LONGHORN ROAD LLC, 3121 LONGHORN RD
Address: 3121 LONGHORN RD, BOULDER
Price: \$673200
Date Closed: 1/31/2014

Seller: MERITAGE HOMES COLORADO INC
Buyer, Buyer's Address: ALEXANDER WOLF DIET SAMMER, 661 FOSSIL BED CIR
Address: 661 FOSSIL BED CIR, ERIE
Price: \$478100
Date Closed: 1/31/2014

Seller: MICHAEL E GOLDMAN
Buyer, Buyer's Address: JOSEPH J DOLCE, 3061 REDSTONE LN
Address: 3061 REDSTONE LN, BOULDER
Price: \$200000
Date Closed: 1/31/2014

Seller: NANCY JEAN MCCARTHY
Buyer, Buyer's Address: MARTHA GARCIA LARA, 2148 SUMAC ST
Address: 2148 SUMAC ST, LONGMONT
Price: \$209900
Date Closed: 1/31/2014

Seller: BSW1216 LLC
Buyer, Buyer's Address: SAMUEL R & ANN R BARNSLEY, 8555 E COUNTY LINE RD
Address: 1216 CAROLINA AVE, LONGMONT
Price: \$210000
Date Closed: 1/31/2014

Seller: SOMERSET MEADOWS LLC
Buyer, Buyer's Address: SOPRIS HOMES LLC, 6420 GUNPARK DR STE D
Address: 3917 BUCKHAM WAY, LONGMONT
Price: \$180000
Date Closed: 1/31/2014

Seller: BMB BUILDERS INC
Buyer, Buyer's Address: JOSEPH LINCOLN & JENNIFER ROSE MCGUIRE, 723 RAWLINS WAY
Address: 723 RAWLINS WAY, LAFAYETTE
Price: \$255900
Date Closed: 1/31/2014

Seller: INDUSTRIAL RESEARCH LAND LEASI
Buyer, Buyer's Address: MCRAW-HIDE LLC, 5863 RAWHIDE CT
Address: 5863 RAWHIDE CT, BOULDER
Price: \$795400
Date Closed: 1/31/2014

Seller: CHRISTOPHER M & EMILY L COHU

Buyer, Buyer's Address: STEPHEN KIRSCHNER & ECATERINA M BOOTH, 1722 SICILY DR
Address: 1722 SICILY DR, LONGMONT
Price: \$360000
Date Closed: 1/31/2014

Seller: EDWARD JF & HELEN E STOUT
Buyer, Buyer's Address: MARK D BLILEY, 2060 WHEAT BERRY CT
Address: 2060 WHEAT BERRY CT, ERIE
Price: \$295000
Date Closed: 1/31/2014

Seller: 725 GAY LLC
Buyer, Buyer's Address: SHELLY KAY & CAROL ANNE THOMPSON, 725 GAY ST
Address: 725 GAY ST, LONGMONT
Price: \$265000
Date Closed: 1/31/2014

Seller: CHUNG WAN LEUNG
Buyer, Buyer's Address: CWC INCOME PROPERTIES 2 LLC, 12555 HIGH BLUFF DR STE 180
Address: MULT PROP,
Price: \$2872000
Date Closed: 1/31/2014

Seller: DARLINE E BROWN
Buyer, Buyer's Address: DENISE CANFIELD, 3356 PO BOX 20692
Address: 3356 BROADWAY ST, BOULDER
Price: \$390000
Date Closed: 1/31/2014

Seller: CHARLES MARK & MARY R PHILLIPS
Buyer, Buyer's Address: CARY ROBERT & KATRINA SCHRAM, 1169 ST JOHN ST
Address: 1472 ALLEN AVE, ERIE
Price: \$149000
Date Closed: 1/31/2014

Seller: TODD S & NICOL M PATRICK
Buyer, Buyer's Address: MARK E & CHRISTINE R LACIS, 2910 JADE CT
Address: 2910 JADE CT, SUPERIOR
Price: \$635000
Date Closed: 1/31/2014

Seller: LESLIE E GERTSCH
Buyer, Buyer's Address: LKSD RETIREMENT PROPERTIES LLC, 180 CROCKETT TRL
Address: 1236 S COFFMAN ST, LONGMONT
Price: \$324500
Date Closed: 2/3/2014

Seller: NANCY P MELCHER
Buyer, Buyer's Address: COURTNEY WENZEL, 5203 FLAGSTAFF RD
Address: 5203 FLAGSTAFF RD, BOULDER
Price: \$343600
Date Closed: 2/3/2014

Seller: NANCY R SAND
Buyer, Buyer's Address: DAVID M & OLIVIA K MILLER, 6237 NOTTINGHILL GATE
Address: 6237 NOTTINGHILL GATE, BOULDER
Price: \$329500
Date Closed: 2/3/2014

Seller: JANE S BRAUTIGAM
Buyer, Buyer's Address: JENNA S LUDWIG, 5513 FRIENDS PL
Address: 5513 FRIENDS PL, BOULDER
Price: \$555000
Date Closed: 2/3/2014

Seller: CATHERINE C CHIPMAN
Buyer, Buyer's Address: BERNARD J & KATHLEEN Y HART, 581 MANORWOOD LN
Address: 658 MARINE ST, BOULDER
Price: \$1245000
Date Closed: 2/3/2014

Seller: RICHARD C SIMA
Buyer, Buyer's Address: LAURA P & PETER R WOLTON, 1112 HILLSIDE LN
Address: 1112 HILLSIDE LN, LOUISVILLE
Price: \$493000
Date Closed: 2/3/2014

Seller: BRIAN JENSEN
Buyer, Buyer's Address: ELIZABETH B RAMIREZ, 405 E 4TH AVE
Address: 405 E 4TH AVE, LONGMONT
Price: \$170000
Date Closed: 2/3/2014

Seller: SAMS REAL ESTATE BUSINESS TRUS
Buyer, Buyer's Address: CENTENNIAL VALLEY INVESTMENT L,
Address: ,
Price: \$3650000
Date Closed: 2/3/2014

Seller: BANK NEW YORK MELLON TRUSTEE

Buyer, Buyer's Address: STEVEN T BULLOCK, 1050 NEON FOREST CIR
Address: 1050 NEON FOREST CIR, LONGMONT
Price: \$577500
Date Closed: 2/3/2014

Seller: NICHOLAS H SORENSEN
Buyer, Buyer's Address: TODD S & MARY H SORENSEN, 915 CLOVER CIR
Address: 915 CLOVER CIR, LAFAYETTE
Price: \$275000
Date Closed: 2/3/2014

Seller: MANDI VAUGHN
Buyer, Buyer's Address: SARA BRODY, 2244 SPRUCE ST APT B
Address: 2244 SPRUCE ST APT B, BOULDER
Price: \$280000
Date Closed: 2/3/2014

Seller: SQ VENTURE LLC
Buyer, Buyer's Address: NEW HOLLAND PARK LLC, 10994 STEELE ST
Address: 1405 S PUBLIC RD, LAFAYETTE
Price: \$340000
Date Closed: 2/3/2014

Seller: JACK M & LESLEY E JACKSON
Buyer, Buyer's Address: JOHN C WEBSTER, 7232 LACEY CT
Address: 7232 LACEY CT, NIWOT
Price: \$925000
Date Closed: 2/3/2014

