

BOULDER COUNTY \$1 BUSINESS REPORT

BIZWEST
MEDIA



MEDICAL DEVICES
Prosthetic maker helping
people reclaim sports skills
3A



ECONOMY AND LABOR
NREL's economic impact
calculated at \$814 million
5A

Volume 32 | Issue 6 | March 1-14, 2013

Utility customers in Boulder wait, watch

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

City report lays out strategies for electric municipalization

BOULDER – Businesses and institutions in Boulder continue to watch and try to understand the latest developments in the municipalization debate, even if they are not ready to take a public stand supporting or opposing the idea.

Boulder's team of energy advis-

ers and legal experts believe the city should be able to create a municipal "utility of the future," according to a report released Feb. 21.

The report was prepared for the

Boulder City Council and lays out strategies for the city, including ones that could lead to a legal fight between Boulder and Xcel Energy Inc.

A large team of city planners and

lawyers, as well as technical and legal advisers hired by the city, have been studying for months whether Boulder could form a utility. Its studies sought to find out if the utility could be as reliable as Xcel Energy, with lower carbon emissions and more energy from renewable sources. The utility also would have to charge lower rates.

Rates and reliability have emerged
► See **Utility, 12A**

Area airports wage 'gas wars'

Competition for customers helps aviation business take off



JONATHAN CASTNER

A private aircraft at Vance Brand Municipal Airport in Longmont receives a tankful of fuel from Brian Pickerell of Air West Flight Center Inc. Competition between general-aviation airports in the area has sparked a battle to have the lowest gas prices for planes. See story, 13A.

Broomfield EDC hopes to expand regionally

*Economic-development
effort seeking partners*

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

BROOMFIELD — The Broomfield Economic Development Corp. is going to try to become a regional economic development agency serving Boulder and Broomfield counties and the rest of the U.S. Highway 36 corridor.

The BEDC is a nonprofit public-private partnership with the mission of attracting new businesses to Broomfield and retaining existing ones. The organization has had a hand in a number of notable successes over the years, including the growth of the Interlocken business park and the decision by companies such as Level 3

► See **Broomfield, 9A**

Serving Boulder & Broomfield Counties
Boulder County's Business Journal



CONTENTS

Aviation	13A	For the Record	16A
Awards	17A	Eye	3A
BCBRdaily.....	2A	Medical File.....	8A
Business Digest	18A	Nonprofit Network.....	19A
Calendar.....	18A	On the Job	19A
CEO Roundtable.....	6A	Product Update.....	17A
Economic Development.....	9A	Publisher's Notebook.....	22A
Editorial	22A	Real Estate.....	20A

LISTS

Aircraft Companies	14A
Economic-Development Organizations	10A

Sackett leaving Avista for job in Maryland

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

LOUISVILLE – Well-known hospital administrator John Sackett is moving to Rockville, Maryland, to be president of a 331-bed hospital.

Sackett currently is the chief executive and president at Avista Adventist Hospital in Louisville, which has about 114 beds. He will take on his new role at Shady Grove Adventist Hospital in Maryland in April, according to a press statement.

BCBR DAILY

Avista officials will begin a search to replace Sackett.

Sackett started his career at Boulder Memorial Hospital in Boulder in 1982, where he was an administrative assistant. He has served as vice president and president of Avista since it opened in 1990. Sackett also has served as senior vice president for mis-



BCBR FILE PHOTOGRAPH

John Sackett, longtime hospital administrator in the Boulder Valley, will leave his post as chief executive and president of Avista Adventist Hospital in Louisville this April for a similar job at Shady Grove Adventist Hospital in Maryland.

sion and ministry at Centura Health, the Colorado health-care network of which Avista is a member.

The hospital administrator's experience with cystic fibrosis has given him insights into how patients feel at the hospital, said Jim Boyle, chairman of the Avista hospital board of trustees.

"Under his leadership, the hospital not only opened but thrived and became recognized as one of the nation's top hospitals for patient,

physician and employee satisfaction," Boyle said in the press statement. "He will be sorely missed."

Sackett served as a Louisville City Council member from 1986 to 1991 and as a Louisville Chamber of Commerce board member from 1993 to 1996. He also has been active in civic, community and industry organizations locally and beyond, including Community Food Share and United Way in Boulder County and the U.S.

Department of Housing and Human Services advisory committee, the American Hospital Association and the Colorado Hospital Association.
Posted Feb. 26.

Spectralink returning to Boulder

WESTMINSTER — Spectralink Corp. is planning to celebrate its newfound life and independence with a return to Boulder and a major new product launch.

Spectralink is a developer of on-site enterprise-level mobile communications technologies, including Wi-Fi handsets and infrastructure for secure networks. Until December, it was owned by Polycom Inc., the San Jose, California-based company that makes equipment for voice and video conference calls. Polycom (Nasdaq: PLCM) bought Spectralink in 2007, 17 years after Spectralink was founded in Boulder.

Spectralink was a Boulder-born success story that became the leader in "workplace Wi-Fi telephony," according to media coverage when the deal was announced. Polycom paid \$220 million in cash to acquire it.

In December, Polycom sold Spectralink and a related division to an affiliate of private equity firm Sun Capital Partners for \$110 million. The new owner is giving Spectralink the support needed

► See **BCBRdaily**, 23A

KNOW THE SYMPTOMS. IMPROVE YOUR ODDS.

Call 911 at the earliest sign of a stroke.

The statistics are clear — you need to know the symptoms of a stroke:

- Stroke is the third leading cause of death in the United States.
- Stroke is the leading cause of serious, long-term disability.
- 795,000 people suffer a stroke every year.
- Strokes can occur at ANY age. Nearly 1/4 occur in people under 65.

When you see the signs of a stroke, don't delay — call 9-1-1 right away. Local residents have access to first-rate stroke treatment. Boulder Community Hospital is a nationally certified Primary Stroke Center and Healthgrades® named us Best in Boulder County for Stroke Treatment for 2013. We provide high quality, evidence-based care designed to meet the specialized needs of stroke patients.

Order your free wallet-sized Stroke Symptoms Cards at www.bch.org/strokecard or call 303-441-0580.

 **Boulder Community Hospital**
The best place to get better
bch.org



Source: StrokeCenter.org

Collective plans 'solar garden' in Boulder

BY BETH POTTER
bpotter@bcbr.com

BOULDER — Clean Energy Collective LLC plans to build a community-owned "solar garden" in Boulder.

The Boulder Community Solar Array will consist of 2,016 solar panels and have the capacity to generate 500 kilowatts of energy. It will be built on 3.5 acres of land at 1600 66th St. in Boulder.

Utility company Xcel Energy Inc. and solar company REC Solar Inc. are partners in the project. Xcel provides power to Boulder, and REC Solar specializes in grid-tied solar electric

design and installation. It has offices in Arizona, California, Colorado, Hawaii, New Jersey and Oregon.

"Solar garden" projects are made possible through the Colorado Community Solar Garden Act passed in 2010 by the state Legislature.

Clean Energy Collective will finance and manage the project. Tim Braun, a company spokesman, said Xcel customers who choose to participate will buy panels that are expected to range in price from \$575 to \$830 each. In return, customers will receive an approximate \$15 credit each month from Xcel. At that rate, customers

likely will see a return on their investment in three to five years. A federal renewable energy tax credit also will be available to customers, which will speed the time for a ROI to be realized.

Clean Energy expects to make a profit by marking up the panel price. It also will have the responsibility of maintaining the array.

The company has received \$13 million in venture capital from New Energy Capital in New Hampshire and Black Coral Capital, which has offices in New York, Boston and Montreal, Braun said.

Clean Energy Collective moved its headquarters from Carbon-

dale to Boulder in December. Its 7,000-square-foot headquarters at 3005 Center Green Drive, No. 210, houses sales, marketing, business development, project management and finance departments. About 15 percent of the company will remain elsewhere. It currently employs seven people, and plans to grow to 50 employees this year, he said.

Clean Energy Collective built its first solar garden near El Jebel, Colorado, in 2010, according to a press statement. Since then, the company has installed 2.7 megawatts of solar power generation in the state.

Helping hands

TRS devices help amputees reclaim work, play skills

BY HEATHER McWILLIAMS
news@bcbr.com

BOULDER — When a car accident crushed Bob Radocy's left arm, leading to the amputation of his hand, his life catapulted in a new direction.

Spurred by frustration with available prosthetics and determined to continue his active life as a sportsman and athlete, Radocy created his own devices.

“We're a niche business in prosthetics that builds equipment primarily for people missing their hands through congenital or traumatic loss.”

Bob Radocy
PRESIDENT/CHIEF EXECUTIVE,
THERAPEUTIC RECREATION SYSTEMS INC.

Now decades later, Boulder-based Therapeutic Recreation Systems Inc., has helped thousands of amputees reach goals, reclaim skills and even reach world records that would have otherwise been impossible.

"We're a niche business in prosthetics that builds equipment primarily for people missing their hands through congenital or traumatic loss," said Bob Radocy, president and chief executive of TRS. The company employs eight people, completing design, development and manufacturing in Boulder. It sells about 1,000



MICHAEL MYERS

The amputation of Bob Radocy's left hand after a car accident led him to start Boulder-based Therapeutic Recreation Systems Inc., which makes prosthetic devices that help people reclaim their work or sports skills. Here, Radocy wears a device for basketball. On the table are devices for baseball, golf and swimming, and some devices for babies born without hands.

prosthetics globally each year to individuals and third-party organizations such as insurance companies or workers'-compensations programs.

TRS products don't look like hands, Radocy said, but are tools designed for a specific purpose, such

as gripping and swinging a golf club, swimming, playing basketball or lifting weights.

Radocy began the company in 1979 as a self-financed endeavor.

"I made my first couple of devices as a personal project, never

► See **Hands**, 11A

Happiness index: How tweet it is

There are few long faces in Longmont, the smiles are bolder in Boulder and Lafayette may have the last laugh yet.

At least that's the conclusion of the University of Vermont's Department of Math and Statistics, which looked at 10 million geo-tagged posts from 190 metropolitan areas on the Twitter social network.

The premise of the study, titled "The Geography of Happiness," was that the frequency of positive words in an area's 140-character tweets indicated that that area must be a pretty happy place — while swearing brought a city's score down.

BCBR EYE

When these glee-hunting geeks — gleeks? — from the land where sweetness grows on trees ran their numbers, they discovered that Longmont was the nation's second-happiest city. Lafayette came in ninth, Boulder 12th and Fort Collins 13th. Wine-soaked Napa, California, was ranked the happiest city, while hot and humid Beaumont, Texas, finished last.

The six happiest states in the survey were Hawaii, Maine, Nevada, Utah, Vermont and Colorado. The saddest were Louisiana, Mississippi, Maryland, Delaware, Georgia and Alabama.

The researchers did not factor in climate, scenic vistas or the ratio of microbreweries per unit of population — all of which might explain the cheerful tweets emanating from this area.

The study's methodology is outlined here — <http://arxiv.org/pdf/1302.3299.pdf> — if it'll make you happy.



POWERHOUSE
ENERGY
INSTITUTE
at CSU

“One of the lowest cost LEED Platinum buildings in the country”

-Dr. Bryan Willson

Director of CSU Engines & Energy Conversion Laboratory
Program Director at the Advanced Research Projects Agency—Energy



INTEGRATED PROJECT DELIVERY
WWW.NEENAN.COM

BOULDER GREEN BUILDING AWARDS
The deadline for entering is April 22.

The Boulder County Business Report and the Colorado Green Building Guild have teamed up to present the inaugural Boulder Green Building Awards.



This competition recognizes building owners and professionals who are leaders in making green building a common practice in the Boulder Valley. Awards will be presented in eight categories, including:

- Best Green Adaptive Reuse of Existing Building
- Best Green Residential Retrofit or Remodel
- Best Green Educational Facility
- Best Green Improvement on a Historic or Old Building
- Best Green Health-Care Facility
- Best Green Hospitality Facility
- Best Green Multi-Residential Building
- Open Category
- Best Green Improvement on a Commercial Building

BOULDER COUNTY
**BUSINESS
REPORT**

An overview of the finalists will appear in the Boulder County Business Report May 11 issue and awards will be presented at BCBR's annual Green Summit in late May.

To nominate a building go to www.coloradogreenbuildingguild.org by April 22.



Crocs facing possible fines, unpaid duties of \$36 million

BY BETH POTTER
bpotter@bcbcr.com

NIWOT — Shoemaker Crocs Inc. may have to pay up to \$14.3 million in unpaid customs duties in the United States and up to \$22 million in tax penalties to Mexico's Federal Tax Authority, according to its annual report.

The U.S. Customs and Border Protection agency estimated that Niwot-based Crocs owed the money after doing an audit of company financial statements from 2006 to 2010, according to the report, a regulatory document filed with the U.S. Securities and Exchange Commission.

Crocs (Nasdaq: CROX) said the amount was “erroneous” and suggested the amount owed was considerably less, according to the regulatory document. A final report from the customs agency is not expected to be filed until the middle of the year.

In a separate audit by the Mexico Federal Tax Authority from January 2006 to July 2011, there were two separate disputes, according to the regulatory document. One of the disputes is about taxes on the company's capital equipment and finished goods; the other is on raw materials.

The capital equipment and finished goods audit was completed and “no major discrepancies” were found, according to the regulatory document. Crocs believes the proposed penalty on raw materials for the time period in question is “unfounded and without merit,” according to the document.

Crocs expects the matter to be resolved in two or three years in the Mexican courts, according to the regulatory document.

Crocs' spokeswoman Shelley Wei-

THE U.S. CUSTOMS

and Border Protection agency estimated that Niwot-based Crocs owed the money after doing an audit of company financial statements from 2006 to 2010, according to the report, a regulatory document filed with the U.S. Securities and Exchange Commission.

bel said the company's policy is not to discuss audits beyond what was provided in the regulatory document.

In the regulatory filing, Crocs also reported that it has spent \$5.9 million related to all legal matters for the year.

Crocs is known for its colorful plastic shoes. The company posted record revenue of \$1.1 billion for the year, a 12 percent gain from 2011 revenue, according to an earnings report released Thursday, Feb. 29.

Crocs also posted revenue of \$224.9 million for the most recent quarter ended Dec. 31, up from \$203.71 million for the same quarter in 2011. The company posted gross profit of \$106.4 million for the most recent quarter ended Dec. 31, up from \$99.8 million for the same quarter in 2011.

Crocs' stock was trading down 13 cents at \$15.30 per share in after-hours trading on Monday, Feb. 25.

CORRECTIONS

An article on Page 11A of the Feb. 15 edition about 1000 Rosewood, an affordable housing development in Boulder, incorrectly stated the percent of affordable housing in new developments required by a city of Boulder ordinance. The city's requirement is 20 percent.

BOULDER COUNTY
**BUSINESS
REPORT**

Volume 32 : Issue 6
March 1-14, 2013

Copyright 2013. BizWest Media LLC.
Reproduction or use of editorial or graphic content without written permission is prohibited.
The Boulder County Business Report (USPS 018-522, ISSN 1528-6320)
Is published biweekly, with an extra issue in December, by BizWest Media LLC, a Colorado corporation, 3180 Sterling Circle, Suite 201, Boulder Colorado, 80301-2338.
Periodical Postage Paid at Boulder, CO and at additional mailing offices.
Subscriptions are \$49.97. International subscriptions are \$180.00.

POSTMASTER; Send change of address notices to:
The Boulder County Business Report, P.O. Box 270810, Fort Collins, CO 80527.
(303) 440-4950 Fax: (303) 440-8954 E-mail: cwood@bcbcr.com Web: www.BCBR.com

NREL's economic impact at \$814.8 million

BY BETH POTTER
bpotter@bcbr.com

GOLDEN — The National Renewable Energy Laboratory's net economic benefit to Colorado was \$814.8 million in 2012, according to a new study.

Golden-based NREL is the largest federal lab in the state, supporting about 2,300 jobs in 2012, according to the new study, which was done by the business research division at the Leeds School of Business at the University of Colorado-Boulder.

NREL jobs generated \$403.4 million in wage impacts in 2012, making the lab one of the largest employers in Jefferson County, according to the study.

While budgets vary from year to year, Boulder also is home to some of the largest federal labs in the state by number of employees, including the National Center for Atmospheric Research, or NCAR, and the National Oceanic and Atmospheric Administration, or NOAA, each with around 1,000 employees.

All federal labs in Colorado had \$1.5 billion in net economic benefit to the state in a two-year-old study being updated in May, said Brian Lewandowski, a research associate in the business research division at Leeds who was involved in both studies.



COURTESY DENNIS SCHROEDER/NREL

The National Renewable Energy Laboratory in Golden is the largest federal laboratory in Colorado, employing approximately 2,300 people. Seen here is a modular workstation at NREL's Research Support Facility.

"It's important to realize these are in our backyard, because they do have substantial economic impacts on the state," Lewandowski said of the area's federal labs.

Capital expenditures at NREL in fiscal year 2012 — including an expansion at the South Table Mountain campus in Golden that will wrap up this year — contributed to the economic impact estimate, according to the study. In addition, local pur-

chasing practices may have positively affected the economic impact number, Lewandowski said.

NREL completed a 1,800-car-parking garage with solar panels on its roof in fiscal year 2012, the study said. Regional construction companies did the work. Also completed was a new energy systems building, where utility companies and others can test the effect of increased renewable energy on the national electric grid. In all,

NREL JOBS

generated \$403.4 million in wage impacts in 2012, making the lab one of the largest employers in Jefferson County.

construction expenditures were \$113 million in fiscal year 2012, a 7.4 percent increase from the same period the year before, according to the study.

However, NREL's statistics got smaller in 2012 than they were in 2011 — mainly because of federal budget pressures, Lewandowski said. The lab spent fewer dollars on renting office buildings in 2012 as it consolidated operations on its main campus, according to the study.

NREL focuses on renewable-energy and energy-efficiency research and development for the U.S. Department of Energy. The Alliance for Sustainable Energy LLC nonprofit group operates the lab. The nonprofit group commissioned the economic-impact study from CU. The alliance is made up of Battelle, a nonprofit business services group based in Columbus, Ohio, and MRIGlobal, a nonprofit group based in Kansas City, Missouri.



C-LEVEL@

A MILE HIGH

Thursday, March 21 | Sports Authority Field

presented by



Meet CIOs
Learn what they need
Share your solutions
The potential is endless...

Bid on more than 90 C-Level decision makers with \$4.5 billion in opportunities who have the key to unlocking your business potential. No other event in Colorado has as many technology executives in one place.

CLevelMileHigh.org



You want solid financial advice that only comes from an experienced banker. That is why we are proud to welcome Bruce Steinbaugh to our business banking team.

With 36 years of creating and cultivating business relationships, he can help you identify a financial path that leads to success and protects your bottom line.

Call Bruce today to make "Great Things Happen" for you and your business!

New or current clients can reach Bruce at (303) 460-4706 or BSteinbaugh@summitbt.com



SUMMIT
BANK & TRUST
www.SummitBT.com

Broomfield 2002 E. Coalton Rd.
Broomfield 303.460.4700

Larkridge 16501 Washington St.
Thornton 303.439.4800

Erie 199 S. Briggs St.
Erie 303.439.4888








Great Things Happen!™

Optimistic bankers wary of federal budget cuts

BY BETH POTTER

bpotter@bcbr.com

BOULDER — Bankers in the region are cautiously optimistic about 2013, although they said the increased costs of dealing with federal regulation may put a damper on potential business growth.

Consumer confidence is coming back, with many companies in the region hiring and adding new equipment, or thinking about it, bankers said. However, sequestration, where government spending cuts of \$1.2 trillion over 10 years could start on March 1 if the 2013 federal budget is not approved, may also bog down the current economic recovery, they said.



“People are making investments into their businesses and companies are starting to hire a little bit again,” said Cedric Buchanon, metro Denver city president at BBVA Compass, which has 40 locations along the Front Range and \$2.5 billion in assets. “We’re all looking to lend once again.”

