

# BOULDER COUNTY <sup>\$1</sup> BUSINESS REPORT

BIZWEST  
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**DISTINCTIVE HOMES**  
'Pocket listings' play  
key role in tight market  
**SECTION C**



**REAL ESTATE**  
Tight rental market  
spurs varied projects  
**17A**

Volume 32 | Issue 12 | May 24 - June 6, 2013

## Local firm sells sun power for cars

BY BETH POTTER  
bpotter@bcbr.com

BOULDER — Consumers who buy the electricity-powered Nissan Leaf or Ford Focus also can buy a \$10,000 solar-panel system to juice it up from Namaste Solar Electric Inc. in Boulder.

Namaste is a local dealer of

### *Solar, e-vehicle firms have cross-marketing opportunity*

SunPower solar panels. San Jose, California,-based SunPower Corp. (Nasdaq: SPWR) sells a 2.5 kilowatt SunPower solar system for the

“discounted” price of \$10,000 in its “Drive Green for Life” program, not including other rebates and incentives, according to the SunPower

website.

Anecdotally, there’s been interest from Boulder customers in the national program, said Dan Yechout, sales director at Namaste.

Because the new program is “just getting off the ground,” said Jason Mortimer, a SunPower representative, no statistics have been com-

► See **Sun, 31A**

## Boulder recruiting group to steer utility

*City wants to give customers a voice*

BY BETH POTTER  
bpotter@bcbr.com

BOULDER – It’s time for business leaders to have a say about what a new city-owned, city-run electric company could look like.

Boulder city officials are creating a “governance group,” which is expected to include three people who own companies in Boulder but don’t live there, according to Sarah Huntley, a city spokeswoman.

Boulder residents – possibly ones who didn’t get to vote on the November 2011 ballot questions about whether or not to create a city-owned, city-run utility – also may be asked to join the group, Huntley said. The group may have nine members altogether, she said.

No deadline had been set by the

► See **Utility, 16A**

### Snack maker pops into Mercury 100

*Special section shines spotlight on area’s fastest-growing companies*



JONATHAN CASTNER

Rob and Renee Israel opened Doc Popcorn International Inc. 10 years ago, first as a store that sold naturally-flavored popcorn and later began offering franchises of the concept store. The Boulder-based firm has increased revenue 602 percent from 2010 to 2012. To learn more about Doc Popcorn and the other 99 fastest-growing private companies in the area and how they are ranked, see Mercury 100, Section B.

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# Louisville-based Fresca expands in Aurora

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

## BY BUSINESS REPORT STAFF

news@bcbr.com

LOUISVILLE — Contract food manufacturer Fresca Foods Inc. recently opened a 120,000-square-foot warehouse space it is leasing near Pena Boulevard and Interstate 70 in Aurora to help with client company growth.

Louisville-based Fresca Foods is not publicizing the warehouse's street address for food-safety reasons, and there's no company sign there, said Liz Myslik, executive vice president for marketing and sales, and an owner of the company.

But Fresca workers are excited to work on new product lines for three Colorado companies — a big part of the general growth that led to the new warehouse, Myslik said.

Fresca's existing client companies in Louisville, including 34 Degrees, the Denver-based cracker company, also are growing, leading to the need for more warehousing space and workers,

Myslik said. While the new warehouse almost doubled Fresca Foods' footprint, natural food industry interest is so strong that the company also plans to grow in Boulder County in the next two years, Myslik said. Fresca now employs about 250 people in all, including 20 at the new warehouse.

Privately held company Fresca has grown more than 45 percent in each of the past nine years. Its headquarters is a 135,000-square-foot building at 195 CTC Blvd. in the Colorado Technology Center business park in Louisville.

Posted May 15.

## BCBR DAILY

### Walk and bike draws support

BOULDER — Nearly \$30,000 has been raised to cover the cost of more than 50 events taking place during Boulder's Walk and Bike Month in June.