Seller: 1557 9TH LLC
Buyer, Buyer's Address: TRES LLC, 1557 PO BOX 271028
Address: 1557 9TH ST, BOULDER
Price: \$1200000
Date Closed: 2/3/2014

Seller: MELISSA S BARKER
Buyer, Buyer's Address: HEATHER L & TODD R MCFADDEN, 22500 INDIAN HEAD RD
Address: 4753 WHITE ROCK CIR APT B, BOULDER
Price: \$190000
Date Closed: 2/3/2014

Seller: GAIL L DENTON
Buyer, Buyer's Address: SUZANNE J & ROBERT MYLES LEVY, 6339 NIWOT RD
Address: 6339 NIWOT RD, LONGMONT
Price: \$550000
Date Closed: 2/3/2014

Seller: RYLAND GROUP INC
Buyer, Buyer's Address: ALAN KRYSSTIAN & ANETA DABEK, 1310 ARMSTRONG DR
Address: 1310 ARMSTRONG DR, LONGMONT
Price: \$375100
Date Closed: 2/3/2014

Seller: WILLIAM F CARROLL TRUST
Buyer, Buyer's Address: JAMES M WALDEN, 934 GROVE DR
Address: 2990 SHADOW CREEK DR APT 307, BOULDER
Price: \$345000
Date Closed: 2/3/2014

Seller: TERENCE B BRITTON
Buyer, Buyer's Address: ANNE WORLEYMOELTER, 432 PINE ST
Address: 432 PINE ST, BOULDER
Price: \$2180000
Date Closed: 2/3/2014

Seller: RANDALL D & DIANA C WEEKLEY
Buyer, Buyer's Address: FILIBERTO & MATILDE CLAROS, 10010 SIDEVIEW DR
Address: 43 RED OAK CT, ERIE
Price: \$355000
Date Closed: 2/3/2014

Seller: THOMAS J & ERIN L RUSS
Buyer, Buyer's Address: JAMIE MARTHAGENE & BRIAN THOMAS CHICK, 1955 E COALTON RD #5 302
Address: 1470 STONEHAM ST, SUPERIOR
Price: \$368000
Date Closed: 2/3/2014

Seller: MERITAGE HOMES COLORADO INC
Buyer, Buyer's Address: JEFFERSON E & DAWN M SINGLETON, 4978 EAGAN CIR
Address: 4978 EAGAN CIR, LONGMONT
Price: \$498500
Date Closed: 2/3/2014

BUSINESS DIGEST

OPENINGS

Digital-media marketing company **Pyxl Inc.** has opened an office in Boulder. Three people will occupy the office at 1942 Broadway, Suite 504, where they will handle website development and social-media campaigns for customers, and offer other online marketing services. The company plans to hire three more for the office. In all, the company has 27 employees working at its headquarters in Knoxville, Tennessee, in Phoenix and in Boulder.

Brian and Emily Wilson opened **FirstLight HomeCare of Boulder** at 7464 Arapahoe Road, Suite B3, Boulder. The franchise that offers personal-care services for seniors, new mothers, people recovering from surgery and people with dementia. Providers offer bathing and hygiene help, walking help and live-in care services. FirstLight HomeCare of Boulder's service area includes Boulder, Longmont, Louisville, Lafayette, Superior, Broomfield, Westminster, Federal Heights and portions of Northglenn and Thornton. For more information, call 720-502-3939 or e-mail Boulder@FirstLightHomeCare.com.

Blue Sage Advisory LLC, a financial advisory firm, opened at 3390 Valmont Road in Boulder. Blue Sage will raise capital for food companies, socially conscious companies and real estate developments. David Link formed the firm with Ken Greer, Bob Sutherland and John Maggio. Link is a founder of Greenmont Capital Partners, a Boulder-based investment fund that has that serves the natural and organic products industry.

Toyko Joe's, a chain of restaurants serving Asian cuisine, opened a restaurant at 15 Ken Pratt Blvd. No.180, in Longmont. Hours are 10:45 a.m. to 9:05 p.m., daily. Phone is 720-684-4159.

BRIEFS

Boulder-based **JustRight Surgical LLC** expects to raise \$10 million from existing investors after receiving U.S. Food and Drug Administration clearance to sell a small stapler used in children's surgery. The company's 5-millimeter stapler was developed for pediatric surgeons operating in limited space. It is nine times smaller than existing staplers on the market, according to the company. JustRight plans to add as many as 20 salespeople during the next year at its offices in Boulder and Boston.

Longmont-based **TerraLux Inc.** has completed a new round of equity funding worth \$4.5 million, according to filing with the Securities and Exchange Commission. TerraLux designs, patents and manufactures LED-based lighting. LED is an acronym for light-emitting diode.

Broomfield-based **MicroBiome Therapeutics LLC** reported that its research drug NM504 kept blood glucose levels within normal limits for patients involved in a four-week clinical trial. The research drug works by shifting a diabetic or pre-diabetic person's gut bacteria to make it behave more like a healthy person's gut bacteria. Studies have shown that Type 2 diabetics typically have microbial imbalances in the gastrointestinal tract, which may contribute to the metabolic dysfunction associated with the condition. Microbiomes are micro-organisms in the human body. Microbiome research has grown rapidly in recent years, since the organisms are believed to have an effect on autoimmune diseases such as diabetes, rheumatoid arthritis, muscular dystrophy and possibly some cancers.

Boulder-based hearing-aid manufacturer **Sophonon Inc.** closed on a funding round of a little more than \$1 million to aid in ramping up its marketing efforts. The Swiss firm Windgan, a prior Sophono investor, led the equity funding round. Sophono makes hearing aids that work by using bone conduction. While normal hearing aids work by increasing volume and pushing air in the ear canal, Sophono's device includes a magnet implanted under the skin

behind a patient's ear. The rest of the device then attaches to the magnet outside the skin. When the device vibrates against the side of the head, it conducts sound through the skull to the inner ear. Howard Vickers, Sophono's head of operations and finance, said Sophono is adding two employees in Boulder immediately as well as one in the Northeast. The company's annual revenue, he said, is around \$5 million. More than 3,000 people in 36 countries have Sophono implants.

Boulder-based **e-Chromic Technologies** closed on the first \$300,000 of a \$600,000 funding round led by Virginia-based Amplifier Ventures. The closing included the conversion of \$100,000 of debt that e-Chromic owed to Amplifier and other angel investors. E-Chromic, formerly US eChromic, is developing a thin reflective film that can be applied to existing windows to allow users to wirelessly control the amount of light and heat transmitted through the windows, and reduce cooling costs. The technology was developed at the National Renewable Energy Laboratory in Golden. E-Chromic has an exclusive license to develop and commercialize the product.

Quinn Popcorn, a maker of organic popcorn packaged in microwavable bags, received a six-figure investment from Abe's Velocity Fund in Chicago. Specific financial terms of the investment were not disclosed. The six-employee company moved to 2100 Central Ave. in Boulder a month ago from Woburn, Massachusetts, to be closer to other young companies in the natural foods industry. Coulter Lewis started the company about two years ago with his wife, Kristy Lewis. Abe's Velocity Fund makes investments of \$100,000 to \$1 million in companies that sell organic products on the Abe's Market online website, www.abesmarket.com.