BBVA Compass is a subsidiary of BBVA Compass Bancshares Inc. the U.S. holding company based in Birmingham, Alabama (NYSE: BBVA). Buchanon and other bankers operating in the Boulder Valley spoke Feb.



DOUG STORUM

Kevin Erickson, left, a business banker with Loveland-based Home State Bank, hopes to build on the success at a branch in Longmont as it opens another branch in Louisville this month. “Loan customers want a true, locally owned community bank,” he said. Participants at the CEO Roundtable on banking included Susan Moratelli, Boulder community bank president for ANB Bank, and Chris McVay, vice president at High Plains Bank and manager of its branch in Longmont.

19 at the Boulder County Business Report’s CEO Roundtable on banking at the offices of Berg Hill Greenleaf & Ruscitti LLP in Boulder.

“There are obviously some headwinds out there with sequestration and other deadlines,” said Peter Braun, first vice president of investments at

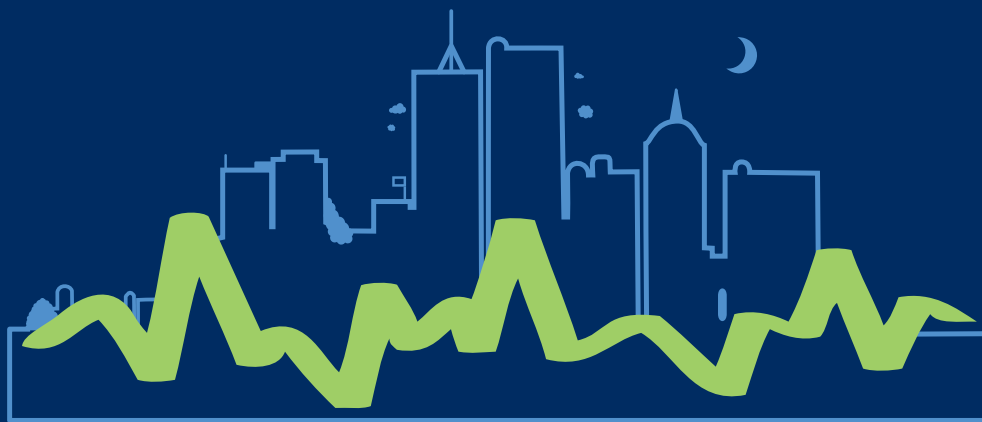
UBS Financial Services Inc.’s wealth-management office in Boulder. “Overall, our results were great last year, and hopefully they will be in 2014 as well.”

Home mortgage lending “just exploded” for Vectra Bank in the region in 2012, said Kirk Monroe, an executive vice president who works in

Denver. The bank has about \$2.4 billion in assets. This year is starting out slower than 2012 did, he said.

“We expect huge growth in that (mortgage) market for the next couple of years,” Monroe said. “2014 will be the year we see things take off.”

► See **Bankers, 7A**



1060 "The Biz"

KRCN 1060 AM • Longmont • Denver • Boulder

Your Money
Your Business
Your Health
And More!

Bloomberg
RADIO

KRCN 1060 AM

303-776-2323

www.krcn1060.com

BANKERS from 6A

American banks have “taken our medicine (new government regulations)” and now are in a position to cautiously look forward, said Patrick O’Brien, market president of Guaranty Bank and Trust Co., who manages branches in Boulder, Broomfield and Westminster. Guaranty has about \$2 billion in assets. In general, bank business lending has gotten “aggressive” again, with the Denver region now No. 3 in small-business lending in the nation behind Austin, Texas,

days and more willing to negotiate terms, said Susan Moratelli, Boulder community bank president for Denver-based ANB Bank, which has about \$2 billion in assets.

“Cautious optimism is what we see for 2013,” Moratelli said. “We need fee income to diversify the shrunken margins and profitability to keep our stamina going.”

Two banks represented at the roundtable see 2013 in the region as an opportunity to grow in a new mar-

“Cautious optimism is what we see for 2013. We need fee income to diversify the shrunken margins and profitability to keep our stamina going.”

Susan Moratelli
BOULDER COMMUNITY BANK PRESIDENT,
ANB BANK

and Oklahoma City, O’Brien said. First Citizens Bank also is on a lending kick, said Michael Thomas, vice president and commercial banker in Boulder. The bank has about \$21 billion in assets.

“We want to grow for the right reasons,” Thomas said. “You don’t have uncontrolled growth if you have a conservative approach to the relationships you want to bring on board.”

Potential loan customers seem to be savvier about their options these

ket. High Plains Bank based in Flagler plans to open a branch in Longmont in March. Home State Bank, based in Loveland, plans to open its 11th location in Lafayette at the end of February. High Plains Bank has about \$100 million in assets; Home State Bank has about \$628 million in assets.

High Plains Bank hopes to be able to capture commercial and residential loan customers not served by other banks, said John Creighton, executive vice president.

PARTICIPANTS

Peter Braun, first vice president, investments, UBS Financial Services Inc.; Cedric Buchanon, metro Denver city president, BBVA Compass; Kevin Erickson, business banker, Home State Bank; Michael Thomas, vice president and commercial banker, First Citizens Bank; Patrick O’Brien, market president, Guaranty Bank & Trust Co.; Susan Moratelli, Boulder community bank president, ANB Bank; John Creighton, executive vice president, High Plains Bank; Chris McVay, vice president and Longmont manager, High Plains Bank; Kirk Monroe, executive vice president, Vectra Bank. Moderator: Chris Wood, publisher, Boulder County Business Report.

“Here, decision-makers work directly with customers,” Creighton said. “We want to exploit that and capture that piece of the marketplace.”

High Plains can underwrite and service mortgage loans in-house, said Chris McVay, who will serve as the bank’s branch manager in Longmont.

“Customers with more complex balance sheets, where we know the customer, that’s been a benefit,” McVay said.

Home State Bank is much the same way, said Kevin Erickson, business banker. Home State Bank hopes to build on its success at a branch in Longmont for the past year and a half, Erickson said.

“Loan customers want a true, locally owned community bank,” Erickson said. “We’re looking for that growth again.”

George Berg and Tom Merrigan from Berg Hill Greenleaf & Ruscitti hosted the event, along with Jim Cowgill and Hy Harris from sponsor EKS&H PC in Boulder.

CEO ROUNDTABLES

The Boulder County Business Report conducts CEO Roundtable discussions monthly to address key issues facing companies and industries in Boulder and Broomfield counties. The CEO Roundtable is conducted in collaboration with sponsors Berg Hill Greenleaf & Ruscitti LLP and EKS&H PC. The roundtables are closed to the public, but the Business Report reports on each roundtable in its print editions.

2013 schedule

- Jan. 23:** Economy, published Feb. 1
- Feb. 19:** Banking, published March 1
- March 19:** Smart Grid and Alternative Transportation, publishes March 29
- April 16:** Bioscience, publishes April 26
- May 14:** Clean Tech, publishes May 24
- June 11:** Outdoor and Sports, publishes June 21
- July 9:** Real Estate and Construction, publishes July 19
- Aug. 20:** Health Care, publishes Aug. 30
- Sept. 17:** Innovation, publishes Sept. 27
- Oct. 15:** Technology, publishes Oct. 25
- Nov. 12:** Natural Products, publishes Nov. 22

Subscribe. Then fly.

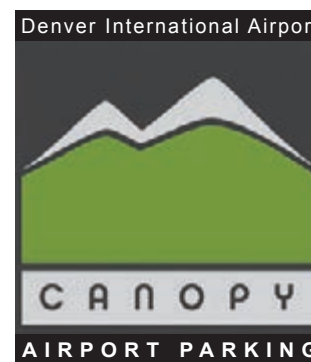


A 3-Year Subscription to the Boulder County Business Report will do more than get you in the know about Boulder and Broomfield counties. When you subscribe to the leader in business coverage, you’ll also receive a

Yes! I want the 3-year subscription offer (78 issues) at \$129.97, including the Book of Lists. Upon receipt of payment, I will receive a gift certificate for parking at Canopy Airport Parking at DIA.

\$50

gift certificate



Mail or fax form to:

BizWest Media
P.O. Box 270810
Fort Collins, CO 80527
FAX (970) 221.5432

Certificate will be mailed upon receipt of payment.

We accept payment by check, money order, Visa, MasterCard, Discover or American Express.

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

Name _____ Title _____

Company _____

Address _____

City/State/Zip _____

Phone _____ Email _____

Payment method
 Check Credit Card Money Order

Card Type _____ Card# _____ Exp. _____

Name on Card _____ Signature _____

Health reform prescribes doctors' disclosures

Have you ever wondered if your doctor has received money or gifts from drug or medical device manufacturers? By March 31, 2014, you'll have the chance to find out.

Starting in August, doctors will be required to disclose information about payments or gifts they receive in connection with drugs, devices and supplies covered by Medicare, Medicaid and Children's Health Insurance. The information is being gathered as part of the federal health-care reform rules going into effect next year.

The idea is to create more transparency in health-care markets, according to the Centers for Medicare and Medicaid Services, which is collecting the information.

Doctors also will need to publicly disclose any ownership or investment interests they have in medical manufacturers and group purchasing organizations, according to the Centers for Medicare and Medicaid Services.

Federal health-care reform changes are happening so fast these days that about half of all doctors surveyed recently had not heard about new reporting procedures and did not realize such information would be made public. MMIS Inc. did the doctor survey. The Portsmouth, New Hampshire, firm makes software that can help with such reporting requirements.

More details of reform

While we're at it, here are a few

details of other federal health-care reform rules that will go into effect on Jan. 1:

Individuals must buy health insurance and companies with 50 or more full-time employees must provide health insurance or face tax penalties starting then.



MEDICAL FILE

Beth Potter

If you don't have health insurance coverage, you'll be taxed \$95 per adult and \$47.50 per child in 2014. Penalties increase in 2015 and 2016.

If you're a business with more than 25 employees, you must provide health insurance plans to 95 percent of full-time employees at an "affordable" price. Health insurance must cost no more than 9.5 percent of an employee's stated W-2 tax earnings to be considered affordable.

Before your eyes glaze over from taking in so much new information, here's the "carrot" part of the program.

Individuals and small businesses will receive tax credits to sign up for health insurance through an online program. An estimated 70,000 Colorado small businesses will be eligible for tax credits.

If employers contribute at least 50 percent of the money toward their employees' health insurance premiums, they'll be eligible to get money

back. A Small Business Tax Credit Calculator to help you get a better idea of how it will work is online at <http://www.getcoveredco.org/Resources/Small-Businesses>.

Learn more at event

Area chambers of commerce have been offering educational forums to help small-business owners understand what's required.

The Broomfield Chamber of Commerce is putting on such an event at 7:30 a.m. Friday, March 8. The half-day forum will be held at Exempla Good Samaritan Medical Center, 200 Exempla Circle in Lafayette. Chamber president Jennifer Kerr encourages you to attend — and it's free!

Broomfield Chamber members started talking about health-care reform last year, but had to wait until the presidential election in November to find out if it was going full speed ahead or not, Kerr said.

The Broomfield Business Resource Center and the North Metro Small Business Development Center in Westminster are partners in the event, Kerr said.

Kudos for patient experience

What do you really want when you go to the hospital?

If you're a woman, the national firm WomenCertified says your top requests are good communication, responsiveness of nurses and support staff, cleanliness and trusted referrals

from other women.

(You probably want the same thing if you're a man, actually, but the Hollywood, Florida-based ranking firm focuses only on what women want.)

Based on those criteria and others, Avista Adventist Hospital in Louisville and Exempla Good Samaritan Medical Center in Lafayette were named among the Top 100 Hospitals for Patient Experience in the company's most recent national survey.

Both John Sackett, chief executive at Avista, and Dave Hamm, chief executive at Exempla Good Sam, commented on the rankings.

"Our team insists on paying attention to the little things that make a big difference and make our patients feel safe and comfortable," Sackett said.

For Exempla, patients and families are at the center of all the hospital does, Hamm said.

"To have the seal of approval of women lets us know they value the experience they receive while in our care," Hamm said.

The rankings were made using national survey information from the U.S. Department of Health and Human Services, along with a proprietary scoring process used by WomenCertified. A customer satisfaction survey done by the Wharton School of the University of Pennsylvania also was used.

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



Induction Luncheon April 24



Boulder County Business Hall of Fame

Recognizing Business at its Best

Inductee and Alumni Reception
(open only to inductees, alumni and sponsors)
March 20, 2013

Induction Luncheon
April 24, 2013 –
11:30–1:30 p.m.
Best Western Plus
Plaza Hotel &
Conference Center
1850 Industrial Circle,
Longmont, CO 80501

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 non-profit 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 2012, four scholarships totaling \$10,000 were presented.

Contact Chris Wood at 303-630-1942 or cwood@bcbr.com for sponsorship information.



ECONOMIC DEVELOPMENT

10A | Economic-Development Organizations

Longmont stresses streamlined services

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

LONGMONT — The city of Longmont's top executive wants "the city to work at the pace of business," but he and business leaders in Longmont acknowledge the city's business vitality efforts are pretty fast already.

City manager Harold Dominguez met members of the Longmont Area Economic Council during its February meeting. Dominguez is in his first year on the job, and said his visit and remarks were a way to continue his outreach.

"The intent of the discussion was to talk about how we are going to work with each other and how we see the general relationship going forward," Dominguez said in an interview after the meeting.

City policies and regulations can have major impacts on businesses and economic growth, and businesses need to know they can communicate with the city, Dominguez said.

"When you look at the city government as a whole, everything we do has some impact on economic development," he said.

Dominguez praised the work of the city's existing economic development team and said it has a continual focus on improvement. One area on which he would like to keep the focus is speed.

In the interview, Dominguez discussed what he's learned as a city official watching businesses and cities trying to survive tough times. Before coming to Longmont, he was city manager of San Angelo, Texas, since 2004.

The Great Recession and slow recovery made businesses wary of expanding into new markets, relocating or adding facilities. Dominguez believes businesses only now are regaining enough confidence to expand. He thinks Longmont remains very attractive, and that the city has a window in which it could land new businesses if government and business leaders can move fast enough.



Dominguez



Cody

In short, businesses want to build or move now, after years of waiting. That could create a burst of activity that's packed into a short window as the economy processes the

backlog. Cities with streamlined processes and little red tape could win big if they're ready. Others could miss out if the window closes.

"It does in some ways create a sense of urgency," Dominguez said.

Dominguez's views align well with those of the LAEC and its members, said John Cody, its president and chief executive. Members liked Dominguez's presentation, Cody said. "I think it was received very positively."

The LAEC and Longmont's economic development department have worked together to create business incentive plans and partnered on retention visits, he said.

"We already have a strong working relationship with the city. They have

been willing to work with us on any issue," Cody said.

Longmont's major employers have long had a good partnership with the city government, but that has not necessarily been the case for all Longmont businesses, Cody said.

The LAEC represents primary employers, which are companies that sell the majority of their goods and services outside the Longmont and Boulder County area. Amgen Inc., DigitalGlobe Inc. and Seagate Technology LLC are prominent examples.

Cities pay a lot of attention to those types of companies, but there are far more small businesses, especially retail shops, in any community, Cody said. Their voices aren't always heard, and Longmont did not offer them much help until a few years ago.

Then the city improved its small-business development programs, and the Longmont Area Chamber of Commerce helped launch the Small Business Development Center.

"At the time, there was little or no support for small retail businesses," Cody said. "That component is very

► See **Longmont, 11A**

BROOMFIELD from 1A

Communications Inc. (NYSE: LVLT) to locate in the city.

But the BEDC's role in Broomfield has changed significantly over the past three years, as the city government — once the BEDC's primary financial supporter — has created its own economic development department and cut funding to the organization.

So now the BEDC is looking beyond Broomfield's borders, following a Feb. 21 board meeting at which its directors approved a plan to pursue a regional strategy. The new organization also would be focused on representing its corporate investors.

The new regional organization with a new name and members could be formed within nine months, said BEDC executive director Mike Kosdrosky. The organization would likely leave Broomfield for what Kosdrosky called "a neutral location."

Nine months is the best-case scenario, said Kosdrosky, adding that a year is more likely. He also acknowledged the effort might not work out if the organization could not find investors or local partners.

"It's not a done deal by any means. This is an evolving process that we have to build support for," Kosdrosky said.

The effort will take a lot of legwork, especially as the organization tries to recruit enough members to give it the finances to start up. Its lead-



“It's not a done deal by any means. This is an evolving process that we have to build support for.”

Mike Kosdrosky
EXECUTIVE DIRECTOR,
BROOMFIELD ECONOMIC
DEVELOPMENT CORP.

ers also want to work with other economic development agencies to form mutually beneficial partnerships.

Competition between cities or states seeking to attract large businesses can be nasty, although cities and organizations in the Denver-area have agreed to play fair, Metro Denver Economic Development Corp. chief executive Tom Clark said.

Kosdrosky said it will be necessary to form strong partnerships with businesses, city governments and private groups such as the Boulder Economic Council for the idea to work. Supporters of the new organization do not see themselves as competitors.

"We're not trying to run roughshod over anyone or step onto their turf," he said.

Kosdrosky began in January as the BEDC's new executive director after working with the organization as a consultant. He is the third person to lead the BEDC since 2010.

BEDC directors decided to move forward after a feasibility study by R&M Resource Development, a Denver-based economic development consultant.

"The consensus was this is long overdue," Kosdrosky said.

The city of Broomfield is onboard with the idea, according to Bo Martinez, the city government's economic development director.

"At the end of the day," Martinez said, "we're going to support the organization in whatever they decide."

The city plans on remaining an

investor, but the BEDC, with a focus on serving the private sector, will have to work hard to find corporate support.

"The biggest challenge is always fundraising," Martinez said.

Clark said it can take more than \$1 million annually to run a good sub-regional group, which typically needs a staff of four or five people and has to spend a lot on marketing and travel. The Metro Denver EDC has 10 staff members and a \$3.2 million budget, which both are comparatively small for organizations of its scope, according to Clark. A small agency is only possible because of its affiliation with the Denver Metro Chamber of Commerce, he said.

So far, officials in both local private economic development organizations and on city staffs are willing to learn more about what the BEDC has in mind. They also made it clear that getting the details right will be crucial, but many feel the concept has merit.

Clark said the Broomfield group approached him about four or five months ago to discuss the idea and get his input.

The Metro Denver EDC is the Denver-based organization that promotes the area to national and international audiences. It is privately financed and has more than 70 partners along the Front Range.