In addition, sponsors are offering in-kind contributions such as advertising, gear and services to support the monthlong celebration of Boulder's bicycle and pedestrian lifestyle.

Sponsor funding pays for event permits, insurance, promotion and coordination of the Walk & Bike Month events scheduled throughout the month.

Community Cycles, a nonprofit that educates and advocates for biking as alternative transportation, will organize a majority of this year's events.

Walk & Bike Month 2013 includes a diverse list of events and activities for kids, seniors and families. A complete list of events and registration for Bike to Work Day is online at [www.walkandbikemonth.org](http://www.walkandbikemonth.org).

Walk & Bike Month, presented by GO Boulder, is one of the oldest, largest and most participated-in events of its kind in the nation. It began as a one-day event in 1977 and has grown to a monthlong celebration now in its 37th year. Organizers expect more than 5,000 to turn out for Bike to Work Day on June 26.

Posted May 8.

### Health exchange on web

DENVER — The Colorado health insurance exchange has a new name and website: Connect for Health Colorado and [www.connectforhealthco.org](http://www.connectforhealthco.org).

The website is designed to help people understand how the new exchange will work and how it affects different populations.

The exchange is expected to launch Oct. 1 when Coloradans can begin using the exchange to shop for health insurance; the insurance will take effect Jan. 1.

Individuals and small businesses

(those with 50 or fewer employees) will be able to purchase private health insurance in either the individual market exchange or the Small Business Health Option Program, or SHOP, exchange.

The SHOP exchange will offer a variety of plans for small-business employees. The federal exchange that some states will use will not offer that option in its first year of operation.

The exchange is part of the Affordable Care Act. Colorado's exchange was created under Senate Bill 11-200, which was passed in 2011.

Posted May 10.

### Main St. Power raising cash

BOULDER — Main Street Power Co. Inc. is in the midst of trying to raise \$5 million by issuing equity securities, according to a document filed with the Securities and Exchange Commission.

Boulder-based Main Street Power has raised \$500,000 of the amount so far and will continue the effort through August. Minimum investment accepted from an outside investor is \$50,000, said T. Amory Host, Main Street Power's president and chief executive.

Host said the company is targeting \$3 million in the round but filed for up to \$5 million.

► See **BCBRdaily**, 29A

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# Longmont gears up for broadband project

BY BETH POTTER  
bpotter@bcbr.com

LONGMONT — An estimated \$41.1 million broadband network in Longmont is “going for the full build,” according to a project spokesman.

Longmont City Council members considered a feasibility study of the broadband network project and directed city staffers to move forward during a study session May 14.

As a result, workers may be digging trenches to hook up businesses and residences to an existing 17-mile,

fiber-optic broadband network in Longmont before the year is out, said Vince Jordan, Longmont Power and Communications broadband services manager.

“We’re going for the full build. It’s exciting,” Jordan said. “This really will set Longmont apart.”

First, city council members must give formal approval to a financing plan for the project, which is expected to be some form of city-backed bonds, according to the feasibility study done by consultant Uptown Services Inc., which has an office in

Boulder. If the project were to be built using existing funds, it would take an estimated 50 years to get every business and home hooked up that wanted service, Jordan said.

In the meantime, the Longmont Area Economic Council, the Longmont Area Chamber of Commerce and Pumphouse Brewery are most recent sign-ups for the broadband service. About 50 companies are in the queue to get hooked up to the network, Jordan said. An estimated 1,300 companies are within 500 feet of the broadband network infrastruc-

ture.

The broadband project seems to be worth the “calculated risk,” said Gabe Santos, Longmont’s mayor pro tem.

“Nothing ventured, nothing gained. It’s been sitting in the ground for 16 years and only the city and the county ... and the hospital can use it,” Santos said. “We have companies beating on the door to buy in.”