Louisville-based **Real Goods Solar Inc.** doing business as RGS Energy, a provider of turnkey solar energy solutions for residential, commercial, and utility customers, changed the ticker symbol for its Class A common stock listed on the Nasdaq Capital Market from RSOL to RGSE, on Feb. 24. The CUSIP number for the company's Class A common stock (75601N104) will remain unchanged.

Venture-capital firms **Boulder Ventures** and Grotech Ventures invested \$4.3 million in Intellinote Inc., a company that provides cloud-based human resources-management systems. The breakdown of the amount of the investment made by Boulder-based Boulder Ventures and Reston, Virginia-based Grotech was not divulged. Boulder Ventures' general partner Jonathan Perl and Grotech's principal Don Rainey are on the board of directors of Intellinote, which is based in Reston, Virginia. Boulder Ventures maintains an office in Reston. Intellinote has about 1,200 customers worldwide. Boulder Ventures was founded in 1995. The firm has invested more than \$350 million in client companies since it opened.

EARNINGS

Boulder-based **AeroGrow International Inc.** (OTCQB: AERO), a maker of indoor-gardening supplies, reported \$5 million in revenue for its third fiscal quarter ending Dec. 31, a 67-percent increase compared with the same period a year ago. The company's bottom line also improved, going from a \$297,000 net loss for the same period last year to net income of \$302,000, or 1 cent per share, this year. AeroGrow sells the Miracle-Gro AeroGarden line of soil-free indoor gardens, seed pod kits and accessories. AeroGrow president Mike Wolfe said successful launches at Costco.com and The Home Depot and growth at Amazon helped drive retail sales.

Broomfield-based **Corgenix Medical Corp.** (OTC BB: CONX) reported a 9.4 percent increase in revenue for the quarter ended Dec. 31, an uptick attributed to improved sales of

blood-coagulation tests and in the contract-manufacturing sector. Revenue for the quarter ended Dec. 31 was \$233,452, compared with \$185,493 in revenue reported for the same quarter a year earlier. Net profit was \$178,497, or less than 1 cent per share, for the quarter. The company's net profit was \$50,372, or less than 1 cent per share, for the same quarter a year earlier.

Broomfield-based **WhiteWave Foods Co.** (NYSE: WWAV) reported net revenue of \$679 million for its fourth quarter that ended Dec. 31, an 11 percent increase compared with the same period a year ago, that was driven by sales growth in North America and Europe. WhiteWave's revenue for the same quarter a year ago was \$609 million. Net profit was \$31.2 million for the quarter ended Dec. 31, or 18 cents per share, up from \$26.4 million, or 18 cents per share, for the same quarter a year earlier. WhiteWave sells Silk soy milk products, Horizon Organic dairy products and International Delight coffee creamers.

Niwot-based **Crocs Inc.** (Nasdaq: CROX) reported revenue of \$1.2 billion in revenue and net income of \$10.4 million for its fiscal year that ended Dec. 31. The revenue was a 6 percent increase compared with the \$1.1 billion in revenue the company reported in 2012. However, net income declined compared with \$131.3 million reported in 2012. For its fourth quarter that ended Dec. 31, Crocs posted revenue of \$228.7 million, a 2 percent increase compared with the \$225 million in revenue posted for the same period a year ago. Crocs posted a loss of \$66.9 million for the most recent quarter compared with a loss of \$3.6 million in the same quarter in 2012.

CONTRACTS

Boulder-based **Ball Aerospace & Technologies Corp.** was awarded a \$5.8 million contract from the Defense Weather System Directorate at the Space and Missile Center in Los Angeles to build five replicas of the ion velocity meter, a tool developed at the University of Texas-Dallas that can assess the effects of space weather on spacecraft and communications.

MERGERS & ACQUISITIONS

Denver-based **Swingle Inc.**, doing business as Swingle Lawn, Tree and Landscape Care, acquired the lawn- and tree-care portions of Longmont-based **Nitro Green of Boulder County**, with intentions of opening a new Swingle location in Boulder County. Schneider and Sons Inc., which had done business as Nitro Green of Boulder County, is narrowing its focus to weed control in pasture and open spaces and rebranding as Weed Control Services. Terms of the deal were not disclosed.

D'Wayne and Stacey Cook, operating as **S&DC LLC**, bought Frederick-based **MBK Machine Corp.**, a machine shop that makes products for aerospace and medical-device companies. The Cooks are keeping the company's name and plan to grow MBK's client roster to include companies around the United States and overseas. MBK has hired five new people – one full-time worker and four part-time workers – as a result of the purchase. MKB previously had seven employees working at its 10,000-square-foot industrial space at 7450 Johnson Drive, east of Interstate 25 near Longmont. Financial terms of the deal were not disclosed.

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

Boulder-based **Clean Energy Collective** received the Most Innovative Solar Company award from Solar Power Generation USA. Clean Energy develops community-owned solar projects, a model that allows any participating utility customer the opportunity for solar ownership, including renters. Ratepayers may purchase any number of solar panels from the community array. SPG's awards panel acknowledged Clean Energy for maximizing benefits for consumers while making the solution attractive for utilities. Clean Energy has 33 community solar facilities operating or in development in six states with 13 investor-owned, cooperative and municipal utility partners.

Infusionsoft, a creator of sales and marketing software for small businesses, named **Jim Turner**, founder and owner of Boulder-based OptiBike, to its list of 24 exceptional entrepreneurs and small-business owners in honor of National Entrepreneurship Week. Turner was recognized in the Passion for the Customer category. Infusionsoft is based in Chandler, Arizona.

DTJ Design Inc., an international community-design firm based in Boulder and Atlanta, received three awards for Midtown Residence Two at the International Builders Show in Las Vegas. The project received The National Sales & Marketing Council's award for Best Architectural Design of a Single-Family Home under 2,000 Square Feet, the National Association of Home Builders' Best in American Living Platinum Award for a Single-Family Detached Home up to 2,000 Square Feet, and its Best in Region – Mountain category. DTJ's team consisted of Brookfield Residential, Brookfield Homes and Linda Buetner Interiors.

Broomfield-based **Bolder Staffing Inc.** was named one of Inavero's 2014 Best of Staffing Award winners. Inavero conducts staffing agency client and talent satisfaction surveys. Bolder Staffing was recognized for being in the top 2 percent of staffing agencies for companies and job candidates in North America. Bolder Staffing received satisfaction ratings of 9 or 10, out of 10, from 70.9 percent of their permanent and temporary, higher than the industry average of 53 percent. Of their clients, 68.2 percent rated Bolder Staffing 9 or 10, compared with the industry average of 35 percent.

NONPROFIT NETWORK

GRANTS

Longmont-based **First Nations Development Institute** and the National Urban Indian Family Coalition in Seattle received a \$50,000 grant from the Comcast Foundation. The grant supplements a 2013 grant of \$1.1 million from The Kresge Foundation. Together, they are being used to enhance the capacity and effectiveness of American Indian nonprofit organizations located in urban settings, as well as providing training and technical assistance services.