► See **Broomfield, 11A**

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 Year founded
1	CITY OF BOULDER ECONOMIC VITALITY PROGRAM 1300 Canyon Blvd. Boulder, CO 80302	303-441-3287 303-441-4241 www.bouldercolorado.gov/business	\$735,440 \$735,440 100%	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
2	LONGMONT AREA ECONOMIC COUNCIL 528 Main St. Longmont, CO 80501	303-651-0128 303-682-5446 www.longmont.org	\$426,500 55%	Primary employers expansion and relocation assistance; economic services for Longmont area.	John Cody CEO, president 1981
3	BOULDER ECONOMIC COUNCIL 2440 Pearl St. Boulder, CO 80302	303-786-7567 303-938-8837 www.boulderbusiness.org	\$400,000 \$112,000 28%	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
4	BOULDER SMALL BUSINESS DEVELOPMENT CENTER 2440 Pearl St. Boulder, CO 80302	303-442-1475 303-938-8837 www.bouldersbdc.com	\$280,000	Specialized business consulting; Ready-to-use workshops - basics and advanced topics; Colorado Emerging Ventures program; FastTrac GrowthVenture business planning series for existing ventures; Leading Edge Entrepreneurship series for startups and new business; connection to resources including capital sources; contract opportunities and export assistance.	Sharon King executive director 1994
5	INNOVATION CENTER OF THE ROCKIES 1155 Canyon Blvd., Suite 400 Boulder, CO 80302-5414	303-444-2111 303-444-3111 www.innovationcenteroftherockies.com	\$250,000	The ICR is a non-profit business accelerator concentrating on job creation based on technology emerging from Colorado Research Universities and supporting established early stage companies.	Tim Bour executive director 2005
6	WOMEN'S BUSINESS DEVELOPMENT CENTER 415 Coffman St., Suite 2 Longmont, CO 80501	720-233-5426 www.cowbdc.org	\$165,000	Through targeted programs, the WBDC serves the entrepreneurial community by providing business support, education, advisory boards, networking, angel and equity presentations, leadership and advocacy.	Candy A. Campbell director 2009
7	CITY OF LOUISVILLE BUSINESS ASSISTANCE PROGRAM 749 Main St. Louisville, CO 80027	303-335-4531 303-335-4550 www.louisvillecolorado.biz	\$155,000	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
8	LAFAYETTE CHAMBER OF COMMERCE 1290 S. Public Road Lafayette, CO 80026	303-666-9555 303-666-4392 www.lafayettecolorado.com	\$150,000	Business directory, golf tournament, networking events, group leadership, relocation packets and economic development. Annual events include Lafayette Quaker Oatmeal Festival, Wine, Women & Chocolate, July 4th Celebration, Peach Festival.	Vicki Trumbo executive director 1954
9	LONGMONT ENTREPRENEURIAL NETWORK 2400 Trade Centre Ave. Longmont, CO 80503	303-678-8000 www.leninc.com	\$150,000 \$0 0%	Business consultation for startup high-tech companies.	Alex Sammoury director 1989
10	TOWN OF LYONS ECONOMIC DEVELOPMENT DEPARTMENT 432 Fifth Ave. Lyons, CO 80540	303-823-6622 303-823-8257 townoflyons.com	\$115,806		Jacquelyn Watson economic development and community relations manager 2009
11	TOWN OF SUPERIOR 124 E. Coal Creek Drive Superior, CO 80027	303-499-3675 www.superiorcolorado.gov	\$65,000		Beth Moyski assistant town manager
12	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.	John E. O'Brien chairman 2008
13	BROOMFIELD ECONOMIC DEVELOPMENT CORP. P.O. Box 6681 Broomfield, CO 80021	303-469-7645 303-469-9183 www.broomfielddedc.com	N/A	Provides economic, demographic and real estate data; markets available office, industrial and retail space; and provides job opportunities.	Mike Kodrosky executive director 1986
14	CITY AND COUNTY OF BROOMFIELD One DesCombes Drive Broomfield, CO 80020	303-438-6300 303-438-6296 www.broomfield.org	N/A	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
15	CITY OF LAFAYETTE 1290 S. Public Road Lafayette, CO 80026	303-665-5588 303-665-2153 www.cityoflafayette.com	N/A	Economic development.	Phillip Patterson community development director 1878
16	CITY OF LONGMONT DEPT. OF ECONOMIC DEVELOPMENT 385 Kimbark St. Longmont, CO 80501	303-651-8330 www.ci.longmont.co.us	N/A	Coordinates development services, planning, redevelopment, economic development and municipal airport functions.	Brad Power director
17	ERIE ECONOMIC DEVELOPMENT COUNCIL 149 S. Briggs St., Suite 102-E Erie, CO 80516	720-259-1375 303-828-3330 www.erieedc.org	N/A	Interest group providing relocation information, commercial/industrial property information, resource to the community.	Randy Kneebone chairman 2003
18	SUPERIOR CHAMBER OF COMMERCE 124 E. Coal Creek Drive Superior, CO 80027	303-554-0789 303-499-1340 www.superiorchamber.com	N/A	Networking opportunities, educational seminars, specialty business groups, community events, outreach to homeowners and more.	Heather Cracraft executive director 1998
19	TOWN OF ERIE 645 Holbrook St. Erie, CO 80516	303-926-2769 303-926-2706 www.erieco.gov	N/A	Site and development process assistance, incentives, business resources for businesses of all sizes.	Paula Mehle economic development coordinator 1874
20	TOWN OF NEDERLAND 45 W. First St. Nederland, CO 80466	303 258-3266 303 258-1240 www.nederlandco.org	N/A		Eva Forberger treasurer

Researched by Mariah Gant

N/A: Not available.

Source: Business Report Survey

BROOMFIELD from 9A

Clark said the Metro Denver EDC is “agnostic” about whether neighboring cities in its area decide to form what he calls “sub-regional” groups. There are several in the area, including ones in Jefferson and Adams counties, which presumably would border the new organization.

The Denver metropolitan area’s northwest quadrant is the only one without a sub-regional group, and there are ways it could benefit businesses in an area that the Metro Denver EDC and the city-based groups do not, Clark said.

The Metro Denver EDC works on major efforts that benefit the entire region, such as when a corporation is comparing cities around the nation when picking the site for a new campus. It also helps promote major industry clusters, such as aerospace and clean tech, and was a major player in the effort to persuade United Airlines to create a nonstop route between Denver International Airport and Japan.

Clark said the regional perspective means his organization doesn’t know individual communities as well as

locals do. City-based groups, whether they are governmental bodies or public-private partnerships, are much better suited to dealing with issues such as regulations and incentives. City groups also handle “the real grunt work of economic development” such as making sure the public works department installs the traffic light outside a new campus on time, he said.

Sub-regional groups tend to be privately funded and appeal to companies whose interests expand beyond municipal borders. They also can take stands about candidates and policy issues that would be inappropriate for a publicly supported group, Clark said.

Clark’s recommendation to the BEDC was that it start with a thorough feasibility study conducted by a respected consultant. He also suggested its efforts be “highly transparent, so they didn’t create a lot of paranoia from the cities up there.”

Getting communities to buy into the new organization and trust it is a must, Louisville economic development director Aaron DeJong said.

“There’s always that fear that one

community is getting favored over another,” he said. “There needs to be trust that everyone gets a fair shot.”

The concerns cities have about their neighbors poaching businesses has historic justification, Clark said. Cities and economic development groups often engaged in “tawdry” practices to land major factories or corporate offices.

Economic developers have developed standards to limit unethical conduct. Members of the Metro Denver EDC must agree to a code of ethics that precludes them from poaching businesses from other members, Clark said. It keeps members in line, but they do lobby for more attention and complain they’re getting overlooked.

However, Clark said, if everyone’s worried, then no one is getting an unfair edge. “If I have all my partners pissed off at me at some time,” he said, “I must be an honest guy.”

Local communities also have very different policies and philosophies about growth, and differences need to be accommodated, DeJong said.

For example, Boulder emphasizes retaining existing and growing com-

panies, while Broomfield has the Interlocken and North Park business parks which are candidates for new corporate campuses or office buildings.

Boulder Economic Council executive director Clif Harald said the new group would have to show it could provide something the Metro Denver EDC doesn’t. The BEC is a member of the Metro Denver EDC and thinks it does a great job of representing the region and encouraging members to collaborate, he said.

Longmont Area Economic Council president and CEO John Cody said the new organization’s impact on his city could be “very little or none.” Cody said his understanding is that it is focused on communities along U.S. 36. He said he met with R&M for its study.

“We don’t consider ourselves part of the corridor,” he said.

Cody said a new organization could try to raise funds from LAEC members, and that could lead to tension between the groups.

“We would not view that necessarily as friendly behavior,” he said.

LONGMONT from 9A

robust now.”

Leaders from the LAEC, chamber of commerce and the city economic development staff also started meeting regularly to discuss business-related issues, chamber president and CEO Kathy Weber-Harding said.

“It’s been very good for us to hear about any issues that might come up,” she said.

Other city initiatives include creating a consolidated economic development department that combines the offices of development services, eco-

OTHER CITY INITIATIVES INCLUDE CREATING

a consolidated economic development department that combines the offices of development services, economic vitality, planning services and redevelopment and urban renewal. They work in the same office, and it makes it easier to work with the city.

conomic vitality, planning services and redevelopment and urban renewal.

They work in the same office, and it makes it easier to work with the city,

economic development director Brad Power said.

Businesses “really don’t care which department an employee is in. They’re just interested in getting their service and getting on their way,” Power said. “That was the first step to get a ‘one-stop’ shop together.”

With the support of the city council, Longmont also has streamlined the public improvement review process and made it easier for developers to receive incentive packages to offset the cost of infrastructure.

HANDS from 3A

thinking I’d get into business,” he said. Later he joined forces with a University of Colorado assistant professor, and the two used their houses as collateral to secure a \$150,000 federal small-business loan targeted toward handicap assistance. They paid the 15-year loan back in eight years, Radocy said.

Since then, TRS has sourced a small amount of venture capital when needed. Currently TRS is a C corporation with Radocy as primary holder and a small group of additional shareholders. Radocy expects TRS to gross more than \$1 million this year.

“All of us need success stories, and here’s a guy that just refused to fail,” said Russ Brown, a retired prosthetist who worked to fit Radocy soon after his amputation and has watched TRS grow from a personal project to the success it is today.

Slow, steady growth coupled with Radocy’s exceptional customer-service philosophy has helped capture success and retain employ-

ees such as Tony Ascinar, who has been at TRS for almost 28 years.

“We like to provide the best service we possibly can ... and build every hand like it’s going to be ours,” said Ascinar, TRS vice president for manufacturing. Ascinar oversees production and quality control, among other things. He loves the work, he said, which is often driven by Radocy’s hunt for innovation.

“Bob will come up with new ideas all the time, and he’ll get so excited about them,” Ascinar said.

One example is the company’s new device called the Cobra, an attachable tool for throwing a baseball. Before Radocy lost his left hand, he was an avid baseball player and a lefty. One difficult adjustment to life as an amputee was his inability to throw as he used to, Radocy said. After fiddling with Cobra prototypes, Radocy and Ascinar hit the parking lot for a test run. The device allowed Radocy to throw left-handed with speed and

precision almost immediately; he’s been clocked at a 50-mph hardball pitch.

“It was great,” Ascinar said. “His eyes got really wide, and he said he hadn’t been able to do that for 40 years.”

The Cobra is a one-of-a-kind, amputee-inspired device, and living as an amputee made Radocy a better prosthetic designer.

“I have, say, a clearer understanding of how to solve a problem, and that’s been a useful and successful formula” because it cuts down on design time, Radocy said.

In addition to dozens of prosthetic sports attachments, 40 percent of the company’s business comes from prosthetic crawling devices for infants born without hands or feet. The company also makes specialized attachments for individuals all over the world, such as well-known amputee and Boulder resident Aron Ralston, who made headlines after self-amputating one arm after a climbing accident in a slot canyon

in Utah.

On another occasion, TRS took a call from an Olympic-class power lifter. “He was bench pressing such a titanic amount of weight using another one of our devices that the bar would slip from his grip,” Ascinar said. TRS went to work, and the athlete set a world record using the new device, the Black Iron Master.

All TRS prosthetics are body powered rather than electric, Ascinar said, making them durable and less susceptible to damage. None of the devices costs more than \$2,000, a portion of which typically is paid by insurance and only a fraction of the cost of a biomechanical prosthetic. It’s the impact on customers’ lives that motivates Radocy and his staff more than the financial gain, though.

“As you can imagine, it’s very rewarding when people call us up and say thanks for helping,” he said. “The product that I used changed my life.”

Energy advisers: Annexation not needed for utility

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

BOULDER — The owners of 5,700 homes and businesses outside Boulder's city limits will not become Boulder residents if the city forms a municipal utility, but they would become the utility's customers if a service plan being considered by the city comes to fruition.

That is the takeaway message from letters the city sent Feb. 14 to residents and property owners in unincorporated Boulder County who are near the city's borders. The unincorporated communities of Gunbarrel and Niwot would be most affected, as the eastern border of the service area would be along 75th Street.

The letters were the result of

studies conducted by city staff and its legal and engineering advisers. They were signed by Heather Bailey, the city's executive director of energy strategy and electric utility development.

In November 2011, voters narrowly gave Boulder City Council the authority to create a municipal utility if it could offer power as reliably and safely as current provider Xcel Energy Inc. Other conditions require rates to be cheaper, carbon emissions to be reduced and more energy to be obtained from renewable sources.

Since then, city staff and outside advisers, including planners, engineers and lawyers, have been studying to see if a utility is feasible.

The process has been highly controversial, and one source of

dispute is over whether Boulder would annex parts of Gunbarrel and Niwot. Xcel Energy also has made clear it does not want to sell its Boulder assets, which would mean Boulder would have to take them through eminent domain litigation.

The city's engineers and lawyers have determined Boulder would not have to annex land outside its current borders in order to create a "technically optimal" utility, the letters state.

However, they do believe Boulder would require two electrical substations that are outside city limits to create the utility. Those substations serve both residents of Boulder and many people and businesses outside city limits.

"I will be recommending to

the council that they not consider annexation as a part of the energy future project," Bailey wrote.

"For technical and efficiency reasons, however, I will be recommending that the city seek to acquire all six of the electrical substations currently serving the city. ... This means that a city-run utility, if created, would provide electrical service to all residences and businesses served by these substations, including those that are outside of city limits," she wrote.

The decisions about what was or was not needed were driven by technical considerations, city spokeswoman Sarah Huntley said. If the city utility did not include the substations, it would have to build very costly replacements.

UTILITY from 1A

as the major concerns being voiced by large companies.

Ball Aerospace & Technologies Corp. is based in Boulder and has satellite assembly and testing facilities in the city. Ball's operations require a lot of power, and a loss of power could damage equipment that is being tested or built.

Ball has been watching the debate and reviewed the recent report, according to an emailed statement from Ball Aerospace spokeswoman Roz Brown.

"Ball is following the electric-utility municipalization issue closely. As one of the larger energy users in Boulder, we are concerned how municipalization could impact our costs. Additionally, we have unique reliability needs. Based on what we've read in the staff report so far, we agree that the municipalization seems possible, but we're still waiting to be convinced that the gains outweigh the risks," the statement said.

The University of Colorado-Boulder also has watched developments closely. CU Boulder officials have met with the city and discussed what's going on, said Frances Draper, vice chancellor for strategic relations.

A concrete proposal could be years away, she said, so the university has not taken a position on whether or not Boulder should form a utility.

"There are a lot of people working on it. I don't think we'll know what it looks like for a long time to come," Draper said.

CU and Boulder share a commitment to energy efficiency and sustainability, but the university can't risk losing power, so reliability is the first concern, she said. The campus essentially is a city within the city, providing housing for thousands of students. As at Ball, CU researchers conduct experiments that would not be able to survive a loss of electricity.

"We could lose years worth of

► See **Utility, 19A**

Report details options for municipal utility

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

BOULDER — What could Boulder's municipal electric utility do and not do — and at approximately what cost?

Those were some of the most important questions Boulder's energy staff, hired consultants and community volunteers spent the past few months trying to answer. Their findings were released Feb. 21 in a report for the city council.

The group first was trying to answer a more pivotal question: Is there any way Boulder could create a utility that would meet its energy objectives and requirements established in the city charter?

To meet the requirements, a utility would have to be as reliable as current owner-operator Xcel Energy Inc., offer rate parity given certain assumptions about future legal and regulatory rulings, cover debt payments, reduce greenhouse gas emissions and increase the use of renewable energy.

The report's answer is yes, assuming the methods and models the team used are correct. That's a big assumption that could draw a high level of scrutiny in the next few months.

The report compares a hypothetical utility that could focus on five different sets of goals and a projection of what Xcel could offer Boulder. The comparison is designed to cover a 20-year period. The time frame starts in 2017, which is presumed to be the soonest a utility could be launched given the extensive technical, operational and legal work needed to be done.

Xcel is the investor-owned

utility that currently owns and operates the Boulder-area electric system. The company has made clear it does not want to sell the system, which would require Boulder to take it via eminent domain.

Three of the five hypothetical paths taken by the municipal utility would meet those five requirements from "day one," according to the team. One would be a "phase out" option, under which the city envisions purchasing power from Xcel for five years. It presumes the power would be generated from Xcel's current "mix" of coal, natural gas and renewable energy, which the state requires to be 30 percent of Xcel's supply. After five years, Boulder would be able to get power from other energy providers.

The "low cost" and "low cost, no coal" options also would make the cut. Both options found that a utility could exceed its standards while keeping generation costs as low as possible and still exceed the city's greenhouse-gas emissions reduction goals.

The "low cost" option would draw 25 percent of its power from coal at the start, while the "low cost, no coal" option would not utilize coal at all. The city assumed Xcel will draw 50 percent of its power from coal in 2017.

Utilities that put the priority on reducing greenhouse gases as soon as possible without requirements for low generation costs would not be able to meet the rate-parity requirement, the city found.

A couple major assumptions are behind the city's findings, which the city acknowledges

could be subject to change.

The rate-parity estimate tries to account for one of the major unknowns in the municipalization debate: exactly how much it would cost Boulder to acquire Xcel's assets if the parties went to court.

The cost estimate has two elements. One is what a state court would find Boulder would have to pay Xcel as fair compensation for its assets. An Xcel consultant has put that price at \$150 million, according to the report. The city's assumptions use that number, although the court could come in with a lower or higher valuation.

The second piece is what the Federal Energy Regulatory Commission would find Boulder owed Xcel for "stranded costs." The payment to Xcel would help the company recover money it lost because of upgrades it made to the Boulder-area system that were based on the assumption it would still own it and collect revenue from it.

The stranded cost figure could be between \$0 and \$255 million, which is based on a number provided by Xcel Energy.

Under what Boulder calls its "best-case" scenario, it would owe nothing for stranded costs and pay \$150 million in acquisition costs. Under that scenario, the "phase out," "low cost" and "low cost, no coal" options would have an 80 percent likelihood of meeting the rate parity goal.

Under the worst-case scenario, in which Boulder would owe Xcel all \$405 million it is asking for, only the "phase out" option would have a 50 percent likelihood of meeting the cost goal.

AVIATION

14A | Aircraft Companies

'Gas wars' fuel airports' business

Price competition pumping life into aviation in area

BY BETH POTTER
bpotter@bcbr.com

BROOMFIELD — Airports in the region are expected to see current "gas wars" continue.

Lower gas prices for twin-engine planes help folks such as Howard McClure in Broomfield. He says competition between airports for gas customers has helped Western Air Flight Academy Inc. maneuver into the black. McClure is president of the flight school located at Rocky Mountain Metropolitan Airport in Broomfield.

Self-serve fuel for the training airplanes that Western uses cost \$5.45 per gallon on Feb. 25. The smallest planes at Western use about seven gallons of gas per hour, McClure said. The school's profit margins are so thin that McClure believes he'll make a small profit this year from factoring in the lower gas prices after losing money last year.

"It's been a very big boon to us," McClure said. "When the prices vary, we kind of eat it. We've seen a little higher profit recently."

Denver AirCenter owns the new self-serve fuel tanks. The private flight school company dropped its prices by as much as \$1 per gallon after installing the tanks last summer. Airport officials kicked in \$30,000 — or about half the total cost — to help buy the tanks, said



JONATHAN CASTNER

Brian Pickerell of Air West Flight Center Inc. fuels an aircraft at Vance Brand Municipal Airport in Longmont.

Kenny Maenpa, airport manager.

Workers at Denver AirCenter check regularly with other airports in the region to try to make sure they have the lowest prices, said Lee Williams, a spokeswoman.

The competitive strategy seems to be working, Williams said. General aviation traffic to the airport is up, as are visits to two restaurants there, she said. While exact air traffic figures are not available for the last six months, more pilots seem to be making a stop in Broomfield

these days to spend the day or the weekend, or to sightsee and have breakfast, Williams said.

Some pilots like to joke that they're willing to spend \$100 on gas to fly to a nearby airport and have breakfast on a weekend day, for example, Williams said.

"We're not like Santa Fe, but we've definitely seen an increase in tourism," Williams said.

Before the self-serve pumps went in at Rocky Mountain Metropolitan Airport, high fuel prices hurt

profits for flight schools such as Journeys Aviation Inc., said Tracey Spence, current owner of Journeys. In response, Journeys moved its flight operation to Boulder Municipal Airport, where Spence bid for and won the airport fuel sale contract.

Spence said the recent gas price competition with Rocky Mountain has kept him on his toes. He said he tries to stay "on the low end" of per-gallon fuel prices in the region.