Voters approved the city’s right to offer service from the high-speed network in 2011, after a state law went into effect in 2005 that banned it. Long-

► See **Broadband, 9A**

# RoundPegg

*Software helps companies fit their hires to their culture*

BY ELIZABETH GOLD  
news@bcbr.com

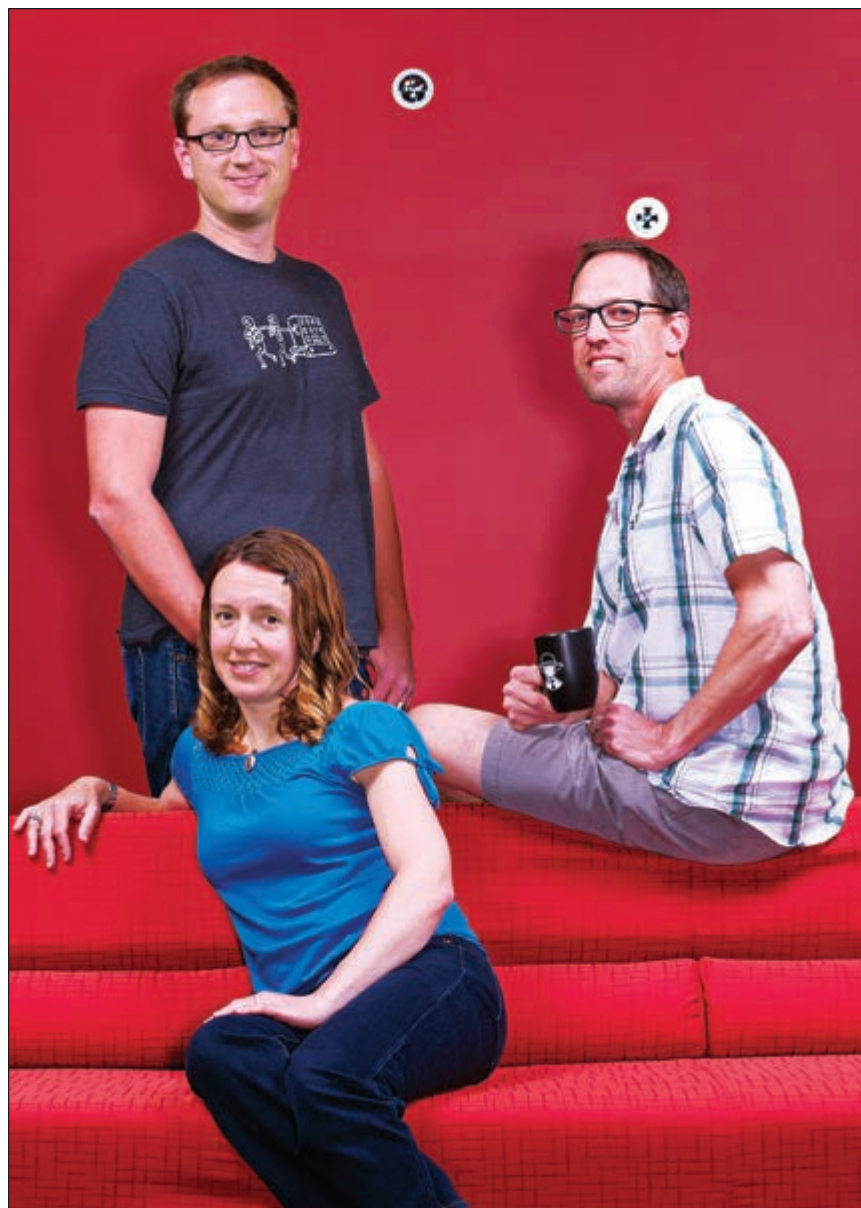
BOULDER — Brent Daily caught himself exhaling a sigh of relief when a yellow light slowed down his drive to work. “I was relieved that there was going to be two minutes more that I didn’t have to spend in the office,” he said.

The light-bulb moment drove him to quit his job and dive into research about how a company’s culture affects its bottom line.