The **WOW! Children's Museum** in Lafayette received a \$3,000 grant from The Community Foundation Serving Boulder County. WOW! will use the grant to support the museum's 2014 Scholarship Program. In 2013, WOW!'s Scholarship Program served more than 2,200 children in need. Scholarship Program benefits include complimentary museum admissions, access to onsite education programs, low-cost family memberships, and discounted field trips for Title I schools. The Museum strives to grow the number of low-income children and families served by 5 percent annually.

ON THE JOB

ADVERTISING, COMMUNICATIONS

Crispin, Porter + Bogusky promoted **Danielle Whalen** to managing director of the ad agency's office in Boulder. Whalen joined CP+B in 2004 to help oversee the Burger King business. Since that time, she's worked on several campaigns including Subservient Chicken, The Burger King "King" campaign, Whopper Freakout and the Old Navy SuperModelquins. Named an executive vice president in 2012, she runs the Applebee's and Fruit of the Loom accounts.



Whalen

ARCHITECTURE, CONSTRUCTION

The University of Colorado-Boulder named **William "Bill" Haverly** campus architect and director of planning, design and construction in the Department of Facilities Management. Haverly, whose appointment begins March 3, will head a department with an operating budget of nearly \$5 million and management responsibility for a five-year capital plan totaling more than \$750 million. He will be responsible for the conceptual planning, design, engineering and construction of all capital and noncapital



Haverly

projects for the 11 million-square-foot campus, including more than 350 open projects at any one time. Haverly comes to CU-Boulder from the University System of New Hampshire where he was director of capital planning and development.

BANKING, FINANCE

Ryan L. Mason, a financial adviser at Main Street Investments Inc. in Longmont, who offers securities through Raymond James Financial Services Inc., received the designation of AAMS, an acronym for accredited asset-management specialist, from the College for Financial Planning. Mason joined Raymond James in 2009 and has more than 14 years of experience in the financial-services industry. He specializes in retirement income planning.



Mason

Denver-based Mountain West Credit Union Association hired **Patti Hazlett** as its director of corporate communications. Hazlett will oversee the public affairs and communications duties for the regional tri-state trade association representing 132 member credit unions, 3.1 million



Hazlett

credit union members and \$33 billion in assets throughout Arizona, Colorado and Wyoming. Hazlett has more than 20 years of communications experience. She previously led public relations efforts for a major real estate real estate management company, health-care corporations and Special Olympics Colorado, as well as a number of professional sports organizations. Most recently, Hazlett was president of PH Communications, her private consulting practice.

MANUFACTURING

Boulder-based running shoemaker Newton Running hired **Mike Nesladek** as vice president of marketing. Nesladek has 15 years of marketing experience. Previously, he worked on brand development and marketing strategies that spanned digital, social and traditional media for Anheuser-Busch InBev.



Nesladek

NATURAL/ORGANIC

Louisville-based Door to Door Organics, a natural and organic online grocer, hired **David P. Maytubby** as chief financial officer. Maytubby will be responsible for financial operations and investment strategy. He has more than 28 years of experience in finance roles in public accounting, high tech, private equity and large-scale private investing and wealth-management. Maytubby most recently served as CFO of LineRate Systems Inc., which

was acquired by F5 Networks Inc. Maytubby earned a degree in finance and accounting from Fresno Pacific University.

NONPROFIT

The nonprofit Colorado Chautauqua Association in Boulder hired **Matt Hamann** as director of hospitality. Hamann has regional and national management and operations experience with multiple brands, including Marriott, Westin, Hotel Teatro in Denver and InterContinental Hotels Group. Hamann's background also includes managing a portfolio of national park lodging properties. Colorado Chautauqua is a national historic landmark. Since 1898, it has attracted visitors seeking respite through its natural beauty and enrichment from cultural programs that are offered.

The nonprofit TRU Community Care, formerly HospiceCare of Boulder of Broomfield Counties, elected six members to its board of directors for 2014. They are **Laura Bickers**, community volunteer and Longmont United Hospital staff chaplain per diem; **Dan Frank**, controller at Longmont United Hospital; **Marty Evans**, president, MACE Associates; **Dr. Gil Gonzalez**, retired physician; **Michele Obermeier**, retired communications executive; and **James Williams**, dean of libraries at the University of Colorado.

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 CELESTIAL SEASONINGS

Boulder-based **Celestial Seasonings**, a brand of The Hain Celestial Group Inc. (Nasdaq: HAIN), launched a line of organic, fair-trade certified Estate Teas, using tea leaves from tea gardens in Central Africa, India and China. The line is sold exclusively at Whole Foods Markets and consists of five types: English Breakfast Black Tea, Earl Grey Black Tea, Pure Green Tea, Jasmine Green Tea and Perfect Trio, a unique blend of green, white and black teas.

Lafayette-based **RaceRender LLC** launched the third version RaceRender, software that overlays data on video for Microsoft Windows and Apple iMac OS X. The new version allows

users to create sports and racing videos with GPS telemetry overlays and other data visualizations. It also has multiple-camera picture-in-picture capabilities.

Boulder-based **Rapt Media** introduced its Site Pairing Technology, an interactive video solution that links a website and video player. It enables users to build video-based web experiences without worrying about technical implementation. Site Pairing facilitates a two-way conversation between the player and the host site. When a viewer clicks on a Rapt Media video with Site Pairing, the website around the frame responds; and when a user clicks on the website, the video responds.

CALENDAR

FEBRUARY

28 The Broomfield Small Business Summit will be from 7:30 a.m. to 6 p.m., Friday, Feb. 28, at the Omni Interlocken Resort, 500 Interlocken Blvd., Broomfield. Cost is \$59, includes breakfast, lunch and beverage ticket for networking reception. More than 10 workshops and panels on topics such as government contracting, access to capital, crowdfunding, startup basics, legal considerations, social media and engagement marketing, power networking. Event organized by the Broomfield Resource Center, Broomfield Chamber of Commerce and Colorado SBDC of North Metro Denver, Broomfield Satellite. For more information and registration, go online at www.BroomfieldBRC.com.

The Coal Creek Rotary presents **Rocky Mountain Mardi Gras** featuring Chris Daniels and the Kings, from 7 to 11 p.m., Friday, Feb. 28, at the Lionsgate Center, 1055 S. 112th St., Lafayette. Cost is \$75. Proceeds benefit Coal Creek Rotary Club, Clinica Family Health Services and Coal Creek Meal on Wheels. Tickets available online at Coalcreekrotary.org.

MARCH

6 C-Level @ A Mile High, an opportunity to meet C-suite decision makers and IT team leaders in Colorado across industries who use technology to power their businesses, will be from 4:30 to 9 p.m., Thursday, March 6 at Sports Authority Field at Mile High, 1701 Bryant St. Denver. This event will provide access to the decision-makers. The format provides a match-making opportunity for solution providers and busy executives. Fundraiser for the Colorado Technology Association. Cost is \$245. For more information, call Selina Sandoval at 720-382-5925 or e-mail SSandoval@coloradotechnology.org. Register online at clevelmilehigh.org.

The Boulder Chamber will conduct a **Membership Orientation** from 8 to 9:15 a.m., Thursday, March 6, at the Chamber Center, 2440 Pearl St., Boulder. Meet the chamber's staff, introduce your business, and familiarize yourself with the benefits the chamber offers. Also open to nonmembers who would like to learn more. For more information, contact Jane Lewis, 303-442-1044, or e-mail events@boulderchamber.com.