► See **Fuel, 15A**



MICHAEL MYERS

Jason Hurd, owner of Vector Air Management LLC, the private company in charge of running Erie Municipal Airport, is looking ahead to a master-plan update that will govern the airport's operations for the next 20 years.

Federal, state funds target area airport safety upgrades

BY BETH POTTER
bpotter@bcbr.com

LONGMONT — It's all about safety when it comes to the approximately \$21 million airports in Broomfield, Erie and Longmont will receive this year in federal and state funding.

For example, Rocky Mountain Metropolitan Airport in Broomfield is to receive more than \$19 million in federal funds to build a dirt runway safety-area expansion, said Kenny Maenpa, airport manager.

Airport personnel plan to relocate the intersection of Colorado Highway 128 and Interlocken Boulevard this year to create 400 more feet of runway safety area and come into compliance with Federal Aviation Administration guidelines, Maenpa said. After working on the project since 2006, the airport received funds from the Federal Aviation Administration this year.

Creating the safety area and a corresponding dirt taxiway run-

► See **Safety, 14A**

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	Person in charge Website
1	MCAIR AVIATION LLC 11945 Airport Way Broomfield, CO 80021 303-466-8730/303-466-8737	16 Cessna 172	Cessna pilot-training center. Certified FAA testing center.	John Wiltsang, owner Gary Hulme, owner www.mcairaviation.com
2	MOUNTAIN AVIATION INC. 9656 Metro Airport Ave. Broomfield, CO 80021-2512 303-466-3506/303-466-3549	15 Klng Air, Citation Jet and Gulfstream	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	Rich Bjelkevig, CEO www.mountainaviation.com
3	J. MESINGER CORPORATE JET SALES INC. 3025 47th St., Suite D2 Boulder, CO 80301 303-444-6766/303-444-6866	10 Business Jets	Corporate aircraft brokerage, including sales, acquisition and consulting.	Jay Mesinger, CEO, president Josh Mesinger, vice president www.jetsales.com
4	MILE HIGH GLIDING 5534 Independence Road Boulder, CO 80301 303-527-1122	10 Sailplanes and trainers: Schweitzer, Grob, Duo-Discus; Tow Planes; Pawnee; Super Club	Sail plane rides with FAA-certified pilots. Lesson packages available.	Dave Campbell, owner www.milehighgliding.com
5	JOURNEYS AVIATION BOULDER LLC 3335 Airport Road, Suite A Boulder, CO 80301 303-449-4210	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.	Tracey Spence, manager, owner www.journeysaviation.com
6	WESTERN AIR FLIGHT ACADEMY 11915 Airport Way, Suite 4 Broomfield, CO 80021 303-466-6998/303-466-6991	6 Cirrus, Cessna, Piper	Cirrus, Cessna, Piper, professional flight instruction and aircraft charter (Western Skies).	Howard McCloure, manager www.flywafa.com
7	WESTERN AVIATORS 229 Airport Road, Hangar 9 Longmont, CO 80501 303-776-2733/303-774-8435	5 Merlin, Piper	24-hour aircraft charter; piston and turbine aircraft. Aircraft sales and management. Air ambulance services.	Rick Fowler, president www.westernaviators.com
8	TYG GLOBAL LLC 11915 Airport Way Broomfield, CO 80021 303-635-0496/303-635-0549	4 Robinson R44 Raven II	Helicopter charter and flight training from private to certified flight instructor. High-altitude training program in the Schweizer 300c for all ratings and a mountain and turbine transition course in the MD 500d.7 helicopters, 12 certified flight instructors and 100 active students. VIP, corporate, special occasion, dinner flights, weekend getaways and aerial photography and videography.	Mike & Regina Fyola, owners www.tygglobal.com
9	LIFE CYCLE BALLOON ADVENTURES LTD. P.O. Box 17123 Boulder, CO 80308 303-216-1990/303-532-3318	2 Hot-air balloons	Hot-air balloon rides. Balloon flights daily, year-round in Boulder area. Flight instruction, balloon repair and balloon sales.	Michael Giametti, president www.lifecycleballoons.com
10	PILATUS BUSINESS AIRCRAFT LTD. 11755 Airport Way Broomfield, CO 80021 303-465-9099/303-465-9190	N/A Turboprop	Completion and distribution of Swiss-engineered and manufactured single-engine turboprop nine-passenger aircraft; custom aeronautics installations.	Thomas Bosshard, CEO Martha Geissshuesler, CFO www.pilatus-aircraft.com

Researched by Mariah Gant

N/A: Not available.

Source: Business Report Survey

SAFETY from 13A

up area will accommodate the traffic that uses the airport these days, Maenpa said. The land drops off at the end of the current runway, he said, so dirt will be added there. The airport also is adding a navigation building and a new airport service road as part of the project.

“This is by no means a field of dreams. It’s simply an enhancement to meet the traffic needs we have operating (now) in and out of the airport,” Maenpa said.

At Erie Municipal Airport, a \$601,000 taxiway lighting project is on tap. Adding the lights and new guidance signs will improve operational safety at night, Fred Diehl, assistant to the Erie town administrator, said in an email.

The project is expected to start late this summer. Some \$150,000 in funding is coming from the FAA. Another \$400,000 or so is coming from a state Aviation Discretionary Grant program, which doles out funds generated from a tax on airplane fuel. The town of Erie is picking up the rest of the tab.

Erie also is working on a \$250,000 airport master-plan update project that will govern development 20 years into the future — including a possible runway expansion. Funds are coming from the FAA and from state and local governments, said Jason Hurd, owner of



MICHAEL MYERS

Chip Beninati, who has worked at Vector Air Management LLC for eight years, works on the vacuum system of a P36TC Bonanza aircraft at Erie Municipal Airport.

Vector Air Management LLC, the private company in charge of running the airport.

“In general, the state and the FAA are very supportive to fund the master plan,” Hurd said, adding that Erie Airport “is a vital airport of the Colorado airport system.”

At Vance Brand Municipal Airport in Longmont, a new perimeter fence will be built with \$400,000 in state funds. The airport is too

small to have a control tower, and a restaurant on the premises is open only from May to September, but it’s important to keep up with safety measures, said Tim Barth, airport manager.

In fact, being a smaller airport means less congestion for pilots, Barth said, touting Vance Brand as a good place for pilots to go if they don’t want to deal with talking to control tower personnel.

AT ERIE MUNICIPAL

Airport, a \$601,000 taxiway lighting project is on tap. Adding the lights and new guidance signs will improve operational safety at night.

Gov. John Hickenlooper’s office handed out 44 grants to airports across the state totaling \$20.6 million for 2013. FAA grants to projects in Colorado this year included \$200,000 for a feasibility study to locate Spaceport Colorado at Front Range Airport, six miles east of Denver. The site could one day offer space tourism, proponents say.

The state fuel tax went into effect in 1991 after legislators approved it. Since then, the Colorado Department of Transportation’s Division of Aeronautics has reimbursed 65 percent of the taxes to airports. The remaining 35 percent of the revenue goes to maintenance, capital equipment and development at Colorado’s 79 public-use airports.

“We’re operating safely and efficiently,” Maenpa said, “so that’s good.”

Phrases that should be banned from workplace

Do the top leaders and successful managers use specific words to achieve success? Are there words and phrases that should be avoided at all costs? Yes, indeed.

You've got to know your audience and tailor your content to meet their needs. Being sincere, natural, enthusiastic and passionate go hand in hand with maintaining good eye contact and being calm and polite.

It's also crucial to learn that there are certain words and phrases that are certain to cause damage to one's progress. If you want to maximize your success and avoid slipping as you climb the career ladder, here are the top 10 phrases to stop using in the workplace.

"I can't do that" or "That's impossible" or "That can't be done." Even though you may feel this way on the inside, these negative phrases are perceived by others as pessimistic, unconstructive, and even stubborn. Your boss, peers and customers most likely want to hear what can be done. Instead, say, "I'll be glad to check on that for you" or "What I can do is ..." or "Because of company policy, what I can do is ..."

"You should have ..." or "You could have ..." or "You ought to have ..." The words "should," "could" and "ought" imply blame, finger-pointing and fault. There's no quicker way to upset a boss, colleague or customer than to suggest they're guilty of something — even if they are. Instead, take a collaborative approach. "Please help me understand why ..." or "Next time may we adopt an alternative approach." or "I understand your challenges; let's resolve this together."

"That's not my job" or "I don't get paid enough for this" or "That's not my problem." If you're asked to do something by your boss, co-worker or a customer, it's because it's important to them. Therefore, as a team player, goal No. 1 is to figure out how to help them get it accomplished.



GUEST OPINION

Darlene Price

Even if it's not in your job description, by saying so displays a bad, career-limiting attitude. For example, if your boss lays an unreasonable request on you, reply by saying, "I'll be glad to help you accomplish that. Given my current tasks of A, B and C, which one of these would you like to place on the back burner while I work on this new assignment?" This clearly communicates priority, reminds the boss of your current workload and subtly implies realistic expectations.

"I may be wrong, but ..." or "This may be a dumb question, but ..." or "I'm not sure about this, but ..." or "This may be a silly idea, but ..." Eliminate any prefacing phrase that demeans or negates what you're about to say. Instead, get rid of the self-deprecating phrase, drop the "but" and make your comment.

"I'll try." Imagine your boss says to you, "I need your proposal by 10 a.m. tomorrow for the customer meeting." Your reply is, "OK, I'll try to get it finished." The word "try" implies the possibility it may not get finished. It presupposes possible failure. Instead say, "I'll get it finished" or "I'll have it on your desk by

9 a.m."

"I think ..." Which of these two statements do you find more effective? "I think you might like this new solution we offer" or "I believe (or I'm confident) you're going to like this new solution we offer." The difference in wording is fairly subtle. However, the influence communicated to your customer can be profound. Reread each sentence. The first one contains two weak words, "think" and "might." These words make you sound unsure or insecure about the message and subtly undermine your credibility. Notice how the second sentence is confident and strong. Replace the word "think" with "believe" and strike the tentative "might." That's a statement from someone who believes in what he or she is saying.

"Don't you think?" or "Isn't it?" or "OK?" or "Right?" To convey a confident, commanding presence, eliminate validation questions. Make your statement or recommendation with certainty and avoid tacking on the unnecessary approval-seeking question. Don't say, "This would be a good investment, don't you think?" Instead say, "This solution will be a wise investment that provides long-term benefits." Don't say, "I think we should proceed using this proposed strategy, OK?" Instead, make a declaration: "We'll proceed using this proposed strategy."

"I don't have time for this right now" or "I don't have time to talk to you right now." Other than being abrupt and rude, this phrase tells the person they're less important to you than something or someone else. Instead, say, "I'd be glad to discuss this with you. I'm meeting a deadline at the moment. May I stop by

your office (or phone you) at 3 this afternoon?"

"But." Simply replace the word "but" with "and." The word "but" cancels and negates anything that comes before it. Imagine if your significant other said to you, "Honey, I love you, but ..." Similarly, imagine if a software salesperson said, "Yes, our implementation process is fast, easy, and affordable ... but we can't install it until June." The "but" creates a negative that didn't exist before, offsetting the benefits of "fast, easy, and affordable." Replace the "but" with "and" and hear the difference: "Yes, our implementation process is fast, easy and affordable, and we can install it as early as June." Most of the time, "and" may be easily substituted for "but" with positive results.

"He's a jerk" or "She's lazy" or "They're stupid" or "I hate my job" or "This company stinks." Avoid making unconstructive or judgmental statements that convey a negative attitude toward people or your job. This mishap tanks a career quickly. If a genuine complaint or issue needs to be brought to someone's attention, do so with tact, consideration and nonjudgment. For example, when discussing a co-worker's tardiness with your boss, don't say, "She's lazy." Instead say, "I've noticed Susan has been an hour late for work every morning this month." This comment states an observable fact and avoids disparaging language.

Darlene Price is president and founder of Well Said Inc., a training and consulting firm in Atlanta. She is the author of "Well Said! Presentations and Conversations That Get Results." She can be reached at 1-800-457-8746.

FUEL from 13A

"Fortunately, we're able to stay pretty close to what they're at in price," Spence said. "We're right in line with those two airports (Rocky Mountain and Vance Brand Municipal Airport in Longmont), and we're located smack dab in the middle."

Lower gas prices can hurt the competitors, however.

Fuel sales are down about 25 percent from the same period last year at Air West Flight Center Inc. in Longmont, the fuel station operator at Vance Brand, said Larry Kuebrich, owner of Air West. Both DenverAir and Platte Valley Airpark in Fort Lupton appear to be selling fuel "for cost" Kuebrich said.

To make up for it, flight school business is up 20 percent from the same period last year, Kuebrich said. He attributes his healthy business to a regional economy that seems to be generally recession-proof.

"Right now, it's a mixed bag of student pilots and aircraft rental,"

ALL COLORADO AIRPORTS, INCLUDING THE BIGGEST one — Denver International Airport — and other commercial and general-aviation airports, generate close to \$1.7 billion in net tax benefits per year, according to a study done by the Colorado Department of Transportation in 2008, the most recent period for which information is available.

Kuebrich said of his recent business growth, without giving specific figures.

At Rocky Mountain, offering self-serve gas at a cheaper price than before also seems to positively affect jet-fuel sales revenue, Maenpa said without giving specifics. Self-serve gas sales for non-jet airplanes makes up probably one-tenth of the total volume of fuel sold at the airport, he said. But it's nice to see 700 or 800 gallons of self-serve gas sold to pilots on some sunny weekend days, he added. Most airplanes that use the gas have 100-gallon tanks.

"We're pleased to see that and people coming to our airport to buy gas for a change, rather than the other way around," Maenpa said.

Tim Barth, airport manager at Vance Brand, said the airport had its two best gas-sales revenue years in recent years when prices at Rocky Mountain Metropolitan Airport were much higher. He applauded the recent "healthy competition."

"All of the airports play this game. When it goes up, there's nothing we can do to recapture that market unless we seriously undercut JeffCo

(Rocky Mountain Airport)," Barth said. "We would have to give it away for what we're buying it for, so the gas wars will continue."

All Colorado airports, including the biggest one — Denver International Airport — and other commercial and general-aviation airports, generate close to \$1.7 billion in net tax benefits per year, according to a study done by the Colorado Department of Transportation in 2008, the most recent period for which information is available.

More than half of the tax revenue comes from visitors who arrive by air and pay lodging taxes, sales tax on purchases and rental car taxes, according to the study. Airport tenants — including flight schools — are the next biggest contributors to tax revenue through fuel sales and other commerce. Jobs are the third biggest generator of airport tax revenue in the state, generating an estimated \$382 million in state and federal income tax, according to the study.

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**

DAMON BURNS SCALFARO, 721 CHERRYVALE RD, BOULDER; CASE #2013-11113, DATE FILED: 1/30/2013.

KAREN SUE EDWARDS, 1508 AMHERST ST, SUPERIOR; CASE #2013-11219, DATE FILED: 1/31/2013.

BARRY ALLEN JR BROWN, 3248 CASTLE PEAK AVENUE, SUPERIOR; CASE #2013-11245, DATE FILED: 1/31/2013.

BENJAMIN D BUREN, 4160 RIVERSIDE AVE, BOULDER; CASE #2013-11260, DATE FILED: 1/31/2013.

DOUGLAS ALAN CAMILLERI, 584 LEHIGH CIR, ERIE; CASE #2013-11276, DATE FILED: 2/1/2013.

NICK TAYLOR BEGHTOL, 12626 FLAGG DRIVE, LAFAYETTE; CASE #2013-11284, DATE FILED: 2/1/2013.

DAVID WILLIAM QUIGLEY, 1057 TANTRA PARK CIRCLE, BOULDER; CASE #2013-11305, DATE FILED: 2/1/2013.

STEPHEN RANDALL WENZEL, PO BOX 1199, ERIE; CASE #2013-11311, DATE FILED: 2/1/2013.

JULIE BESS WEBSTER, 818 S TERRY STREET, LONGMONT; CASE #2013-11436, DATE FILED: 2/2/2013.

MANUEL DE JESUS MELGAR, 2219 SPRUCE ST #1, BOULDER; CASE #2013-11505, DATE FILED: 2/5/2013.

DANIEL E BROWN, 366 MONTGOMERY DR, ERIE; CASE #2013-11591, DATE FILED: 2/6/2013.

TAMMI MICHELLE MATTHEWS, 4927 THUNDERBIRD CIRCLE, BOULDER; CASE #2013-11643, DATE FILED: 2/7/2013.

JOHN M FRESQUEZ, 603 S MILLER AVE, LAFAYETTE; CASE #2013-11662, DATE FILED: 2/8/2013.

MICHELE GAYLE ZEDIKER, 2182 LUPINE PL, ERIE; CASE #2013-11673, DATE FILED: 2/8/2013.

RICHARD EDWARD CARLSON, 3590 FORDHAM CT, BOULDER; CASE #2013-11691, DATE FILED: 2/8/2013.

MIGUEL ANGEL RUIZ, 2300 S ROCK CREEK PKWY APT 1410, SUPERIOR; CASE #2013-11713, DATE FILED: 2/8/2013.

Chapter 13
CATHERINE LYNNE FIEGENSCHUH, 624 KIMBARK ST, LONGMONT; CASE #2013-11181, DATE FILED: 1/30/2013.

RACHEL E YOY, 1440 W 9TH AVE, LONGMONT; CASE #2013-11367, DATE FILED: 2/1/2013.

FERNANDO ROBLES, 702 DELAWARE AVE APT B, LONGMONT; CASE #2013-11607, DATE FILED: 2/6/2013.

Broomfield County Chapter 7

MELISSA ANN GALLO, 1237 BOSQUE ST, BROOMFIELD; CASE #2013-11169, DATE FILED: 1/30/2013.

SHIRLEY TOW ROBERTSON, 1101 BIRCH ST, BROOMFIELD; CASE #2013-11365, DATE FILED: 2/1/2013.

THERESA PUANANISAVIDGE, 9024 VANCE ST, BROOMFIELD; CASE #2013-11536, DATE FILED: 2/6/2013.

RALPH ORONA, 12688 PRONGHORN DR, BROOMFIELD; CASE

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.

This information is obtained from SKLD Information Services.

#2013-11660, DATE FILED: 2/8/2013.

FORECLOSURES**Boulder County**

BORROWER: TAMMY R ARMIJO, 2108 IMPERIAL LN, SUPERIOR. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$262330. CASE #3283563. 1/19/2013

BORROWER: MORGAN HARRIS, 1212 REDWOOD AVE, BOULDER. LENDER: DEUTSCHE BANK NATIONAL TRUST C, AMOUNT DUE: \$439241. CASE #3283564. 1/19/2013

BORROWER: SARA FUENTEZ DE & ERN SANCHEZ, 964 RUDILN, GOLDEN. LENDER: JPMORGAN CHASE BK, AMOUNT DUE: \$340121. CASE #3283565. 1/19/2013

BORROWER: HECTOR M JR PADILLA, 1661 EGRET WAY, SUPERIOR. LENDER: US BANK NATIONAL ASSOCIATION T, AMOUNT DUE: \$147424. CASE #3283566. 1/19/2013

BORROWER: DAVID K BALDACC, 914 STEIN ST, LAFAYETTE. LENDER: ONEWEST BANK FSB, AMOUNT DUE: \$141701. CASE #3283568. 1/19/2013

BORROWER: CHRISTIAN DUFNER, 1574 WESTIN DR, ERIE. LENDER: SUNTRUST MORTGAGE INC, AMOUNT DUE: \$182785. CASE #3284111. 1/24/2013

BORROWER: SHAUNESSY P OBRIEN, 1212 LEFTHAND DR, LONGMONT. LENDER: US BANK NATIONAL ASSOCIATION, AMOUNT DUE: \$184997. CASE #3284112. 1/24/2013

BORROWER: JOSEPH EUGENE & CYNTHIA A EICHELBERGER, 109 E CANNON ST, LAFAYETTE. LENDER: PINETREE PARTNERS LLC, AMOUNT DUE: \$112989. CASE #3284624. 1/26/2013

BORROWER: CAMILE HOWERTON, 1308 S SHERMAN ST, LONGMONT. LENDER: WELLS FARGO BANK NA TRUSTEE, AMOUNT DUE: \$173556. CASE #3284625. 1/26/2013

BORROWER: JAMES D JR OSBORNE, 204 LUCERNE WAY, LAFAYETTE. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$183904. CASE #3284626. 1/26/2013

BORROWER: DORIS W BORCHARD, 500 MOHAWK DR APT 509, BOULDER. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$206812. CASE #3284627. 1/26/2013

BORROWER: PATRICIA A WILCOX, 640 GOOSEBERRY DR UNIT 1304, LONGMONT. LENDER: MIDFIRST BANK, AMOUNT DUE: \$132608. CASE #3284628. 1/26/2013

BORROWER: MARK & SONYA ASHMORE, 607 TEAL CIR, LONGMONT. LENDER: RESURGENT CAPITAL SERVICES LP, AMOUNT DUE: \$304235. CASE #3284629. 1/26/2013

BORROWER: CHERIL DEGENHART, 1308 MARIGOLD CT, LAFAYETTE. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$194517. CASE #3284944. 1/29/2013

BORROWER: THOMAS G HOH, 4165 57TH ST, BOULDER. LENDER: DEUTSCHE BANK NATIONAL TRUST C, AMOUNT DUE: \$1495000. CASE #3285374. 1/30/2013

BORROWER: JENNIFER DELAURANT, 160 LAKEVIEW PL, NEDERLAND. LENDER: US BANK NATIONAL ASSOCIATION T, AMOUNT DUE: \$273588. CASE #3285730. 1/31/2013

BORROWER: ARNALDO & ADRIANA PARADA, 1724 ANTERO DR,

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.