Along the way he met Tim Wolters, who was following a similar interest and had a background in

“The guide says what questions to ask to see if hiring would be a risk, and the software give ideas for both parties to bridge the gap.”

**Brent Daily**  
CO-FOUNDER,  
ROUNDPEGG INC.



JONATHAN CASTNER

Brent Daily, standing, founded RoundPegg Inc. in 2009 along with chief executive Tim Wolters and chief psychologist Natalie Baumgartner. Its software platform helps companies define and measure its corporate culture and verify that employees fit in.

engage employees in alignment with their desired culture. The objectives are met by starting with a five-minute survey that reveals conflicted values, subcultures and core values.

RoundPegg’s software then leads recruiters and managers through steps that align employees with company cultural values.

By measuring, managing and monitoring a company’s culture,

RoundPegg gives an edge to better hiring, employee development and employee engagement.

One of the carrots for using RoundPegg is the statistic that says strong, well-aligned cultures are six times more successful than their competitors.

RoundPegg starts with having employees take a survey that brings their work values to the surface. How

► See **RoundPegg, 27A**

# Electric-car fans drive for record

Even if it’s not in the “Guinness Book of World Records,” a recent electric vehicle test-drive event at **Level 3 Communications Inc.** in Broomfield certainly counts as a record nonetheless.

Some 200 people drove Chevy Volts, Nissan Leafs, an electric pickup truck from VIA Motors and BYD E-6, a hybrid sports utility vehicle, at the event.

Folks from the **Drive SunShine Institute** signed in each and every drive, recorded the cars’ mileage and snapped photos, said **Ken Beitel**, advisory board chairman at the Boulder-based educational institute.

Originally, Drive SunShine paid Guinness \$700 to get a world record title, Beitel said.

## BCBR EYE

When questions arose about how to create a new category about test drives, Drive SunShine decided to get its money back and move forward on its own, Beitel said.

Drive SunShine created its own “test-drive” definition and documented the procedure, Beitel said. Former Gov. Bill Ritter spoke at the event, which was held at the Level 3 at 1025 Eldorado Drive in the Interlocken business park.

Of Level 3’s 2,800-or-so employees, four have electric vehicles, Beitel said. Boulder Nissan offered folks at the event monthly lease rates of \$150, suggesting that more local drivers may soon be behind the wheels of Nissan Leafs in the future, though, Beitel said.

Drive SunShine funding comes from individual donations, from foundations and from corporate sponsorships. To find out more about the event, go to: [drivesunshine.org](http://drivesunshine.org).

data analytics. Then, they met Natalie Baumgartner, who was consulting with top executives about how to align people with culture.

“Boulder is a cauldron of entrepreneurship. It’s a rich ecosystem for startups,” Wolters said. “We got extremely lucky to meet each other.”

In May 2009, the trio launched RoundPegg Inc., a company that helps organizations hire, develop and