7 Sandler Training presents the workshop, **How to Use LinkedIn to Get Appointments with Your Best Prospects**, from 8 to 10 a.m., Friday, March 7, at Sandler Training, 257 McCaslin Blvd., Suite 200, Louisville. Bob Bolak, president of Sandler Training in Boulder County, will lead the workshop. Cost is \$69. R.S.V.P. to Alison Schneider at 303-376-6165 or e-mail Alison.Schneider@sandler.com.

12 The Longmont Area Economic Council will present its **Economic Council Breakfast**, Programs That Can Help Your Business Succeed, at 7:30 a.m., Wednesday, March 12, at the Plaza Convention Center, 1850 Industrial Circle, Longmont. Speakers will be Jeff Kraft, director of business funding and incentives for the state's Office of Economic Development, and Brad Power, director of the Economic Development Department for the city of Longmont. Make reservations by calling Donna Miller at 303-651-0128 or e-mail laec@longmont.org.

13 The I Have a Dream Foundation of Boulder County presents its **2014 Longmont Dream-Maker Breakfast** from 7:30 to 9 a.m., Thursday, March 13, at the Plaza Conference Center, 1850 Industrial Circle, Longmont. Proceeds raised during the breakfast will support the sponsorship of 50 low-income youth in the Longmont community for a period of 10-plus years, from second grade through high school, and to and through post-secondary education. Upon high-school graduation, each Dreamer will receive a scholarship to use toward college or vocational school. For more information, call Lori Canova at 303-444-3636 or e-mail lori.canova@ihaveadreamboulder.org. Register online at info@ihaveadreamboulder.org.

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.

EXISTING HOME SALES

January 2014 Statistics

Year-to-Year Comparison

Location	Total# Sold	Inventory	Avg. Sales Price	Avg. Days to Contract	Median Sales Price	Total # Sold			Average Sales Price			Average Days to Contract			Median Sales Price		
						01/01/12 - 12/31/12	01/01/13 - 12/31/13	%chg	01/01/12 - 12/31/12	01/01/13 - 12/31/13	%chg	01/01/12 - 12/31/12	01/01/13 - 12/31/13	%chg	01/01/12 - 12/31/12	01/01/13 - 12/31/13	%chg
Boulder	27	140	\$682,308	59	\$612,500	787	826	5.0	\$668,291	\$757,959	13.4	75	36	(52.0)	\$570,000	\$631,250	10.7
Broomfield	21	64	\$401,875	49	\$333,000	376	412	9.6	\$358,513	\$394,681	10.1	68	34	(50.0)	\$323,890	\$348,250	7.5
Erie	23	78	\$379,481	41	\$355,000	327	393	20.2	\$348,852	\$386,129	10.7	72	42	(41.7)	\$330,000	\$348,500	5.6
Lafayette	15	59	\$390,040	42	\$377,700	303	311	2.6	\$385,017	\$413,988	7.5	57	40	(29.8)	\$358,000	\$379,000	5.9
Longmont	47	198	\$314,900	46	\$280,000	1000	1161	16.1	\$258,404	\$284,726	10.2	61	39	(36.1)	\$233,500	\$260,000	11.3
Louisville	10	16	\$487,904	42	\$510,000	243	238	(2.1)	\$432,180	\$498,291	15.3	57	30	(47.4)	\$395,000	\$453,800	14.9
Superior	4	20	\$616,475	23	\$639,450	158	144	(8.9)	\$425,315	\$469,631	10.4	41	28	(31.7)	\$408,000	\$440,250	7.9
Mountains	13	158	\$334,038	193	\$385,000	296	329	11.1	\$422,299	\$461,411	9.3	131	116	(11.5)	\$349,500	\$373,500	6.9
Plains	19	140	\$654,713	86	\$560,000	408	420	2.9	\$623,231	\$669,074	7.4	84	62	(26.2)	\$479,450	\$534,000	11.4
Total	179	873				3,898											

EXISTING CONDO SALES

January 2014 Statistics

Year-to-Year Comparison

Location	Total# Sold	Inventory	Avg. Sales Price	Avg. Days to Contract	Median Sales Price	Total # Sold			Average Sales Price			Average Days to Contract			Median Sales Price		
						01/01/12 - 12/31/12	01/01/13 - 12/31/13	%chg	01/01/12 - 12/31/12	01/01/13 - 12/31/13	%chg	01/01/12 - 12/31/12	01/01/13 - 12/31/13	%chg	01/01/12 - 12/31/12	01/01/13 - 12/31/13	%chg
Boulder	25	144	\$355,569	45	\$280,000	651	735	12.9	\$308,285	\$322,927	4.7	96	49	(49.0)	\$255,000	\$266,000	4.3
Broomfield	5	3	\$201,881	64	\$192,815	83	108	30.1	\$223,199	\$229,646	2.9	113	50	(55.8)	\$218,000	\$223,475	2.5
Erie	2	7	\$156,500	21	\$156,500	29	34	17.2	\$184,655	\$166,159	(10.0)	61	58	(4.9)	\$151,000	\$156,500	3.6
Lafayette	7	18	\$251,450	42	\$240,000	99	129	30.3	\$195,562	\$212,029	8.4	65	35	(46.2)	\$196,000	\$213,500	8.9
Longmont	11	33	\$233,905	30	\$188,500	219	272	24.2	\$178,503	\$196,321	10.0	72	42	(41.7)	\$162,000	\$185,450	14.5
Louisville	2	7	\$149,250	14	\$149,500	44	62	40.9	\$226,774	\$269,320	18.8	64	43	(32.8)	\$201,000	\$224,950	11.9
Superior	2	3	\$246,500	14	\$246,500	32	40	25.0	\$200,818	\$217,343	8.2	44	28	(36.4)	\$180,000	\$194,250	7.9
Mountains	1	1	\$267,000	1	\$267,000	2	3	50.0	\$337,500	\$269,833	(20.0)	101	109	7.9	\$337,500	\$190,000	(43.7)
Plains	3	10	\$161,021	28	\$159,000	98	87	(11.2)	\$194,281	\$222,057	14.3	72	38	(47.2)	\$163,250	\$182,000	11.5
Total	58	226				1,257	1,470										

For more information contact: Kenneth Hotard 303.442.3585 • khotard@barastaff.com Datasource: IRES-Information Real Estate Services

Work to begin on Gunbarrel Center in March

BOULDER — More than a decade in planning, the Gunbarrel Center mixed-use development is slated to break ground by the end of March.

Situated on about 9.3 acres at the southwest corner of Gunpark Drive and Lookout Road, Gunbarrel Center will include 251 market-rate apartments and about 29,000 square feet of commercial space spread out among 14 three-story buildings to the east of Gunbarrel's King Soopers grocery store. The project is being developed by Scottsdale, Arizona-based The Wolff Company.



REAL ESTATE
Joshua Lindenstien

The Wolff Company spokesman Rob O'Dea said the first apartments could be delivered by spring of next year, with the entire project taking 18 to 24 months.

Gunbarrel Center will include a small amphitheater and a new "Main Street" running through the center of the development. BAR Architects of San Francisco designed the project. O'Dea said the makeup of the commercial space is to be determined, but could be a mix of restaurants, retail and professional office space.