LONGMONT. LENDER: SUNTRUST MORTGAGE INC, AMOUNT DUE: \$190961. CASE #3285731. 1/31/2013

BORROWER: AARON J HERNANDEZ, 1114 WOODSIDE RD, LONGMONT. LENDER: BANK AMERICA, AMOUNT DUE: \$227505. CASE #3286177. 2/1/2013

BORROWER: TRENTON S FINLEY, 949 SPARROW HAWK DR, LONGMONT. LENDER: COLORADO HOUSING FINANCE AUTHO, AMOUNT DUE: \$189195. CASE #3286178. 2/1/2013

BORROWER: STEPHANIE LYNN NELSON, 2405 TYRRHENIAN DR, LONGMONT. LENDER: COMPASS BANK, AMOUNT DUE: \$437580. CASE #3286179. 2/1/2013

BORROWER: MATHEW H & TERE SA D DRAPER, 1937 WASACH DR, LONGMONT. LENDER: NATIONSTAR MTG LLC, AMOUNT DUE: \$710218. CASE #3286180. 2/1/2013

BORROWER: CY MAHONY, 1928 WARREN AVE, LONGMONT. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$181266. CASE #3286602. 2/2/2013

Broomfield County Borrower: WENDY ELLEN DEVINE, 830 W 11TH AVE, BROOMFIELD. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$187761. CASE #1332. 1/25/2013

BORROWER: MICHELLE A DUNNING, 12840 ROYAL CT, BROOMFIELD. LENDER: DEUTSCHE BANK NATIONAL TRUST C, AMOUNT DUE: \$221140. CASE #1333. 1/25/2013

BORROWER: KEVIN G & REGINA M SCHLITZER, 12551 DALE CT, BROOMFIELD. LENDER: US BANK NATIONAL ASSOCIATION, AMOUNT DUE: \$169130. CASE #1369. 1/26/2013

BORROWER: TIMOTHY R & LISA J BOOMERSHINE, 12615 XAVIER ST, BROOMFIELD. LENDER: BANK AMERICA, AMOUNT DUE: \$118801. CASE #1426. 1/29/2013

BORROWER: STEPHEN J & BARBARA C PETERSON, 600 W 6TH AVE, BROOMFIELD. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$41529. CASE #1435. 1/29/2013

BORROWER: ROBERT C & MALA J NORTHROPE, 4617 WINONA PL, BROOMFIELD. LENDER: BANK AMERICA, AMOUNT DUE: \$220606. CASE #1568. 1/30/2013

BORROWER: BRANDON & JENNIFER SHIRLEY, 12960 DUKE CT, BROOMFIELD. LENDER: BANK AMERICA, AMOUNT DUE: \$197428. CASE #1569. 1/30/2013

BORROWER: PENNY ELIZABETH LYNN, 2751 W 144TH CT, BROOMFIELD. LENDER: US BANK NATIONAL ASSOCIATION, AMOUNT DUE: \$438210. CASE #1579. 1/31/2013

JUDGMENTS**Boulder County**

DEBTOR: THEMIA SANDVEN, CREDITOR: CHIL SONG KANG. AMOUNT: \$65000.0. CASE #D-2008CV1454. DATE: 1/31/2013

DEBTOR: KENT MASIAS, CREDITOR: REDHILL FOREST PROPERTY OWNERS. AMOUNT: \$5774.74. CASE #C-12C-000172. DATE: 1/19/2013

DEBTOR: JANE LORIN AKIN, CREDITOR: CREEKSIDE IN ERIE HOMEOWNERS A. AMOUNT: \$1921.03. CASE #C-11C-003177. DATE: 1/23/2013

DEBTOR: ROBERT MCCONNELL,

CREDITOR: PNC BK. AMOUNT: \$12000.64. CASE #D-12CV-000528. DATE: 1/23/2013

DEBTOR: JASWANT KENDALL CHITAMBAR, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$680.75. CASE #C-12C-030172. DATE: 1/23/2013

DEBTOR: JERI A DULITZALTMAN, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$629.2. CASE #C-12C-030789. DATE: 1/23/2013

DEBTOR: JEFFREY LEHMAN, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$1066.07. CASE #C-12C-030418. DATE: 1/23/2013

DEBTOR: PETER A & RENEE M MAYBEE, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$1770.14. CASE #C-12C-030231. DATE: 1/23/2013

DEBTOR: SCOTT C OLSON, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$710.87. CASE #C-12C-030594. DATE: 1/23/2013

DEBTOR: DALE POLLACK, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$1202.39. CASE #C-12C-030235. DATE: 1/23/2013

DEBTOR: JAMES L PETERS, CREDITOR: FIRST CITIZENS BK TRUST CO. AMOUNT: \$631650.04. CASE #D-12CV-000310. DATE: 1/25/2013

DEBTOR: JAMES P SCOTT, CREDITOR: UC FEDERAL CREDIT UNION. AMOUNT: \$10893.05. CASE #C-05C-001195. DATE: 1/26/2013

DEBTOR: TAMARA MORRONE, CREDITOR: GINA & GLORIA MELSTROM. AMOUNT: \$10804.45. CASE #D-12CV-000041. DATE: 1/26/2013

DEBTOR: JAMES L KNEEBONE, CREDITOR: CACH LLC. AMOUNT: \$2080.95. CASE #C-12C-030253. DATE: 1/26/2013

DEBTOR: PAMELA L GONACHA, CREDITOR: ARROW FIN SERVICES LLC. AMOUNT: \$4237.72. CASE #C-09C-003597. DATE: 1/26/2013

DEBTOR: MARYLOU KUNNA, CREDITOR: LVNV FUNDING LLC. AMOUNT: \$1745.43. CASE #C-10C-005744. DATE: 1/26/2013

DEBTOR: BETTY J ESSELBORN, CREDITOR: LIBERTY ACQUISITIONS SERVICING. AMOUNT: \$2474.16. CASE #C-12C-003895. DATE: 1/26/2013

DEBTOR: KERRY STOEN, CREDITOR: MIDLAND FUNDING LLC. AMOUNT: \$14189.61. CASE #C-12C-003082. DATE: 1/29/2013

DEBTOR: AUTOSPORT LONGMONT INC, CREDITOR: KEYBANK. AMOUNT: \$79837.58. CASE #D-12CV-000816. DATE: 1/29/2013

DEBTOR: BAGS INC, CREDITOR: HARVEST IMPORT INC. AMOUNT: \$8320.2. CASE #D-12CV-000496. DATE: 1/29/2013

DEBTOR: ALEX FELDMAN, CREDITOR: OXMAN OXMAN PC. AMOUNT: \$1623.31. CASE #C-12C57260. DATE: 1/29/2013

DEBTOR: CLAUDIA MARIE BAILEYMCINTYRE, CREDITOR: JORGENSEN BROWNELL PEPIN PC. AMOUNT: \$9730.98. CASE #D-11DR-000333. DATE: 1/29/2013

DEBTOR: PLATINUM ENVIRONMENTAL LLC, CREDITOR: EATON SALES SERVICE LLC. AMOUNT: \$46311.47. CASE #D-12CV-001379. DATE: 1/30/2013

DEBTOR: TRISTAN RICHARD, CREDITOR: BELCO FIRST FED CREDIT UNION. AMOUNT: \$652.92. CASE #C-01C-001123. DATE: 1/30/2013

DEBTOR: JAMES R CONN, CREDITOR: CAPITAL ONE BK. AMOUNT: \$2614.55. CASE #C-07C-001823. DATE: 1/30/2013

DEBTOR: TOM A DAVIES, CREDITOR: CAPITAL ONE BK. AMOUNT: \$5117.78. CASE #C-07C-001836. DATE: 1/30/2013

DEBTOR: BRADLEY CLARKSON, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$1501.59. CASE #C-12C-030857. DATE: 1/30/2013

DEBTOR: KELLER WILLIAMS FRONT RANGE PR, CREDITOR: PLAZA III LTD.

AMOUNT: \$1150776.86. CASE #D-12CV-030023. DATE: 1/31/2013

DEBTOR: STEVEN T & STEVEN C NELSON, CREDITOR: LVNV FUNDING LLC. AMOUNT: \$2815.99. CASE #C-07C-000588. DATE: 2/2/2013

DEBTOR: DELI CIOSO WEST LLC, CREDITOR: UNITED FOOD SERVICE INC. AMOUNT: \$2410.66. CASE #C-12C71315. DATE: 2/2/2013

DEBTOR: DELI CIOSO CENTRAL, CREDITOR: UNITED FOOD SERVICE INC. AMOUNT: \$1757.62. CASE #C-12C71317. DATE: 2/2/2013

DEBTOR: CLINTON W RAHMIG, CREDITOR: DISCOVER BK. AMOUNT: \$3561.27. CASE #C-10C-005278. DATE: 2/2/2013

DEBTOR: HEATING C, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$1475.42. CASE #C-12C-030504. DATE: 2/2/2013

DEBTOR: ANDREW S MOORE, CREDITOR: CACH LLC. AMOUNT: \$8021.66. CASE #C-12C-004795. DATE: 2/2/2013

DEBTOR: KATHRYN M LOCKE, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$2369.69. CASE #C-12C-001749. DATE: 2/2/2013

Broomfield County Debtor: JAMES L PETERS, CREDITOR: FIRST CITIZENS BK TRUST CO. AMOUNT: \$631650.04. CASE #D-12CV-000310. DATE: 1/24/2013

DEBTOR: MARSHALL R CHESROWN, CREDITOR: IDAHO INDEPENDENT BK. AMOUNT: \$9766943.85. CASE #D-12CV-001425. DATE: 1/26/2013

DEBTOR: TAMARA MORRONE, CREDITOR: GINA MELSTROM. AMOUNT: \$10804.45. CASE #D-12CV-000041. DATE: 1/26/2013

DEBTOR: CORY D & JAMIE M MAJ, CREDITOR: SPRINGLEAF FIN SERVICES INC. AMOUNT: \$8765.85. CASE #C-12CV-000242. DATE: 1/26/2013

DEBTOR: JAMES EARL FRANTZ, CREDITOR: SHEILA RAE CIN. AMOUNT: \$3047.53. CASE #D-07DR-000960. DATE: 1/29/2013

DEBTOR: LEE ROY WEBER, CREDITOR: BC SERVICES INC. AMOUNT: \$1777.46. CASE #C-12C-001279. DATE: 1/30/2013

DEBTOR: SHERYL A GARGANO, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$4073.8. CASE #C-12C-001040. DATE: 1/31/2013

DEBTOR: RICHARD W & RICH HERRING, CREDITOR: SACOR FIN INC. AMOUNT: \$7546.42. CASE #C-12C-001420. DATE: 1/31/2013

DEBTOR: MARY HAAG, CREDITOR: SPRINGLEAF FIN SERVICES INC. AMOUNT: \$1504.7. CASE #C-12C-030140. DATE: 2/1/2013

DEBTOR: SANDY M JOHANSEN, CREDITOR: CENTRAL CREDIT CORP. AMOUNT: \$4534.48. CASE #C-06C-001157. DATE: 2/2/2013

RELEASE OF JUDGMENT**Boulder County**

DEBTOR: ROBERT M HOLLINGSWORTH, CREDITOR: MIDLAND CREDIT MANAGEMENT INC. AMOUNT: \$0.0. CASE #. DATE: 1/19/2013

DEBTOR: TANIA CARTER, CREDITOR: CAPITAL ONE AUTO FIN. AMOUNT: \$0.0. CASE #. DATE: 1/23/2013

DEBTOR: GEORGE SR ALPS, CREDITOR: BC SERVICES INC. AMOUNT: \$0.0. CASE #94C240. DATE: 1/26/2013

DEBTOR: LYDIA PLACENCIA, CREDITOR: ADVANTAGE GROUP. AMOUNT: \$0.0. CASE #C-12C660. DATE: 1/26/2013

DEBTOR: VERONICA A CAPRIO, CREDITOR: ADVANTAGE GROUP. AMOUNT: \$11673.13. CASE #C-11CR1789. DATE: 1/26/2013

DEBTOR: PAUL D ANDRESON, CREDITOR: FIRST RESOLUTION INVEST CORP. AMOUNT: \$0.0. CASE #C-10C1221. DATE: 1/26/2013

DEBTOR: JUDITH CROY, CREDITOR: JAMES SHERWOOD & MARI

FAVILLE. AMOUNT: \$5605.0. CASE #C-12S-500197. DATE: 1/26/2013

DEBTOR: SWEET ENTERPRISES INC, CREDITOR: PIXEL INC. AMOUNT: \$0.0. CASE #C-06C24932. DATE: 1/29/2013

DEBTOR: ROBERT S ROBINSON, CREDITOR: CAPITAL ONE BK. AMOUNT: \$3077.56. CASE #C-07C-001687. DATE: 2/2/2013

Broomfield County Debtor: HAROLD J BELLM, CREDITOR: BRIAN DEBAUCHE. AMOUNT: \$7336.0. CASE #2008-12647. DATE: 1/31/2013

DEBTOR: STANLEY GEE, CREDITOR: MICHELLE GEE. AMOUNT: \$0.0. CASE #2008DR156. DATE: 1/25/2013

DEBTOR: HAROLD JOSEPH III BELLM, CREDITOR: BRIAN DEBAUCHE. AMOUNT: \$7336.0.

FOR THE RECORD

THREE BROS DISTRIBUTING INC., \$813.17, CASE #3286024, 1/30/2013.

WEST END GARDNER INC., \$2593.0, CASE #3285686, 1/29/2013.

WHITWATER TUBING CO., \$5956.0, CASE #3284689, 1/25/2013.

ZAPATERIA CHAVEZ INC., \$1209.0, CASE #3284675, 1/25/2013.

ZAPATERIA CHAVEZ INC., \$1200.0, CASE #3284685, 1/25/2013.

ZEPHYR LOGISTICS LLP., \$8487.0, CASE #3284684, 1/25/2013.

Broomfield County 99 RV RENTAL LLC., \$3604.0, CASE #1454, 1/28/2013.

BROOMFIELD FUNERAL HOME INC., \$2756.54, CASE #1436, 1/28/2013.

RELEASE OF STATE TAX LIENS

Boulder County ANTHONY P STACK ENTERPRISES IN., \$0.0, CASE #3283989, 1/22/2013.

BOULDER SPORT SOCIAL CLUB., \$534.95, CASE #3284665, 1/25/2013.

EARTHEN DESIGN INC., \$482.31, CASE #3285219, 1/29/2013.

EARTHEN DESIGN INC., \$1182.91, CASE #3285218, 1/29/2013.

EARTHEN DESIGN INC., \$2559.5, CASE #3285217, 1/29/2013.

FERRARA ENTERPRISES INC., \$1109.78, CASE #3285213, 1/29/2013.

GAYLE WHARMS., \$0.0, CASE #3285247, 1/29/2013.

MUSE INC., \$798.22, CASE #3286574, 2/1/2013.

PAIN PARTNERS MD LLC., \$3955.17, CASE #3285214, 1/29/2013.

PAIN PARTNERS MD LLC., \$1134.89, CASE #3285216, 1/29/2013.

PAIN PARTNERS MD LLC., \$3146.2, CASE #3285215, 1/29/2013.

RENEE G & DALE HUCKSTAUBIN., \$0.0, CASE #3283947, 1/22/2013.

SUSAN PSTEVENS., \$0.0, CASE #3285185, 1/28/2013.

WARNER DESIGN INC., \$1518.63, CASE #3286764, 2/1/2013.