# Longmont

POWER & COMMUNICATIONS



## At Work

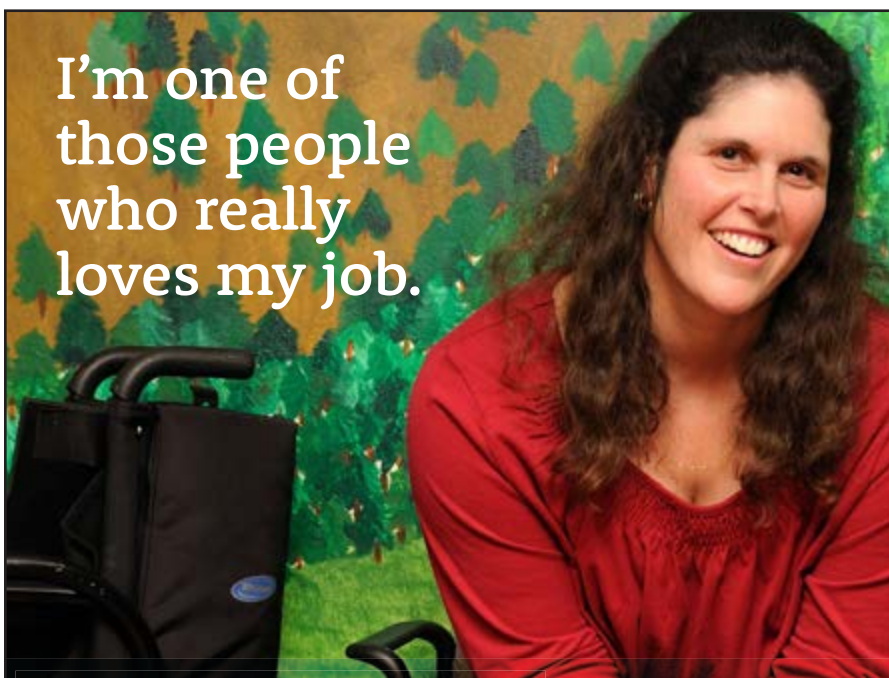
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# Subsidies' fate dampens renewable energy's surge

BY DOUG STORUM  
dstorum@bcbr.com

BOULDER — The cost of implementing solar and wind power has been coming down, making renewable energy more competitive with traditional coal and natural gas. However, with the clock ticking on subsidies, the industry is at a point where it must face the prospect of moving forward on its own.

Tax credits for the wind industry are in place through the end of this year, and a large government tax-incentive program for solar projects is set to expire in 2016.

"Subsidies are in the cross hairs of legislators," said Quayle Hodek, chief executive of Boulder-based Renewable Choice Energy, which provides renewable energy credits/certificates. "How they (subsidies) will be phased



out will play a big role. Phase-out needs to be done in an orderly reduction. We are competing directly with fossil fuels. It would be good to do away with those, too," referring to tax breaks oil companies receive.

The topic of how fast renewables are being adopted and the fate of government-funded tax credits, incentives and rebates for renewable energy dominated the discussion Tuesday at the Boulder County Business Report's Clean-Tech CEO Roundtable at the office of EKS&H in Boulder.

"Subsidies are intended to stimulate industry, and that's what they've done for the solar industry," said Thomas Sweeney III, chief operating officer for Boulder-based Clean Energy Collective, which builds com-

munity-owned solar gardens. "But the industry still relies on subsidies to move people and businesses toward adoption."

Hodek believes the industry will be able to sustain itself in the long term because of the groundwork laid with the help of incentives, but added that companies in the industry must do a better job of educating the public on the advances that have been made.

"Solar equipment has improved as the cost has come down," said Bob Schaefer, CEO of Boulder-based Also Energy LLC, which provides energy-monitoring systems for renewable energy manufacturers, producers and developers interested in commercial wind and solar. Schaefer said there are places in the world where solar is less expensive, pointing out that 10 percent of the world's solar market is in the United States. "China, Germany and Italy are leading the way," he said.

Amory Host, CEO of Main Street Power Co. in Boulder, said the 1603 Treasury Program, which provides solar project developers the ability to more easily monetize existing tax incentives, has been a big help — but it is set to expire in 2016.

"It did what it was supposed to do — initialize a new industry," he said.

Declining solar costs have helped his company as well. "Over the last four years, there has been about an 80 percent drop in panel pricing, helping lower the cost of installations," he said.

Main Street Power aggregates engineering, financing, procurement, construction and management to develop solar-energy projects. It owns and operates 1,000 solar sites across North America that, combined, generate 40 megawatts of power.