O'Dea declined to disclose an estimated project cost for Gunbarrel Center.

The Wolff Company owns the



COURTESY BAR ARCHITECTS

This rendering is a view to the south down a new "Main Street" that will run through the center of Gunbarrel Center, a new mixed-use project slated to break ground in March.

project. But the Boulder-based O'Connor Group, which first got the idea of the development rolling in the late 1990s, is still working with The Wolff Company on bringing the project along.

The project plans took on multiple iterations over the years as city officials, neighbors and developers hashed out the best use for the site. The O'Connor Group had the project entitled in a similar form in the mid-2000s. That was before Terry O'Connor, who started the company, died unexpectedly in 2005.

The Wolff Company's plan for Gunbarrel Center has a similar makeup to

the O'Connor Group's original plans.

"That was important to us as far as working with the Wolffs," said Chris Rebich, Terry O'Connor's stepson and president of the O'Connor Group. "We were fortunate the Wolffs had a similar vision to what we had before."

"It's been in our family for a long time. Our whole family is very excited."

The Wolff Company — which finalized purchase of the land last year for \$4.15 million according to Boulder County property records — obtained entitlements for the project in its current form in early 2012. But O'Dea said there was a lot of detail to be finalized with the city and designers

in the meantime before construction could begin.

"It's simply a case of planning and making sure we do it right," O'Dea said.

HOTEL PLAN NIXED: Could the new hotel bubble in Boulder be bursting soon? Maybe, maybe not. But at least one development group has scrapped plans for a hotel in favor of more office space.

The developers of Pearl Place in Boulder submitted to the city a second concept plan for the site that does away with a 120-room hotel near the intersection of 30th and Pearl streets. They were scheduled to go before the planning board Feb. 27 to gain feedback from the board and community members on the changes.

New plans for the project call for three — instead of two — four-story office buildings totaling about 300,000 square feet of space.

Denver developers Darren Fisk of Forum Real Estate Group and Dan Otis of Brickstone Partners led the purchase of four parcels of land last year for \$12.2 million. The four parcels total 4.33 acres and wrap around the Chase Bank at the southwest corner of 30th and Pearl.

"We were just getting nervous about the saturation of hotels," said Kevin Foltz, director of development for Forum.

Developers have submitted design review plans for new hotels all over central Boulder. A half block to the

► See **Real Estate, 21A**

REAL ESTATE from 20A

east of Pearl Place, a Hyatt Hotel is planned at the under-construction Depot Square development. A hotel is also planned at a mixed-use development at the site of the former Sutherlands lumber yard on Valmont Road. At 28th and Canyon at the site of the former Golden Buff Lodge, an Embassy Suites and Garden Inn are planned. Across the street from that a new Residence Inn is in the works.

A little farther from Pearl Place, a new Hampton Inn opened last summer in Gunbarrel. And a hotel is also planned at the corner of Baseline Road and 27th Way across from the University of Colorado law school.

"We just think the office market in that area is going to be stronger over the long term," Foltz said.

Foltz said developers hope to have the entitlement process completed by midyear, with demolition and construction beginning by the end of the year.

SOFTWARE TRAINER MOVES: Software developer training company DevelopIntelligence LLC announced that it has moved its headquarters from Louisville to Boulder.

The company leaves an 800-square-foot former space at 706 Front St. in Louisville for 2,200 square feet at 3200 Carbon Place, Suite 101, in Boulder.

LUXURY PRICES UP: January luxury-home prices in the Denver metro area increased 9.6 percent year over year and nearly 4 percent compared with December thanks in part to a shortage of such listings on the market.

The figures come from a report released by Coldwell Banker Residential Brokerage, and are based on Multiple Listing Service data of homes sold for \$1 million or more.

The median sale price of a luxury home in the region last month increased to \$1,389,300. But only 42 million-dollar homes sold in the region, down from 46 a year ago and 74 last month.

Denver boasted the area's most million-dollar sales in January with 13, followed by Boulder and Cherry Hills Village with five each. The most expensive sale in the metro area last month was an eight-bed, six-bath, 14,600-square-foot home in Cherry Hills Village that went for \$5.9 million.

DEAN CALLAN AWARDS: Dean Callan and Co. recognized Tom Hill of Wright-Kingdom Real Estate and the late Fenton Bain, a former local attorney, with the Dean Callan Recognition Award.

The Boulder brokerage gives the award annually in memory of Dean Callan and in recognition of his years of dedicated commercial real estate service. Criteria include professional service, respect, integrity, community involvement, and leadership and mentoring.

Dean Callan and Co. president Becky Callan Gamble presented this

Highest-Priced Home Sales in Boulder County

January 2014

Sale Price	Buyer	Address	City
\$2,250,000	Michelle Trantina	1425 King Ave	Boulder
\$2,180,000	Anne Worleymoelter	432 Pine St.	Boulder
\$1,700,000	Craig and Pamela Jones	265 Willow Glen Court	Boulder
\$1,600,000	Susan and Hans Johnson	520 14th St.	Boulder
\$1,456,900	Hayley Chandler	9087 Jason Court	Boulder
\$1,275,000	Gedeon LaFarge	3185 Nelson Road	Longmont
\$1,245,000	Bernard and Kathleen Hart	658 Marine St.	Boulder
\$1,200,000	Tres LLC	1557 9th St.	Boulder
\$1,025,000	James Stewart Risner	583 Ord Drive	Boulder
\$925,000	John Webster	7232 Lacey Court	Niwot

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

Markel in Prospect New Town

Builder plans homes on 18 newly purchased lots



COURTESY MARKEL HOMES

This rendering shows one of Markel Homes' new single-family home models to be constructed at the Prospect New Town neighborhood. Markel purchased 18 lots in Prospect last fall that are slated for a mix of single-family homes and town homes. The nine single-family lots have the option for a separate carriage house. Markel's Prospect sales office opens Feb. 28.

year's awards at the Commercial Brokers of Boulder February meeting to Hill and Bain's wife Vicki. Bain died in July. In addition to the awards, the McElwain and Callan families make a \$2,500 charitable donation in the names of the award winners.

LAFAYETTE

MARKEL BUYS BCH LAND: Markel Homes closed recently on the purchase of eight acres of vacant land owned by Boulder Community Hospital that is slated to become part of a new 53-home single-family neighborhood in Lafayette called Blue Sage.

An affiliate of Markel paid \$800,000 to the Community Hospital Association for the land, which sits just north of the intersection of W. South Boulder Road and Cimarron Drive near Lafayette's border with Louisville.

BCH originally owned the parcel as part of development of the Community Medical Center in 1985. The CMC moved to a new Lafayette location in 2000, and sold its building to Clinica Campesina, which operates there now. The vacant land, BCH spokesman Rich Sheehan said, no

longer fit into the hospital's plans.

Markel Homes' president Michael Markel said his company is under contract to purchase an adjacent five-acre piece of land to the west that will also become part of Blue Sage. That land abuts the Louisville border to the west, and also abuts Phase II of the North End development that Markel is building on the east edge of Louisville.

Michael Markel said it was largely coincidence that the new land purchases fell next to North End, though he said the two neighborhoods will have some connectivity eventually.