WARRANTY DEEDS

Broomfield County Seller: LINDA SPRAGUE BYRD
Buyer, Buyer's Address: LINDA

SPRAGUE BYRD REVOCABLE L, 4436 FIREWEED TRL, BROOMFIELD
Address: 4436 FIREWEED TRL, BROOMFIELD
Price: \$
Date Closed: 1/22/2013

Seller: CHYRL A JOHNSON
Buyer, Buyer's Address: FOLEY TRUST, 16045 CAMERON WAY, BROOMFIELD
Address: 16045 CAMERON WAY, BROOMFIELD
Price: \$475000
Date Closed: 1/22/2013

Seller: PARKWAY CIRCLE BROOMFIELD LLC
Buyer, Buyer's Address: LEO A & SHARON M PANDO, 13456 VIA VARRA UNIT 317
Address: 13456 VIA VARRA UNIT 317, BROOMFIELD
Price: \$
Date Closed: 1/22/2013

Seller: TIMOTHY M & PAMELA N BOWEN
Buyer, Buyer's Address: THOMAS B IV & MARY ANN CURTIS, 14180 FAIRWAY LN
Address: 14180 FAIRWAY LN, BROOMFIELD
Price: \$595000
Date Closed: 1/22/2013

Seller: LAND DEVELOPMENT LLP
Buyer, Buyer's Address: KENNETH & DUSTY DUMAS, 15285 LIPAN ST
Address: 750 W 153RD PL, BROOMFIELD
Price: \$118000
Date Closed: 1/22/2013

Seller: KB HOME COLO INC
Buyer, Buyer's Address: JAMES M JOHNSON, 11335 UPTOWN AVE
Address: 11335 UPTOWN AVE, BROOMFIELD
Price: \$299300
Date Closed: 1/22/2013

Seller: TAYLOR MORRISON COLORADO INC
Buyer, Buyer's Address: SHANNAH LEIGH & MATTHEW BERNARD THOMPSON, 15005 BLUE JAY CT
Address: 15005 BLUE JAY CT, BROOMFIELD
Price: \$581600
Date Closed: 1/22/2013

Seller: RICHARD N & LINDA W FREUND
Buyer, Buyer's Address: JOSHUA J & KRISTEN L SNYDER, 2638 GRAY WOLF LOOP
Address: 2638 GRAY WOLF LOOP, BROOMFIELD
Price: \$393000
Date Closed: 1/22/2013

Seller: MICHAEL PREISENDORF
Buyer, Buyer's Address: NOEL CLAYTON & WANDA NORRAINE HART, 55 EMERALD ST
Address: 55 EMERALD ST, BROOMFIELD
Price: \$212000

Date Closed: 1/22/2013
Seller: PAUL V GUTIERREZ
Buyer, Buyer's Address: PAUL V GUTIERREZ TRUST, 14122 SUN BLAZE LOOP UNIT H
Address: 14122 SUN BLAZE LOOP UNIT H, BROOMFIELD
Price: \$
Date Closed: 1/23/2013

Seller: KB HOME COLORADO INC
Buyer, Buyer's Address: GUSTAVO A GARCIA, 11290 SHEPS WAY, BROOMFIELD
Address: 11290 SHEPS WAY, BROOMFIELD
Price: \$288700
Date Closed: 1/24/2013

Seller: DAWN C GLADWELL
Buyer, Buyer's Address: KELLY MCKIRAHAN, 13597 VIA VARRA UNIT 2305
Address: 13442 VIA VARRA, BROOMFIELD
Price: \$240000
Date Closed: 1/24/2013

Seller: 15549 ZUNI STREET LLC
Buyer, Buyer's Address: RYAN K & ANNE LINDSAY CARR PROBASCO, 2475 RED HAWK PL
Address: 2475 RED HAWK PL, BROOMFIELD
Price: \$105000
Date Closed: 1/24/2013

Seller: MELIA D HEIMBUCK
Buyer, Buyer's Address: BRIAN S & CHRISTINE L GALLAGHER, 14136 FAIRWIND LN
Address: 14136 FAIRWIND LN, BROOMFIELD
Price: \$350000
Date Closed: 1/27/2013

Seller: ADAM T & JENIFER E WOLINSKI
Buyer, Buyer's Address: MARK A & KARLA R TATUM, 12531 MARIA CIR
Address: 12531 MARIA CIR, BROOMFIELD
Price: \$221500
Date Closed: 1/27/2013

Seller: KIMBERLY SCOTT
Buyer, Buyer's Address: BRANDI FALAGRADY, 13252 NIWOT TRL
Address: 13252 NIWOT TRL, BROOMFIELD
Price: \$247500
Date Closed: 1/27/2013

Seller: CARRIE A PEKETZ
Buyer, Buyer's Address: LUCAS S & CRYSTAL D PILLOW, 1627 PRAIRIE FALCON LN
Address: 1627 PRAIRIE FALCON LN, BROOMFIELD
Price: \$
Date Closed: 1/27/2013

Seller: ASCENT DEVELOPMENT GROUP
Buyer, Buyer's Address: FAIRWINDS I LLC, 5344 STONEYBROOK DR
Address: 14300 WATERSIDE LN, BROOMFIELD

Price: \$215000
Date Closed: 1/27/2013
Seller: TOLL CO I LLC
Buyer, Buyer's Address: BARRY G & HEATHER M STIDHAM, 1790 TIVERTON AVE
Address: 1790 TIVERTON AVE, BROOMFIELD
Price: \$786400
Date Closed: 1/28/2013

Seller: TOLL CO I LLC
Buyer, Buyer's Address: DENNIS & JULIE B COLLINS, 1770 TIVERTON AVE
Address: 1770 TIVERTON AVE, BROOMFIELD
Price: \$726300
Date Closed: 1/28/2013

Seller: BEIYI ZHENG
Buyer, Buyer's Address: RAMONA V & JOSEPH A CAMPBELL, 5185 W 123RD PL
Address: 5185 W 123RD PL, BROOMFIELD
Price: \$282000
Date Closed: 1/28/2013

Seller: BRIAN J & MARIA LOURDES CONNOLLY
Buyer, Buyer's Address: JEFFREY C BAUER, 5162 GREY WOLF PL
Address: 5162 GREY WOLF PL, BROOMFIELD
Price: \$295000
Date Closed: 1/28/2013

Seller: FANNIE MAE
Buyer, Buyer's Address: ROCKY MOUNTAIN INVESTMENT GROU, MULT PROP
Address: 1103 E 7TH AVENUE CIR, BROOMFIELD
Price: \$178100
Date Closed: 1/28/2013

Seller: GLENNA FAE ERDWIN
Buyer, Buyer's Address: BEN JASON WHITCOMB, 3462 MOLLY CIR
Address: 3462 MOLLY CIR, BROOMFIELD
Price: \$194500
Date Closed: 1/28/2013

Seller: RICHARD J & LISA A HULL
Buyer, Buyer's Address: RICHARD J HULL LIVING TRUST, 13993 GUNNISON WAY
Address: 13993 GUNNISON WAY, BROOMFIELD
Price: \$
Date Closed: 1/28/2013

Seller: GLENN ERIC & GINA NYKIEL HERRMANN
Buyer, Buyer's Address: RYAN & CORTNEY DAVIS, 13322 MEADOW PARK LN
Address: 13322 MEADOW PARK LN, BROOMFIELD
Price: \$394000
Date Closed: 1/28/2013

Seller: BB INVEST CO LLC
Buyer, Buyer's Address: COLO ST DEPT TRANSPORTATION, 4201 E

ARKANSAS AVE
Address: MULT PROP,
Price: \$
Date Closed: 1/29/2013

Seller: ASCENT REAL ESTATE INVESTOR LL
Buyer, Buyer's Address: LARRY & JOYCE HENDRICKS, 150 BERYL WAY
Address: 150 BERYL WAY, BROOMFIELD
Price: \$228500
Date Closed: 1/29/2013

Seller: STANDARD PACIFIC COLORADO INC
Buyer, Buyer's Address: CARRIE PEKETZ, 4720 RAVEN RUN, BROOMFIELD
Address: 4720 RAVEN RUN, BROOMFIELD
Price: \$298100
Date Closed: 1/30/2013

Seller: GREENWOOD INVESTMENT GROUP LLC
Buyer, Buyer's Address: EMILIA LUZ COSTALES, 835 ASH ST
Address: 835 ASH ST, BROOMFIELD
Price: \$240000
Date Closed: 1/30/2013

Seller: DAVID DOUGLAS NELSON
Buyer, Buyer's Address: CAMERON JAMES & SHELLY ANN RAHE GORDON, 965 COUNTRY CLUB CT
Address: 965 COUNTRY CLUB CT, BROOMFIELD
Price: \$249000
Date Closed: 1/30/2013

Seller: JERZY JOZWIAK
Buyer, Buyer's Address: MELIA DEE HEIMBUCK, 16559 RED ROCK LN
Address: 16559 RED ROCK LN, BROOMFIELD
Price: \$583000
Date Closed: 1/30/2013

Seller: STANDARD PACIFIC COLORADO INC
Buyer, Buyer's Address: ASHLEY HANCOCK, 4721 RAVEN RUN
Address: 4721 RAVEN RUN, BROOMFIELD
Price: \$359000
Date Closed: 1/30/2013

Seller: THOMAS D & SHEILA K LAWSON
Buyer, Buyer's Address: TL HOLDINGS LLC, 4000 PO BOX 892
Address: 4000 CENTENNIAL DR, BROOMFIELD
Price: \$
Date Closed: 1/30/2013

Seller: THOMAS D & SHEILA K LAWSON
Buyer, Buyer's Address: TL HOLDINGS LLC, 4841 PO BOX 892
Address: 4841 SHAVANO DR, BROOMFIELD
Price: \$
Date Closed: 1/30/2013

Seller: BANK NEW YORK MELLON

Buyer, Buyer's Address: DONNA C HOLTER, 12615 ZUNI ST # 15 205
Address: 1095 E 16TH AVE, BROOMFIELD
Price: \$225500
Date Closed: 1/31/2013

Seller: THOMAS J HUDGEL
Buyer, Buyer's Address: ALEXANDER S & ALEXANDRA R WICKS, 520 W 6TH AVE, BROOMFIELD
Address: 520 W 6TH AVE, BROOMFIELD
Price: \$308000
Date Closed: 1/31/2013

Seller: BROOMFIELD CARAPACE LLC
Buyer, Buyer's Address: BRENT & JUDY BOURNE, 13166 MISTY CT
Address: 13166 MISTY CT, BROOMFIELD
Price: \$389900
Date Closed: 1/31/2013

Seller: FREDERICK L SMITH
Buyer, Buyer's Address: NORMAN E & FRANCES RUBINSTEIN, 4530 SILVER MOUNTAIN LOOP
Address: 4530 SILVER MOUNTAIN LOOP, BROOMFIELD
Price: \$587000
Date Closed: 1/31/2013

Seller: PULTE HOME CORP
Buyer, Buyer's Address: ROBERT E & PATRICIA L GROENING, 4812 LITTLE BEAR PL
Address: 4812 LITTLE BEAR PL, BROOMFIELD
Price: \$460500
Date Closed: 1/31/2013

Seller: PAUL F MADIGAN
Buyer, Buyer's Address: KATHERINE A HORNE, 13641 BASALT CT
Address: 13641 BASALT CT, BROOMFIELD
Price: \$360000
Date Closed: 1/31/2013

Seller: JPMORGAN CHASE BANK NATIONAL A
Buyer, Buyer's Address: FEDERAL NATIONAL MORTGAGE ASSO, MULT PROP
Address: 3031 W 133RD AVE, BROOMFIELD
Price: \$
Date Closed: 1/31/2013

Seller: PULTE HOME CORP
Buyer, Buyer's Address: SUE CHIN, 4822 LITTLE BEAR PL, BROOMFIELD
Address: 4822 LITTLE BEAR PL, BROOMFIELD
Price: \$424200
Date Closed: 1/31/2013

Seller: WILLIAM J & KIRSTEN M BIALEK
Buyer, Buyer's Address: WILLIAM P & WENDY L BIALEK, 3714 W 127TH AVE
Address: 3714 W 127TH AVE, BROOMFIELD
Price: \$237500
Date Closed: 1/31/2013

AWARDS

Diane Hirschhorn, senior vice president and wealth-management adviser for Merrill Lynch, Pierce, Fenner & Smith Inc. (NYSE: SAR) in Boulder, was named in the Barron's Top 1000 Advisor list for 2012. Hirschhorn has been named to the top 100 Women Advisors list three times and the Top 1,000 Advisor list twice.

Broomfield-based **Level 3 Communications, Inc.** (NYSE: LVL) won Global Capacity's Metro Connect Customer Choice Award for Overall Metro Excellence in the Large Carrier group. The award was presented by Atlantic-ACM, a telecommunications research company, at the Metro Connect USA conference Feb. 20 in Miami Beach, Florida.

The **city of Lafayette** was awarded a Certificate of Achievement for Excellence in Financial Reporting by the nonprofit Government Finance Officers Association of the United States and Canada for its comprehensive annual financial report.

The Lafayette Chamber of Commerce will present its Business of the Year award to **Jax Mercantile Co.** in recognition of its outstanding contributions to the Lafayette chamber, positive

impact on the economic vitality of Lafayette and the generosity shown to countless organizations that benefit from its kindness. Chamber Champion award will go to **Bob Davis** of Re/Max Alliance in recognition of his outstanding commitment to the Lafayette chamber, special events and area organizations that have benefited from his volunteerism. The Community Service award will be presented to **Guido Gaz** of Stan's Automotive. Complimentary beer, wine and food from 6 to 8 p.m. Awards presentation at 8 p.m. Event will be Thursday, March 7, at the Gatehouse in Lafayette. Cost is \$35 per person and reservations are required. Go online to www.lafayettecolorado.com for more information.

David Bangs of Louisville-based NexGen Storage Inc., **Besty Doughty** of Boulder-based Spectra Logic Inc., and **Brad Painter** of Longmont-based Dot Hill Systems Corp. (Nasdaq: HILL), were named CRN 2013 Channel Chiefs by UBM Tech Channel. The award recognizes executives responsible for driving channel sales and growth within their respective organizations while promoting the importance of the channel throughout the information-technology industry.

PRODUCT UPDATE

Automated-software testing firm **TestPlant Inc.** plans to launch a new test in April that looks for problems in the new mobile-applications customers can use on their smartphones. Employees of the London-based Test Plant's development office in Boulder created the automated mobile-applications test, said Jonathan Gillaspie, the company's chief development officer. Gillaspie heads the team in Boulder. The test is named eggOn. The company bills the test as one that's easier to use than the previous eggPlant for Mobile test, which is also made by TestPlant.

Reactor Labs, a Boulder-based startup, has developed a mobile app that transforms users' social feeds and favorite news sites into a presentation that they can listen to or watch on their iPhone or Apple TV. The app, called Winston, allows users to choose the topics, such as world news, politics and sports, and pulls information and images from various news sources around the Web. It also can incorporate information from Facebook and Twitter accounts. An Android version and support for

more languages are in the works.

Longmont-based software firm **Kozio Inc.** released the Verification and Test OS Standard and Advanced Packages for Sitara ARM AM335x Cortex A8 processors from Texas Instruments Inc. Both packages provide an out-of-the-box board-based design verification and debug solution for AM335x designs containing DDR2/DDR3, NAND flash, NOR flash, SRAM, UARTS, I2C and McSPI. The VTOS AM335x Advanced Package contains an additional generic display driver allowing the user to graphically modify a device tree and provide simple display initialization scripts to enable full functional testing of any display.

Boulder-based **EVOL Foods**, maker of natural and organic frozen meals and snacks, announced two new product lines as well as plans to give the Classic burrito line a makeover. The new line of Plus Burritos with Guacamole offers hot burritos with a side serving of cool guacamole. New dairy-free, gluten-free burritos are made with a whole-grain tortilla and come with chicken, "chicken plus" or shredded beef.

BUSINESS DIGEST

OPENINGS

Loveland-based **Home State Bank** opened its 11th branch bank in Colorado Feb. 25 at 565 W. South Boulder Road in Louisville. Five employees will staff the new location, with another two joining soon. The bank plans to hold a formal grand opening Friday, April 5. Home State Bank has about \$677 million in assets and about 200 employees. The bank also has a branch in Longmont.

TechStars, a Boulder-based startup accelerator, will launch TechStars London. The program, which will help entrepreneurs by connecting them with mentors and potential investors as they develop their startup companies, is the first TechStars in a foreign country. TechStars, which now has programs in six cities, was founded in Boulder in 2006. Jon Bradford will be the managing director for the program in London.

CLOSINGS

Can manufacturer **Ball Corp.** will close a food and aerosol manufacturing plant in Elgin, Illinois, in December. Broomfield-based Ball (NYSE: BLL) will report a \$21 million after-tax charge as a result of the closure, according to a company press statement. The plant's 245 workers will receive severance pay and can apply for other open positions within the company. The plant makes steel cans, aerosol cans and flat steel sheets used to make things at other Ball facilities. Those products will be manufactured at other existing Ball plants.

MOVES

Lilli, a women's clothing store, is consolidating with sister store **Violette** after a little more than two years in business on Pearl Street in Boulder. The store at 1646 Pearl St. will hold a sale before moving remaining merchandise to Violette at 1631 Pearl St. Lilli opened in fall 2010 and shares employees with Violette. Wholesale Fashions LLC, doing business as Violette, was founded in 2008, according to the Colorado Secretary of State's office. Violette is known for its party dresses and other upscale clothing and accessories.

BRIEFS

National Institute of Standards and Technology's new laboratory in Boulder received Leadership in Energy and Environmental Design, or LEED, Gold certification. LEED-certified buildings are designed to lower operating costs, reduce waste, conserve energy and water, and reduce greenhouse-gas emissions. The laboratory, which opened last year, requires stringent controls of the internal environment for precision measurements with lasers, atomic clocks and nanotechnology. For instance, mechanical equipment takes in outdoor air and provides filtration, heating and cooling, and humidity control. Air quality is maintained through the use of low-odor adhesives, sealants and paints, and carpet and floor materials that minimize release of chemicals and gases.

U.S. Rep. Jared Polis, D-Colo., announced a bill at Alfalfa's Market in Boulder on Feb. 20

that would require genetically modified organisms to be included in food labels.

Boulder Homemade Inc., dba Boulder Ice Cream, plans to distribute its new organic Figo! Organic Gelato nationally this spring. It will be debuted at the Natural Products Expo West March 7-11 in Anaheim, California. It then will be distributed in natural foods stores and supermarkets in the Rocky Mountain region, as well as nationally. The gelato comes in seven flavors, using recipes created under the guidance of a master Italian gelato maker.

Skiing, camping and other outdoor industry-related activities — as well as outdoor companies — in Colorado generate \$13.2 billion in consumer spending annually, according to a new report from the **Outdoor Industry Association**. The Boulder-based trade association analyzed information on outdoor-industry jobs, gear and travel-related expenses for every state in the nation in the new report. In Colorado, the outdoor industry also generates \$994 million in state and local tax revenue, according to the Outdoor Recreation Economy report. Some 125,000 jobs are directly related to the outdoor industry in Colorado, generating \$4.2 billion in wages and salaries, which is based on information from the U.S. Bureau of Labor Statistics, surveys and other industry groups.



DeSousa



Bloomfield

J.V. DeSousa of **WorkShop8** in Boulder and Mark Bloomfield of **Sustainably Built** in Boulder have written a white paper for the Department of Housing and Urban Development on passive and active energy-efficiency strategies. The paper is based on WorkShop8's high-profile Paisan Green Community project in El Paso, Texas. Sustainably Built put together a comparison of the building design versus the IECC 2009 code requirement and modeled the energy consumption of a typical one-bedroom unit as built versus a unit built to base code standards. Paisan Green Community is a net-zero, fossil-fuel free, LEED Platinum, affordable senior-housing project. The 73-unit project is built on a 4.2 acre site, adjacent to the major border crossing between El Paso and Juarez, Chihuahua, Mexico.

Louisville-based **Real Goods Solar Inc.** (Nasdaq: RSOL), a provider of turnkey solar energy solutions for residential, commercial and utility customers, has launched Shop.RealGoods.com, an online store offering solar power and environmentally-friendly solutions for home and business.

McGuckin Hardware, 2525 Arapahoe Ave., Boulder, has joined Downtown Boulder Inc., a nonprofit organization that works to maintain downtown as the center of commerce, government, culture and leisure. DBI members support the vitality of downtown through public advocacy, political involvement and community events. The organization has approximately 400 business members.

EARNINGS

Shoemaker **Crocs Inc.** posted record revenue of \$1.12 billion for the year, a 12 percent gain from 2011 revenue, according to the company's latest earnings report. Niwot-based Crocs (Nasdaq: CROX) also posted revenue of \$224.99 million for the most recent quarter ended Dec. 31, up from \$203.71 million for the same quarter in 2011. The company posted gross profit of \$106.4 million for the most recent quarter ended Dec. 31, up from \$99.8 million for the same quarter in 2011. Crocs expects revenue of \$305 million to \$310 million in the first quarter of 2013, or from 32 to 34 cents per share.

Boulder-based **Elevations Credit Union's** assets, deposits and membership grew during 2012. The credit union's earnings totaled \$10.6 million last year, and total assets grew \$138.5 million, a 12.1 percent increase from 2011. Elevations had total assets of \$1.29 billion through the end of December. Total deposits increased by 12.5 percent to \$128 million. Elevations gained nearly 3,900 members in 2012, and now has more than 99,000. Business deposits increased nearly \$10 million from 2011, and the credit union generated more than \$760 million in first mortgages last year. Elevations has 11 branches including locations in Boulder, Broomfield, Adams and Larimer counties.

Broomfield-based **Corgenix Medical Corp.** launched its AspirinWorks diagnostic test kit in China during the quarter ended Dec. 31, leading to revenue and profit that exceeded the company's expectations, chief executive Douglass Simpson said. Corgenix (OTC BB: CONX) reported a 20 percent increase in revenue to \$2.5 million for the most recent quarter, according to a company earnings statement. Revenue was \$2.1 million for the same quarter in 2011, the company said. Corgenix's profit for the quarter was \$55,755 compared with an operating loss of \$56,722 for the same quarter a year ago.

Broomfield-based **WhiteWave Foods Co.** reported \$609 million in revenue for the most recent quarter, up 12 percent from the same period the year before. WhiteWave Foods Co.'s (NYSE: WVA) revenue was up from \$543 million for the period ended Dec. 31, 2011. In the fourth quarter of 2012, the company reported profit of \$31 million, or 18 cents per share, a 34 percent increase from the \$23 million, or 13 cents per share, reported in the same quarter in 2011.

CONTRACTS

Coronal Management LLC, with offices in Boulder and Pasadena, California, signed an exclusive multiyear solar photovoltaic solutions

development agreement with Secaucus, New Jersey-based **Panasonic Eco-Solutions North America**. The agreement highlights Panasonic efforts to bring a comprehensive, end-to-end solution for solar PV projects from 250 kilowatts up to 20 megawatts to the commercial, industrial, municipal and small-utility sectors. Together, the two companies aim to develop, build and operate a portfolio of solar PV systems in the United States and Puerto Rico.

Broomfield-based **MWH Global**, a consulting, engineering and construction services company, was awarded an \$11.8 million contract extension from the **city of Baltimore** to continue work on the city's sewer system rehabilitation and modernization project.

Broomfield-based **Webroot Software Inc.**, a provider of cloud-based security intelligence solutions, announced a strategic partnership with **FancyFon**, provider of the FAMOC mobile device management platform, following release of the cloud-based Webroot Security Intelligence for Mobile Suite in January.

Boulder-based **Ball Aerospace and Technologies Corp.** contracted with National Geospatial-Intelligence Agency for mission analysis and engineering in a transaction with the agency and **OGSystems LLC**. The company will provide testing, validation and systems engineering to NGA under the Total Application Services Enterprise Requirements contract. Dan Gibson, vice president and general manager of systems engineering solutions, will lead the team responsible for implementing the contract.

GRANTS

Boulder County commissioners approved grants totaling about \$165,000 to help promote business, economic development and tourism in the county. Agencies and community groups received about \$174,000 in funding in 2012. Economic development groups often get funding from a variety of public and private sources. Organizations receiving funding for 2013 include: **Boulder Chamber/Boulder Economic Council**, \$47,450; **Longmont Area Economic Council**, \$34,857; **Lafayette Chamber of Commerce**, \$20,250; **Louisville Chamber of Commerce**, \$18,600; **Tourism and Recreation Partnership of Boulder County Inc.**, \$11,475; **Town of Lyons**, \$6,000; **Town of Nederland**, \$6,000; **Boulder Independent Business Alliance**, \$5,000; **Small Business Development Center**, \$4,500; **Latino Chamber of Commerce**, \$4,500; **Superior Chamber of Commerce**, \$3,750; and **Niwot Business Association**: \$2,325. The funds come from an approved 2013 county budget of \$319.6 million.

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.

CALENDAR

MARCH

7 The Lafayette Chamber of Commerce presents its **Annual Dinner & Awards Ceremony** from 6 to 8 p.m., Thursday, March 7, at The Gatehouse, 1055 S. 112th St., Lafayette. Cost is \$35 per person. Reservations required. Register online at www.lafayettecolorado.com.

8-10 **Frozen Dead Guy Days** will be held Friday through Sunday, March 8-10, in Nederland. Events include Coffin Races, Hearse Parade, Polar Plunge, Frozen T-shirt Contest, The Newly Dead Game, Brain Freeze Contest and "Grandpa's in the Tuff Shed" movie screenings. For full list of events and live music schedule go to

www.frozendeaddguydays.org.

11 VolkBell presents a talk on the **Small Business Health Options Program** from 8:30 to 10:30 a.m., Wednesday, March 6, at The Fox Hill Country Club, 1400 Colorado Highway 119, Longmont. Jim Sugden, manager of the program, will provide information on the health exchange that is scheduled to begin in October. Breakfast will be served, and there is no cost to attend. For more information contact Amy Essig, 303-776-3105, ext. 116, or aessig@volkbell.com.

12 The University of Colorado-Boulder's CU Advocates Program

presents the forum, **Funding in Focus**, from 4 to 6 p.m. Tuesday, March 12, in the Glenn Miller Ballroom at the University Memorial Center on the CU campus. Guest speakers are Todd Saliman, CU vice president and chief financial officer, and Kelly Box, CU-Boulder senior vice chancellor and CFO. Forum is from 4 to 5 p.m. and reception is from 5 to 6 p.m. Forum focuses on funding trends for public higher education and fiscal outlook for CU-Boulder. Free. Register online at https://www.cusys.edu/cuadvocates/2013_03-12_ucb-funding-in-focus.html. For more information, contact Michele McKinney at 303-860-5622 or michele.mckinney@cu.edu.

13 Boulder Country Day School will present **Preview Day** from 9 a.m. to noon, Wednesday, March 13, at the school, 4820 Nautilus Court, Boulder. Overview, tour and time to visit classrooms. Parents and students welcome. Contact info@bouldercountyday.org for details and to register www.bouldercountyday.org/events.

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

ON THE JOB

ADVERTISING/MARKETING

McGuckin Hardware in Boulder hired **Louise Garrels** as a member of its marketing team. Garrels will work on reaching new and existing customers via social media and traditional marketing strategies. Previously, Garrels was marketing and communications manager for Impact on Education in Boulder. She is the director for the Centaurus Track & Cross Country Foundation in Lafayette, and previously served on the boards of nonprofits Family Learning Center, the YMCA and Reading to End Racism.

BANKING, FINANCE

Damon Marxer joined the Merrill Lynch, Pierce, Fenner and Smith Inc. office in Boulder as senior vice president and a personal investment adviser portfolio manager. Marxer previously worked in the same capacity for Merrill Lynch in Michigan. A graduate of the University of Colorado-Boulder, he has been with Merrill Lynch for more than 12 years.



Marxer

Carole Johns, owner of Niwot Financial Group LLC, passed the Financial Industry Regulatory Authority's exam that designates her as an investment company and variable-contracts representative. Passing the exam allows Johns to expand her business to include financial services. Johns recently was selected to attend and participate in the Financial Planning Institute, an advanced financial strategies conference sponsored by Irving, Texas-based H.D. Vest Financial Services. In the past 24 years, she has worked with Engineers Without Borders-USA, the Longmont Downtown Development Authority and the city of Longmont.

EDUCATION

Cleantech Fellows Institute in Golden hired Boulderite **Steven Berens** as executive director. The institute offers an educational program to help business leaders transition to the clean-tech industry. Berens plans to expand the focus of the program to include natural gas and water. The institute partners with the National Renewable Energy Laboratory in Golden, federal laboratories in Boulder, universities in Boulder, Fort Collins and Golden, nonprofit trade groups and others. Public and private sponsors provide funding for the program. Berens co-founded Power Tagging Technology Inc. in Boulder and is on the advisory board for the Leeds School of Business Deming Center for Entrepreneurship at the University of Colorado-Boulder. Berens previously was chief executive of Privacy Networks Inc. in Fort Collins.

David Reed, a veteran telecom industry researcher, is joining the University of Colorado-Boulder to create a new center that will study the rapidly evolving broadband industry. Reed, former chief technology officer and chief strategy officer with Louisville-based Cable Television Laboratories Inc., better known as CableLabs, has joined CU's Interdisciplinary Telecommunications Program as a scholar in residence.

ENGINEERING



Emmett

Matt Emmett joined the civil department of JVA Inc.'s office in Boulder as a project engineer. He earned a bachelor's degree in civil engineering from the University of Colorado-Boulder in 2004 before moving to Seattle. JVA is a 57-year-old structural, civil and environ-

mental consulting engineering firm with offices in Boulder, Winter Park and Fort Collins.

HIGH TECH

Longmont-based UQM Technologies Inc. (NYSE: UQM), a developer of alternative energy technologies, appointed **John E. Szykiel** to its board of directors effective Nov. 1. Szykiel replaces retired Army Lt. Gen. Jerome H. Granrud, who is retiring from the board. Szykiel is president and chief executive of Charlotte, Michigan-based Spartan Motors Inc. (Nasdaq: SPAR) and a member of Spartan's board of directors.

Boulder-based LinkSmart Inc. appointed **Perry Quinn** as chief revenue officer and head of publisher development. LinkSmart provides text-link optimization and management solutions for websites. Quinn will lead the strategy and day-to-day execution of the company's publisher development and account management teams. Quinn previously was senior vice president of publisher development at Federated Media Publishing.

Broomfield-based Webroot Software Inc. hired **David Duncan** as chief marketing officer. Duncan will lead the Internet security products firm's global marketing strategy. Most recently, Duncan was responsible for developing and leading the CyberSafe secure-storage product strategy for Imation Corp., having joined Imation after the acquisition of EncryptX in 2011, where he was founder, president and managing director for 10 years. Duncan also served on McAfee's embedded solutions advisory committee for the past two years. Duncan held executive marketing positions at Tactical Marketing Ventures and RL Polk's Consumer Information Services Division, as well as marketing leadership roles with the former Storage Technology Corp.

NATURAL PRODUCTS

Boulder-based Alfalfa's Market Inc. hired nutrition expert **Layne Lieberman** for the newly created job of vice president of marketing and



Lieberman

Centers in Long Island, New York.

NONPROFIT

Lafayette-based HospiceCare of Boulder and Broomfield Counties hired **Annette Mainland** as vice president for philanthropy. She will work to develop new strategies to reach the nonprofit's fundraising goals. Mainland has more than 20 years' experience in directing fundraising efforts, teaching grant-writing skills,



Mainland

organizing special events and speaking about best practices. She has worked with large nonprofits, including St. Jude Children's Research Hospital in Memphis, Tennessee, as well as small grassroots efforts. The agency provides care for terminally ill patients and support for their families, as well as bereavement services for anyone in the community who has suffered a loss, and education on all matters related to death and dying.

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.

NONPROFIT NETWORK

FUNDRAISERS

The "I Have a Dream" Foundation of Boulder County is hosting its 2013 Longmont Dream-Maker Breakfast from 7:30 to 9 a.m., Thursday, March 14, at the Plaza Conference Center, 1850 Industrial Circle, Longmont. Proceeds 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 graduation, and to and through post-

secondary education. Upon high-school graduation, each Dreamer will receive a scholarship to use toward college or vocational school. Goal is to launch the class in spring 2013. Cost is free, but donations will be requested. To reserve a seat, contact Paulette Warembourg at paulette.warembourg@ihaveadreamboulder.org or call 303-444-3636 ext. 10.

GRANTS

The **Boulder History Museum** was one of four

nonprofits to receive \$10,000 from **FirstBank**. Four Colorado Gives Day 2012 nonprofit participants were randomly selected to receive \$10,000 each in Luck-of-the-Draw cash prizes. Other winners in the drawing were Clothes To Kids of Denver Inc., Colorado Youth for a Change in Denver and Fostering Hope Foundation in Colorado Springs. FirstBank is Community First Foundation's corporate partner for Colorado Gives Day.

WOW! Children's Museum in Lafayette received a \$2,500 Community Trust grant from **The Community Foundation Serving Boulder County**. WOW! will use the grant to support its 2013 scholarship program. In 2012, the scholarship program served 2,300 children and families. Program benefits include complimentary museum admissions, access to onsite education programs, low-cost family memberships and discounted field trips for Title I schools.

UTILITY from 12A

work," Draper said.

Cost matters, too, and a big increase in rates could lead to less money for other uses or even higher tuition or student fees, Draper said.

The campus already is taking steps to mitigate its electric bill, including restarting its cogeneration facility. That could make CU less dependent on any utility, but it will not generate enough power to make CU self-sufficient or give it the ability to "decouple" from a utility, Draper said.

CU-Boulder is not investigating whether it could remain an Xcel Energy customer even if the city municipalized.

"Whoever's running the system, we're attached to them," Draper said.

Businesses in Boulder that are much smaller than Ball or CU also have concerns. One of them is simply staying knowledgeable about what's going on, Boulder Chamber public affairs director Angelique Espinoza said.

Only a few businesses have staff with the expertise or time to follow the issue

THE REPORT SETS AN AUG. 6 TARGET DATE for when the city's legal staff wants the authorization to begin acquisition negotiations with Xcel Energy, should the city council opt to go forward with municipalization. That could lead to eminent-domain litigation if the two sides do not agree on a price.

as closely as Ball. Because of that, the chamber wanted the city to release the report well before the city council took up the issue in a study session.

Businesses would like to understand how the city reached its findings and what the impact could be.

The short amount of time between the report's release and the council study session "makes it really hard for anyone to say anything intelligent about the report," Espinoza said.

The city will host an open conference call from noon to 1 p.m.,

Tuesday, March 12, that will focus on feedback from the business community. Information about joining the call is on the city website.

Boulder staff presented its findings to the council Feb. 26 during a study session that occurred after the Business Report went to press.

The report models six options for the council to consider that are based on 20-year projections. It can be found online at www.BouldersEnergyFuture.com.

The report does not recommend

whether Boulder should municipalize. One of the scenarios it models is based on the status quo arrangement with Xcel Energy. However, five of the six scenarios it modeled would require some form of municipalization.

The report sets an Aug. 6 target date for when the city's legal staff wants the authorization to begin acquisition negotiations with Xcel Energy, should the city council opt to go forward with municipalization. That could lead to eminent-domain litigation if the two sides do not agree on a price.

Xcel Energy also is taking its time before it knows when or if it will release a detailed response.

"The city's put a lot of thought into its plan, and we'd like to put a lot of thought into our response," spokeswoman Michelle Aguayo said the day the report was released.

The city council is scheduled to tell the city staff whether to continue down the road to municipalization on April 16.

EXISTING HOME SALES

January 2013 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		
						01/01/11 - 12/31/11	01/01/12 - 12/31/12	%chg	01/01/11 - 12/31/11	01/01/12 - 12/31/12	%chg	01/01/11 - 12/31/11	01/01/12 - 12/31/12	%chg	01/01/11 - 12/31/11	01/01/12 - 12/31/12	%chg
Boulder	30	189	\$665,080	80	\$591,000	615	787	28.0	\$663,912	\$668,291	0.7	89	75	(15.7)	\$545,000	\$570,000	4.6
Broomfield	22	76	\$413,939	43	\$417,000	349	376	7.7	\$354,617	\$358,513	1.1	85	68	(20.0)	\$321,415	\$323,890	0.8
Erie	22	89	\$415,039	67	\$328,345	243	327	34.6	\$326,088	\$348,852	7.0	81	72	(11.1)	\$304,000	\$330,000	8.6
Lafayette	11	55	\$336,671	99	\$302,500	251	303	20.7	\$372,446	\$385,017	3.4	88	57	(35.2)	\$324,000	\$358,000	10.5
Longmont	74	228	\$280,199	65	\$258,600	829	1000	20.6	\$244,717	\$258,404	5.6	73	61	(16.4)	\$220,000	\$233,500	6.1
Louisville	8	22	\$389,375	27	\$341,250	201	243	20.9	\$412,121	\$432,180	4.9	64	57	(10.9)	\$380,500	\$395,000	3.8
Superior	12	14	\$444,713	64	\$432,450	109	158	45.0	\$423,886	\$425,315	0.3	65	41	(36.9)	\$379,000	\$408,000	7.7
Mountains	7	191	\$422,929	87	\$340,500	253	296	17.0	\$396,422	\$422,299	6.5	122	131	7.4	\$316,000	\$349,500	10.6
Plains	17	179	\$817,676	101	\$617,000	302	408	35.1	\$634,440	\$623,231	(1.8)	112	84	(25.0)	\$470,000	\$479,450	2.0
Total	203	1,043				3,152	3,898										

EXISTING CONDO SALES

January 2013 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		
						01/01/11 - 12/31/11	01/01/12 - 12/31/12	%chg	01/01/11 - 12/31/11	01/01/12 - 12/31/12	%chg	01/01/11 - 12/31/11	01/01/12 - 12/31/12	%chg	01/01/11 - 12/31/11	01/01/12 - 12/31/12	%chg
Boulder	35	193	\$312,918	68	\$278,000	556	651	17.1	\$299,979	\$308,285	2.8	156	96	(38.5)	\$242,500	\$255,000	5.2
Broomfield	3	34	\$272,833	16	\$270,000	70	83	18.6	\$216,643	\$223,199	3.0	146	113	(22.6)	\$205,146	\$218,000	6.3
Erie	2	10	\$206,250	172	\$206,250	29	29	0.0	\$173,506	\$184,655	6.4	113	61	(46.0)	\$126,000	\$151,000	19.8
Lafayette	1	20	\$182,750	23	\$182,750	92	99	7.6	\$188,655	\$195,562	3.7	89	65	(27.0)	\$187,000	\$196,000	4.8
Longmont	18	51	\$178,122	47	\$172,500	160	219	36.9	\$178,215	\$178,503	0.2	105	72	(31.4)	\$165,000	\$162,000	(1.8)
Louisville	2	7	\$200,750	31	\$200,750	36	44	22.2	\$196,483	\$226,774	15.4	72	64	(11.1)	\$185,500	\$201,000	8.4
Superior	2	5	\$162,000	53	\$162,000	18	32	77.8	\$222,255	\$200,818	(9.6)	69	44	(36.2)	\$220,000	\$180,000	(18.2)
Mountains	0	0	0	0	0	2	2	0.0	\$178,450	\$337,500	89.1	98	101	3.1	\$178,450	\$337,500	89.1
Plains	4	13	\$245,950	106	\$235,000	80	98	22.5	\$198,428	\$194,281	(2.1)	130	72	(44.6)	\$162,147	\$163,250	0.7
Total	67	333				1,043	1,257										

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

CU sports upgrades would cost \$170 million

BOULDER — Folsom Field and the Coors Event Center could become a lot more attractive for athletes, coaches and recruits if a plan announced by the University of Colorado-Boulder comes to fruition.

Officials from CU's leadership, including new football coach Mike MacIntyre, presented a \$170 million facilities upgrade plan to a subcommittee of the CU system's regents during a meeting Feb. 20 in Colorado Springs.

The multiyear, multistage plan would be financed by \$50 million in donations. The rest would come from athletic department revenue, which includes television contracts and tickets and merchandise sales, CU-Boulder spokesman Bronson Hilliard said. No money from taxpayers or students will be used.

CU plans to launch a major fundraising campaign right away, Hilliard said. The \$50 million figure was created as the result of a donor feasibility study, and the campaign will follow the precedent set by a prior one to upgrade Coors Event Center and facilities for the basketball and volleyball teams, he said.

Showing recruits that an athletic department has top-notch facilities is considered to be a crucial element in recruiting battles, and with CU's move to the Pacific 12 Conference, the Buffaloes are competing with some of college football's best programs.

Nonprofit's new digs nearing approval

Community Food Share's renovation expected to begin in March



COURTESY COMMUNITY FOOD SHARE

An architect's rendering shows what Community Food Share's new 68,000-square-foot building in the Colorado Technology Center business park in Louisville will look like. The nonprofit food bank purchased the building at 650 Taylor Ave. in August for \$3.5 million, with the help of \$2.5 million from an anonymous donor. The nonprofit has paid off the loan used to buy the building, and renovation is expected to start in March to prepare the warehouse for freezer/cooler installation. CFS officials hope to move the operation from Niwot to Louisville by the third quarter this year.

CU athletic director Mike Bohn acknowledged that in the media release announcing the upgrades. "This plan represents a carefully

conceived, strategic investment in our future in the Pac-12 Conference," Bohn said. "It will position us to attract the best student-athletes in

the nation. It will improve the performance of our student-athletes on the field and in the classroom, and it will

➤ See **Real Estate, 21A**

Home buying, refinancing activity up sharply

BY BETH POTTER

bpotter@bcbr.com

BOULDER — Home-refinancing and home-buying activity increased 27.2 percent in Boulder County in 2012 compared with 2011, according to new deed-of-trust statistics from the Colorado Division of Housing.

In a deed of trust, legal title to real property is transferred to a trustee who holds it as security for a loan between a borrower and lender.

Home-refinancing and home-buying activity in Broomfield County increased 30.9 percent in the same

time period, according to the report. Increased deed-of-trust activity is an indicator that the overall state economy is getting better, said Ryan McMaken, a spokesman for the Division of Housing.

Across the state, total deed-of-trust releases were up 29.4 percent in 2012 from 2011, McMaken said.

The number of deeds of trust released at county public trustee offices are a general index of the demand for real estate across the state, McMaken said. Deeds of trust are released at county offices when homeowners refinance homes, sell

them or pay them off, he said.

Anecdotally, refinance loans appeared to drive the largest amount of the deed-of-trust activity in 2012, McMaken said. He said he did not have the information necessary to calculate figures to show the number of refinanced loans and sold homes compared with paid-off mortgages. But the number of homeowners who pay off their mortgages every year is very small, McMaken said.