Blue Sage will include homes with a mix of front- and alley-loaded garages, with lots ranging in size from 5,000 to 7,000 square feet. Homes will range from 2,200 to 2,800 finished square feet and from roughly \$400,000 to \$600,000 in price – comparable to the single-family homes in North End.

Markel said his company would likely break ground on Blue Sage about a year from now, with the first homes coming online in about 15 to 18 months.

Foreclosures in Boulder Valley

(Jan. 1-31, 2014)

City	Foreclosures Filed	Deeds Issued
Allenspark	0	0
Boulder	4	0
Broomfield	9	2
Eldorado Springs	0	0
Erie	0	0
Golden*	1	0
Gold Hill	0	0
Hygiene	0	0
Jamestown	1	0
Lafayette	2	1
Longmont	11	6
Louisville	0	0
Lyons	2	0
Nederland	1	1
Niwot	1	0
Pinecliffe	0	0
Superior	3	0
Ward	1	0
TOTAL	36	10
Year-to-date 2014	36	10

*Reflects only the portion of Golden in Boulder County
Source: Public trustees of Boulder and Broomfield counties

LONGMONT

PARK MANOR SALE: BlueLine Properties Inc., a Denver development and management company specializing in apartment building renovations, has closed on the \$5.25 million purchase of the Park Manor Apartments at 720 Fairlane Ave.

The complex, which includes 17 four-plex units on about 6.25 acres at the northeast corner of S. Pratt Parkway and Fairlane, had been owned by the Kanemoto family.

The Park Manor Apartments sit along the bank of the St. Vrain River. Ed Kanemoto, a commercial real estate agent with Re/Max Traditions and a former partner in the apartments' ownership, said some of the units were damaged by September's flood and that repairs there are ongoing.

Terrance Hunt of ARA Real Estate Investment Services represented the sellers in the deal.

LOUISVILLE

CHURCH TO SAM'S CLUB: Ascent Community Church plans to hold weekly Sunday services in April in 20,000 square feet of the former Sam's Club building at 550 S. McCaslin Blvd. in Louisville.

Ascent has signed a month-to-month lease for the smaller space in the 127,000-square-foot building, said co-pastor Jim Candy. Candy and co-pastor Bill Stephens have ties to First Presbyterian Church in Boulder and a congregation of about 300 people.

Building owners Centennial Valley Investment LLC and Seminole Land Holdings Inc. are looking for a permanent retail tenant to fill the space, which has been vacant since 2010. Earlier this month, the new owners paid Sam's Club \$3.65 million for the building and the 13.2 acres on which it sits. Low Cost Office Furniture will also temporarily lease space in the building.

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

It's time for voters to embrace plans for bus rapid transit

Let's get moving. Local government officials are taking a lot of heat for the lack of funding for rail service in the Northwest quadrant of the metro area. FasTracks was supported overwhelmingly in this region, and it's a travesty that funding for the Northwest line does not exist — and probably won't for decades into the future. (As one RTD official said recently, "I get that. I get that. I get that.")

EDITORIAL

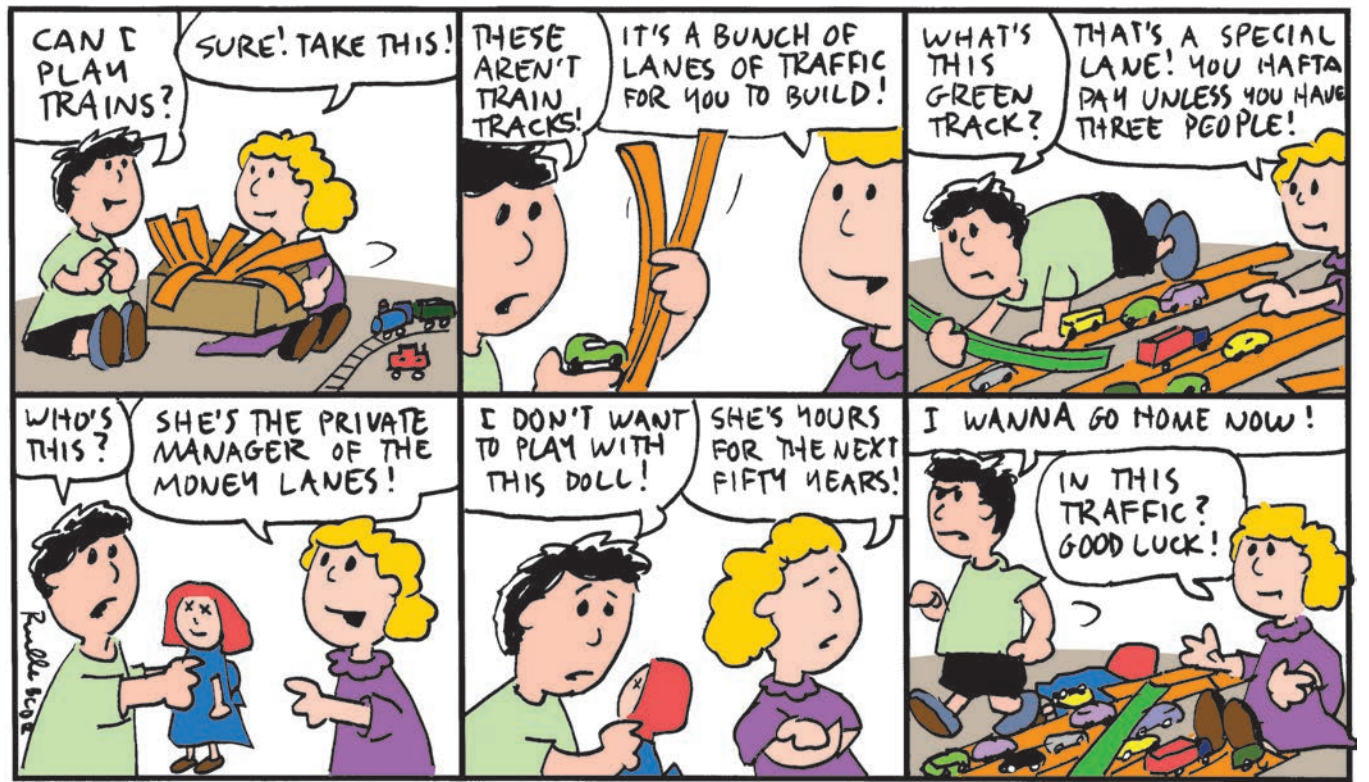
So what do we do? Voters can complain all they want — and they should — but it's unlikely to generate the \$1.7 billion — the price keeps going up — necessary to bring rail from Westminster to Broomfield, Louisville, Boulder and, ultimately, Longmont.

Rail should remain on the table, but it will likely gather dust on that table for many years. Given reality, it's time for local citizens and commuters to express support for the coalition of local municipalities, the Regional Transportation District and other groups in their effort to bring arterial bus rapid transit to the region.

The first segment, now under construction, will run along U.S. Highway 36 from Westminster to Boulder, with future lines running along the Diagonal Highway between Longmont and Boulder, or along U.S. Highway 287, between Longmont and Broomfield. Other possibilities include along Colorado Highway 7 and along 120th Avenue.

Other options also are presented in the ongoing Northwest Area Mobility Study currently under way, but bus rapid transit appears to be the most-affordable, easiest path to ease congestion in Boulder and Broomfield counties. In short, it will bring in far more new users to RTD services than rail, at least for the time being.

So we say, "go for it," and bring as much bus rapid transit to the region as possible, in the shortest time possible.



Employees need to practice 'safe apps'

New report suggests businesses take note of threats to networks

Looks like we have more and more malicious apps with which to deal. A new report published by Broomfield-based Webroot details the rise in potentially threatening mobile applications.

This should serve as a wakeup call for businesses. The report indicates that as employees continue to use their own devices and personal applications for work purposes, more threats are introduced into the workplace, putting company networks at risk.

The BYOD — bring your own device — concept might help cut down on overhead, but it likely will lead to mighty tech headaches.

The Webroot Threat Research team analyzed more than 5.9 million mobile apps and 31,000 infections, and concluded that the increased risk is caused by malicious apps, including those that require rooting the device, send premium text messages, and collect all available data. "Rooting" is the term widely used among computer and cellphone techs to refer to the process by which one gains access to

the administrative commands and functions of an operating system.

The report stresses the importance of downloading apps from reputable sources such as Google Play and iTunes. Many third-party app markets do not apply strict security standards and can unknowingly host malicious files, the report said.



OBSERVATIONS
Doug Storum

"Consumers are very trusting of mobile applications such as Facebook, Twitter and Angry Birds — they are apps they know and have used for some time," said Grayson Milbourne, security intelligence director at Webroot. "However, it's the thousands of unverified apps, often found on third-party markets or peer-to-peer networks that put users at risk."

"Poor app choices can lead to the compromise of an entire corporate network. The need to secure mobile devices will continue to grow as the discovery of new exploits and malicious apps increase — all driven by a clear focus on mobile platforms within the cybercrime community."

But the platform on which apps

run seems to have some significance. The report said the platform for Android may pose a greater security threat than Apple's iOS platform for its iPhones.

The data indicated a nearly 4X increase in the volume of potentially threatening apps for Android in 2013 — 384 percent increase in total threats to Android devices, and 42 percent of applications for Android analyzed were classified as malicious, unwanted, or suspicious.

Webroot estimates an average smartphone user downloads more than 100 apps for a variety of different services. So if you have to download apps, and why wouldn't you? Webroot suggests the following precautions.

- Install applications only from trusted sources, including but not limited to Google Play and iTunes.
- Pay close attention to permission requests from new app installations. Err on the side of caution.
- Both corporate-owned and personal devices should use lock screens. Eight-digit PINs are much better than swipe locks of four-digit pins.
- And, use a mobile-device security app to protect against malicious apps and Web threats.

Doug Storum can be reached at 303-630-1959 or email dstorum@bcbr.com.

BCBRDAILY from 2A

the city of Longmont before a construction start date can be announced.

NewMark Merrill purchased the Twin Peaks Mall property in 2012 for \$8.5 million. The company is a division of NewMark Merrill Companies in Woodland Hills, California, which manages or owns a portfolio of more than 75 shopping centers in three states, representing more than \$1 billion in assets.

Posted Feb. 18.

Globelimmune raises cash

LOUISVILLE — Drug-research firm Globelimmune Inc. has raised \$7.5 million to pay for ongoing operations.

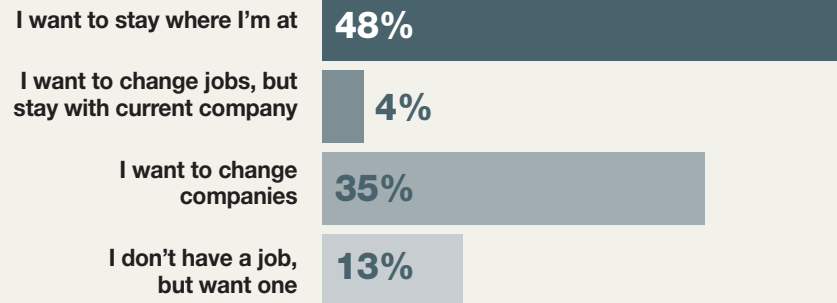
The Louisville-based company raised the money through SternAegis Ventures, an arm of Aegis Capital Corp. in New York.

Globelimmune in November withdrew plans to file an initial public offering. Globelimmune representatives said at the time that the market was not sufficiently attractive as a place to raise money. Globelimmune is developing therapeutic drugs to treat pancreatic cancer and hepatitis B and C, among other research projects. The company has licensing agreements with Gilead Sciences Inc. (Nasdaq: GILD) in Foster City, California; and with Celgene Corp. (Nasdaq: CELG) in Summit, New Jersey, for drugs under development. The company's drug products for

BCBR Opinion Poll

Our online question:

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52 votes from Jan. 29 to Feb. 25.

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cancer and infectious diseases are based on its Tarmogen platform, according to SEC documents. Tarmogens activate a patient's immune system by stimulating a group of white blood cells called T cells, which destroy infected or malignant cells in the body. Globelimmune's lead pancreatic cancer drug is undergoing clinical trials required by the U.S. Food and Drug Administration before a drug can be marketed and sold commercially. Altogether, Globelimmune has four Tarmogen-based products going through five clinical trials.

Posted Feb. 13

Grauman CEO at RoundPegg

BOULDER – Software company RoundPegg Inc. has hired human-resources sector veteran Kevin Grauman as its new chief executive.

Grauman replaces co-founder Tim Wolters, who will shift his focus to new business as executive vice president of business development.

Boulder-based RoundPegg provides web-based tools that help manage company culture, integrate acquired companies, and hire employees who are good cultural fits for the organization.

Grauman has founded multiple companies in the HR realm, includ-

ing Best Employment, The Outsource Group, Emportal Inc., and Payroll and Benefits Experts Inc. He has also been an executive at companies like SilkRoad, getTalent, City Ventures and HR Technology Ventures.

His leadership at The Outsource Group helped garner the company Inc. 500 Fastest Growing Companies honors three years in a row. He was also a recipient of Ernst & Young's Entrepreneur of the Year award in the Business Services category.

RoundPegg has been adding to its sales and marketing teams, and was active in raising venture capital in 2013. The company closed a \$2.8 million round of funding in November that was led by Access Venture Partners, Point B Capital and Dundee Venture Capital.

The company was founded in 2009 with \$3 million in venture capital.

Posted Feb. 13.

Orbotix OKed for rebates

BOULDER – Robotic-ball creator Orbotix Inc. will receive up to \$30,000 in tax and fee rebates as part of a city of Boulder business incentive program.

Rebates will be made in the form of sales and use taxes and permit-related fees paid back to the company as part of the city's flexible rebate program, according to a press statement from the city of Boulder. Orbotix received approval on Tuesday, Feb. 18.

Posted Feb. 18.

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Boulder County Business Hall of Fame

Recognizing Business at its Best

The Boulder County Business Hall of Fame recognizes outstanding business leaders from the present and past. Inductees honored have been instrumental, through business-related efforts, in providing direction, energy and support to the shaping of Boulder County since its inception.

The Boulder County Business Hall of Fame is a nonprofit corporation, with all proceeds supporting the Hall of Fame and its programs. Every year, the Hall of Fame donates scholarships to deserving students at the University of Colorado Leeds School of Business. In both 2012 and 2013, four scholarships totaling \$10,000 were presented.

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