Interest rates on 30-year fixed mortgage loans averaged 3.66 percent in 2012, down from 4.46 percent in 2011, using the St. Louis Federal

Reserve rate, McMaken said.

McMaken said he started releasing state deed-of-trust figures in the third quarter of 2011 as a “positive indicator” of the economy. The state also releases home foreclosure activity. Information is collected from public trustee offices in counties across the state.

When the number of deed-of-trust releases decline in a specific period, it can be an indicator of a “flat” or “slow” real estate market, McMaken said in a press statement. The Division of Housing operates under the Colorado Department of Local Affairs.

REAL ESTATE from 20A

enhance our fan experience.”

The first stage would build a new academic center for all CU student-athletes at Folsom Field. The current center is in the Dal Ward Athletic Center, which is north of the stadium.

The Dal Ward building would be renovated and expanded, with larger and upgraded locker rooms, training facilities, weight rooms and space for the coaching staff.

The Folsom Field and Dal Ward upgrades are projected to cost about \$39 million. CU hopes to start work as soon as possible, Hilliard said.

The third element is an indoor practice facility, which would be built at 22nd Street and Arapahoe Avenue, adjacent to the team's current outdoor practice fields. Seating on the west side of Folsom Field also would be upgraded.

That phase is about four years in the future, Hilliard said.

The final piece of the \$170 million plan does not really involve athletes. Housing for CU students with families at the corner of Folsom Street and Arapahoe Avenue would be redeveloped. The current buildings are several decades old.

The master plan also includes upgrades to Coors Event Center, home of the Buffs' basketball teams. Those upgrades — which are not included in the \$170 million cost estimate — include improved facilities for the basketball and volleyball teams. The spectator concourse would also be improved and premium seating sections would be created.

ON THE MAP: Boulder Map Gallery is in the process of moving to the Table Mesa Shopping Center in South Boulder. Owners of the store have signed a lease for a 1,849-square-foot space at 607 S. Broadway, Suite F. The gallery has been at 1708 13th St. since 1987. Nate Litsey and Chad Henry brokered the transaction for the building's owner, W.W. Reynolds Cos. The new store was expected to open by March 1, according to the landlord.

FORECLOSURES EASE: Colo-

BOULDER COUNTY POSTED AN 18 PERCENT DROP in the number of foreclosure filings, with 789 proceedings started in 2012. The number of properties sold at auction dropped 25 percent, to 372

rado's foreclosure rate has returned to pre-recession levels, according to a report released recently by the Colorado Division of Housing.

In 2012, 28,579 foreclosures were started and 15,903 were completed across the state. That's the fewest since 2006 and 2005, respectively, the report said.

Boulder County posted an 18 percent drop in the number of foreclosure filings, with 789 proceedings started in 2012. The number of properties sold at auction dropped 25 percent, to 372, the report said.

The improvements in Broomfield County were more modest. The county experienced a 1.4 percent decrease in the number of proceedings started, to 210, and a 2 percent decrease in the number of completed sales, to 96.

“Foreclosures in 2012 basically dropped back down to 2006 levels,” Colorado Division of Housing economist Ryan McMaken said in a release. “There are also many more households now than in 2006, so if you adjust the foreclosure rate for the population growth, we're almost back at 2005 levels.”

Going forward, the picture gives reason to hope the worst of the crisis is in the past. The number of foreclosure starts peaked in 2009, when more than 46,000 were filed.

“At this point, there is a well-established downward trend, but this does not guarantee continued declines,” the report said. “However, given current trends in employment and demand for real estate, it does appear that foreclosure activity will continue to decline in the absence of significant increases in unemployment.”

A stable unemployment rate and fewer risky loans are two reasons for

the drop, the report said.

BROOMFIELD

AMLI RISES AGAIN: Another apartment project will be sprouting up along U.S. Highway 36 this spring.

AMLI Residential, a Chicago-based developer and operator of multifamily residential communities, has closed on the \$2.52 million deal to acquire the 5.1 acres in Arista on which it will build a 168-unit development. It also has applied for construction permits, according to the Broomfield Building Division's database.

The land is at the corner of Broomfield Lane and Parkland Drive. To the north and east of the land are the AMLI Arista Apartments, a 358-unit community that AMLI bought for \$55.6 million in 2010.

The construction cost is estimated to be \$16.5 million, according to the Broomfield Planning Department. The apartments will be one and two bedrooms, and rent is anticipated to be from \$950 to \$1,400 per month.

The project has been in the works for a while, and the Broomfield City Council approved AMLI's site development plan and an improvement plan to share the costs of infrastructure development in December.

The Arista mixed-use development is being developed by Tim Wiens, and one of his companies, Park 36 Development LLC, sold the land. The vacant lot has been used as a parking lot for the nearby 1stBank Center.

In addition to the existing Arista apartments and the new project, AMLI is building a 343-unit development in Interlocken and owns the 500-unit AMLI at Flatirons.

LOUISVILLE

NEW COLONISTS: The Village Shops at Colony Square II, a three-building, 29,414-square-foot retail center in Louisville, has been sold in a \$3.4 million deal.

The buildings, which are located near the Home Depot and Lowe's stores and the Regal Colony Square cinema, were purchased by Colony Square II Louisville LLC and JKW 1031 Louisville LLC. Both LLCs were formed in January by John Wolff, a Boulder-based architect and property investor.

The street addresses for the buildings are 1132, 1148 and 1156 Dillon Road. Tenants include Premier Members Federal Credit Union and a State Farm insurance office. According to the property's listing on LoopNet, it is 89 percent occupied, and Dan Grooters of Newmark Grubb Knight Frank advised the seller. The asking price was \$3.8 million.

California Building LLC and 4901 York Street LLC sold the property. According to the Boulder County Assessor's Office, they bought the property in 2009 for nearly \$2.3 million. The buildings were constructed in 2000, according to property records.

HOPE FOODS: Hope Foods Inc., a food maker based in Boulder, has bought the 58,900-square-foot warehouse at 1850 Dogwood St. in Louisville for \$2,874,001, or \$48 per square foot.

The property will become a food-manufacturing facility, according to Brandon Ray, one of the brokers who represented the buyer. Ray, Aaron Valdez and Chris Ball, all of Cassidy Turley Colorado, represented Hope Foods.

The property was bought at an FDIC auction, Ray said.

According to Ray, the building's current tenant is Jonas Brothers Taxidermy. The new owners are trying to move the Jonas Brothers out of the building by April 1 and occupy it immediately.

Michael Davidson can be reached at 303-630-1943 or mdavidson@bcbr.com

Polis right to seek GMO labeling law

U.S. Rep. Jared Polis has the right idea on GMO labeling. Polis, a Democrat representing the 2nd Congressional district, has introduced the GMO Labeling Bill, which would require labeling of food containing GMOs, or genetically modified organisms.

Polis introduced the bill Feb. 20 at Alfalfa's Market in downtown Boulder. The bill will be co-sponsored by Rep. Peter DeFazio, D-Ore., and in the Senate by Sen. Barbara Boxer, D-Calif. The bill:

- Provides that consumers have a right to know whether food contains GMOs.
- Defines what constitutes a genetically modified organism, including plants, animals and fish.
- Provides for civil penalties for violations.

EDITORIAL

"I am proud to help lead the GMO Labeling Bill, which is all about consumer choice and information," Polis said in a statement. "It's important to empower people with the information they need to make their own healthy choices. People have the right to make consumer decisions based on accurate transparency in labeling, and knowledge is power."

GMOs have proved controversial not only in the United States but also worldwide, where 50 countries impose restrictions or bans on their use. We do not oppose GMOs — many valid arguments exist as to why they can help in the battle against world hunger — but this bill deserves support, no matter what one's stance is on their use.

A number of states are considering their own version of GMO labeling, perhaps contributing to higher costs and bureaucracy for food producers. A national standard would create one set of regulations and definitions, making it easier for producers to comply.

Supporters of a federal labeling requirement point to a recent Washington Post article, saying that 94 percent of U.S. citizens support labeling. The nation — and Polis — has it right.



Boulder tops for female executives

Inspiration abounds from women leaders in Boulder Valley

How important are women to the local economy? A recent study of U.S. Census Bureau records by Austin, Texas-based Avalanche Consulting found that the Boulder metropolitan statistical area — essentially, Boulder County — topped the nation in concentration of female executives, with 17.7 female top executives for every 1,000 female workers in 2012.

Coming in at No. 2 was Bridgeport, Connecticut, with 16.6 female executives for every 1,000 female workers.

In regions such as Boulder and Bridgeport, "the proportion of female top executives is more than twice the U.S. average," Avalanche research director John Rees said in a statement. "In both communities, there are more than 16 female top executives for every 1,000 female workers. In other metropolitan areas, fewer than two out of every 1,000 female workers (are) classified as a top executive."

But, Rees noted, "Notably, not a single metropolitan area has a higher proportion of female top executives than the overall U.S. average for men."

The Boulder area's concentration of top female executives will come as no surprise to anyone who follows the region's economy and business

community.

The Avalanche study provides a perfect opportunity to reflect on some of the local women who continually inspire me with their experience, insight, entrepreneurship, management skill, business savvy and creativity:

• Josie Heath, president of the Community Foundation Serving Boulder County. Heath is a former Boulder County commissioner and past candidate for the U.S. Senate. What impresses me the most: Her understanding of the important role that philanthropy plays in the Boulder County economy.

• Susan Reilly, president and CEO of Renewable Energy Systems Americas Inc. in Broomfield. What impresses me the most: Her vocal and tireless advocacy for renewable energy, and willingness to battle onerous regulations and tax policies.

• Frances Draper, vice chancellor for strategic relations at the University of Colorado-Boulder. Draper, who formerly served as executive director of the Boulder Economic Council, coordinates external and internal communications at the university. What impresses me the most: Her

organizational skills and ability to get the job done.

• Lynda Gibbons, CEO of Gibbons-White Inc., and Becky Gamble, CEO of Dean Callan & Co. What impresses me the most: Their business acumen and sales skills, as well as the fact that they've thrived in a traditionally male-dominated commercial real estate sector.

• Leslie Leinwand, chief scientific officer, the Biofrontiers Institute. What impresses me the most? OK, have you read any of the university's reports on Leinwand's discoveries? 'Nuff said.

• Patricia Nelson Limerick, faculty director and chairwoman, Center for the American West at the University of Colorado. Limerick is a former MacArthur Fellow (and once my professor). What impresses me the most: Her ability to challenge orthodoxy by developing a new approach to the history of the West.

• Hunter Lovins, president of Natural Capitalism Solutions and co-founder of the Rocky Mountain Institute. What impresses me the most: Her vision for how business and environmental sustainability can be mutually beneficial.

These are just a few of the Boulder Valley women who inspire me, from business, education and non-profits. Who inspires you?

Christopher Wood can be reached at 303-440-4950 or cwood@bcbr.com.



PUBLISHER'S NOTEBOOK
Christopher Wood

BOULDER COUNTY BUSINESS REPORT

VOLUME 32, ISSUE 6

BIZWEST MEDIA

BOULDER COUNTY BUSINESS REPORT

3180 Sterling Circle, Suite 201, Boulder, Colo. 80301-2338, is published biweekly by BizWest Media LLC a Colorado corporation, in Boulder, Colo.

To advertise or subscribe: 303-440-4950 Fax: 303-440-8954

Online edition: www.BCBR.com

The entire contents of this newspaper are copyrighted by BizWest Media with all rights reserved. Reproduction or use, without permission, of editorial or graphic content in any manner is prohibited.

PUBLISHER
Christopher Wood..... cwood@bcbr.com

EDITOR
Doug Storum..... dstorum@bcbr.com

COPY EDITOR
Dallas Heltzell..... dheltzell@bcbr.com

WRITERS
Michael Davidson..... mdavidson@bcbr.com
Beth Potter..... bpotter@bcbr.com

RESEARCH DIRECTOR
Mariah Gant..... research@bcbr.com

PRODUCTION DIRECTOR
Dave Thompson..... dthompson@bcbr.com

WEB DIRECTOR
Dennis Mohr..... dmohr@bcbr.com

WEB DESIGNER
Denise Schwartz..... dschwartz@bcbr.com

SALES DIRECTOR
Kevin Loewen..... kloewen@bcbr.com

MARKETING MANAGER
De Dahlgren..... ddahlgren@bcbr.com

ACCOUNT EXECUTIVES
Storm Hostetter..... shostetter@bcbr.com
Dave Thomas..... dthomas@bcbr.com
Lauren O'Brien..... lobrien@bcbr.com

CIRCULATION MANAGER
Janet Hatfield..... jhatfield@bcbr.com

OFFICE MANAGER
Tiffanie Moore..... frontdesk@ncbr.com

CARTOONIST
Ron Ruelle

CONTRIBUTING PHOTOGRAPHERS
Jonathan Castner, Michael Myers

CONTRIBUTING WRITER
Heather McWilliams

BCBRDAILY from 2A

to become its own company again. Spectralink was moved to Westminster, where Polycorn had an office. The address is 1765 W. 121st Ave.

Now it is looking for a large space in Boulder from where about 100 of its 225 employees will be based, marketing director Michelle Chessler said. The company is in the process of finding a space and negotiating a lease, and its goal is to open in Boulder in April. *Posted Feb. 21.*

KeHE to open Boulder office

BOULDER — KeHE Distributors LLC plans to open an office in Boulder this spring that will focus on sales and marketing for its Tree of Life natural and organic products division.

The Romeoville, Illinois-based company will employ eight to 10 people and increase that to as many as 16 in Boulder in the future, said Rickard Werner, vice president for natural sales for KeHE's Tree of Life division.

The new office will house sales, account management, category management and event and publication resources, according to a press statement. Tree of Life has been a natural products division of KeHE Distributors since 2010.

KeHE sells natural and organic products, specialty and gourmet products, international products and others to more than 35,000 retail outlets in North America. *Posted Feb. 20.*

Longmont gets taste of Marin

LONGMONT - Paul Roberts wanted to bring Longmont diners a California restaurant concept he loved. So it's altogether fitting that he opened Joe's on Valentine's Day. Joe's Longmont LLC — doing business simply as Joe's — opened Feb. 14 at 526 Main St., the space previously occupied by 7 West Pizzeria.

Joe's has a theme that Roberts, 52, knew from Marin County, the scenic peninsula just across the Golden Gate Bridge from San Francisco. Roberts had opened a pair of restaurants there before moving to Colorado and launching the eclectic Two Dog Diner in Longmont's Prospect New Town neighborhood in June 2007.

Joe's, he said, is patterned after Marin Joe's in Corte Madera, California. The restaurant specialized in Italian dishes and some mainstream American favorites, and became known for very large portions. *Posted Feb. 19.*

Locals fight med-device tax

BOULDER — People at local medical-device manufacturers have signed a national petition to repeal a 2.3 percent excise tax on medical devices that went into effect Jan. 1.

Nearly 130 Colorado signers — including people at Covidien plc's (NYSE: COV) offices in Boulder and Sound Surgical Technologies LLC in Louisville — have put their names on the "No 2.3 percent. Kill the med device tax!" petition at www.no2point3.com.

The medical-device tax is expected

to raise nearly \$30 billion in the next decade to fund federal health-care reform. It went into effect as part of the Affordable Care Act, the reform legislation signed into law in 2010.

Proponents have argued that the medical-device industry stands to gain from new sales as health-care coverage expands during the 10-year time frame. Opponents say the tax will strain the capital-intensive medical-device industry.

Also signing the national petition so far were workers at Tensentric Inc., an industrial design and product development company in Boulder; Speed to Market Inc., a company in Nederland involved in production of a ventilator device; and Siva Thera-

peutics Inc., a company making a new cancer-related device. Medical-tech firm C.R. Bard Inc., a Murray Hill, New Jersey, company that bought Medivance Inc. in Louisville for \$250 million in 2011, also is on the list. *Posted Feb. 14.*

Rally buys Finnish firm

BOULDER — Rally Software Development Corp. has purchased a Finnish company that makes social collaboration tools for software development teams.

Boulder-based Rally declined to disclose the purchase price for Flowdock. It will integrate Flowdock's collaboration and communications tools, such as group chat and a messaging

system, into its Agile ALM platform, the company said in a release. Users also will have easier access to up-to-date customer feedback.

The tools are supposed to make it easier for developers to work together, Rally's vice president of products Todd Olson said in a video from Rally explaining the deal.

Flowdock's headquarters in Helsinki, Finland, will become Rally's first international research and development center. The company has offices in the United States, United Kingdom, the Netherlands and Australia.

Flowdock has nine employees and Rally's current headcount is 379, according to the company. *Posted Feb. 13.*

1000s of business leads with an added "Touch"

A subscription to the DataStore will do more than get you in the know about the Boulder Valley. When you subscribe to the BCBR DataStore you'll also receive:

1-year Premium Data Subscription	\$395	Receive an iPod Nano 16GB
2-year Premium Data Subscription	\$695	Receive a 4th Gen, 32GB iPod Touch
3-year Premium Data Subscription	\$995	Receive a 16GB iPad mini

1000s of business leads, unlimited access, live database refreshes every few weeks with updated and additional leads.

Business Report Lists and Directories in a downloadable, digital format

This subscription offers access to our entire online DataStore of constantly updated lists, directories, articles and more. Pertinent information is provided in Excel and PDF formats, which are excellent for creating sales leads, generating mailing lists or importing data into your company's customer-relationship-management program.

DataStore is the perfect tool for growing a successful business.






Neither Boulder County Business Report (BCBR) nor BizWest Media LLC are directly affiliated with Apple Inc. The Apple trademark, logo, and products found on this site are the property of Apple Inc. and BCBR does, in no way, claim to represent or own any of the Apple trademarks or rights. Apple Inc. does not own, endorse, or promote BCBR, NCBR, WBR, BizWest Media LLC or any of their products or Web sites. Offer expires March 31, 2013. Offer valid for Premium Data Subscriptions only.

DataStore

BOULDER COUNTY
BUSINESS
REPORT

BCBR.com/DataStore

303.440.4950

The authority on construction in the Boulder Valley.

www.BCBBR.com

2013 Blueprints Directory

with the **GREEN BUILDING GUIDE**

Building & Renovating

Boulder County Business Report readers...

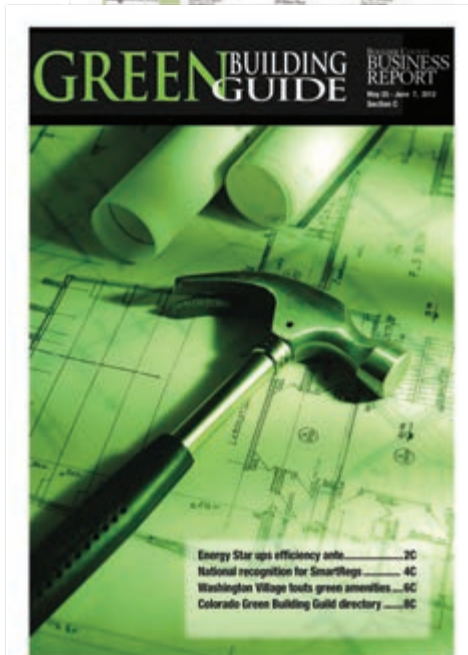
- 91.5% Own a home.
- In the next 18 months, 33% of readers plan to renovate all or part of their home and 6.6% are planning an addition.
- 12.3% Plan to renovate their current business facility, 6.6% plan to expand their facility and 3.8% are planning to build in a new location.

**Publishes March 15, 2013
Call Today to Reserve your Spot**

Contact Kevin Loewen for additional information:
303-630-1945 or kloewen@bcbr.com



KGA maneuvers through industry reset
Architectural style of homes being set by boomers, Gen Y



Energy Star ups efficiency ante.....2C
National recognition for SmartSteps.....4C
Washington Village touts green amenities.....5C
Colorado Green Building Guild directory.....8C

BOULDER COUNTY
**BUSINESS
REPORT**