➤ See **Surge, 5A**

## PARTICIPANTS

Jeff Bisberg, chief executive, Albeo Technologies/GE Lighting; Quayle Hodek, CEO, Renewable Choice Energy; Amory Host, president/CEO, Main Street Power Co. Inc.; Robert Schaefer, CEO, Also Energy LLC; Thomas Sweeney III, chief operating officer, Clean Energy Collective. Moderator: Christopher Wood, publisher, Boulder County Business Report. Hosts: Jared Crain, Maki Iatridis and Ben Wilson, Berg Hill Greenleaf & Russcitti LLP; and Brent Hendricks, EKS&H PC.

# BOULDER COUNTY BUSINESS REPORT

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**SURGE** from 4A

But the industry still is facing obstacles in soft costs such as financing and obtaining permits when acquiring land for building installations, Sweeney said. "They (permits) are intended to protect the public good, such as open lands, aesthetics and impact on residents," but they drive the cost up in terms of time and human capital. "We've had to go before 17 different agencies on one project to receive a permit," he said.

One of the keys of success is how companies go about deploying their products and services, said Jeff Bisberg, founder of Albeo Technologies Inc. in Boulder, a manufacturer of LED lighting products that recently was acquired by GE Lighting.

"LED is on a similar trend as solar," he said. "It is on a growth curve. ... It's tech-driven and working toward being cost-effective."

A troubling sign, he said, is the decline in venture capital funding for clean-tech startups. "That's where the next generation of technology is going to come from."

The recent drilling boom for natural gas using hydraulic fracturing techniques is dropping the price of natural gas and is affecting the renewable energy industry.

"With natural gas prices down, utilities go and build more natural gas plants," said Hodek. "Electric prices go down. But that's a short term phe-



DOUG STORUM

Amory Host, left, chief executive of Main Street Power Co. in Boulder, said the 1603 Treasury Program, which provides solar project developers the ability to more easily monetize existing tax incentives, has been a big help to the solar industry, but it is set to expire in 2016. At right is Jeff Bisberg, CEO of Albeo Technologies/GE Lighting in Boulder.



DOUG STORUM

Thomas Sweeney III, chief operating officer of Clean Energy Collective, which builds and operates community-owned solar gardens, said tax subsidies have stimulated the solar industry, "but the industry still relies on subsidies to move people and businesses toward adoption."

nomenon. It makes a difference for us, it makes planning harder."

Participants agreed that what seems to be getting lost in the debate of renewables or fossil fuels is the environmental factor. They said all businesses are concerned with the bottom line, but less is being said about the positive impacts renew-

ables can have on the atmosphere and human lives.

Bisberg pointed out that carbon dioxide levels recorded earlier this month surpassed 400 million parts per million, considered a "tipping point" by some in the scientific community pertaining to climate change and the level of the sea.

Hodek said, "The challenge is to be environmentally responsible, but do it in a way to keep our businesses running."

Accounting firm EKS&H PC and law firm Berg Hill Greenleaf & Ruscitti LLP co-sponsor the monthly roundtables.

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# Business taking off for Mountain Aviation

*Broomfield company sees 12 percent growth in air-charter orders*

BY HEATHER McWILLIAMS  
news@bcbr.com

BROOMFIELD — As the local economy continues to take flight, the area's private aviation industry does likewise, with one Front Range company's charter service soaring.

Mountain Aviation Inc. logged 5,500 flight hours last year during 1,300 different flights. Its charter business increased by nearly 12 percent, said Rich Bjelkevig, the company's founder and president.

## AVIATION

"Our core business is operating an aircraft on behalf of an owner or chartering flights," said Julian Tonsmeire, a member of the business development team at Mountain Aviation, which delivers private aircraft services to travelers across the region.

The company operates 20 jet aircraft, each privately owned by individuals or businesses, he said. They perform all necessary maintenance and upkeep on the aircraft for safe



JONATHAN CASTNER

Rich Bjelkevig is founder and president of Broomfield-based Mountain Aviation Inc. The company operates 20 jet aircraft, each privately owned by individuals or businesses. Mountain Aviation performs all necessary maintenance and upkeep on the aircraft for safe flight, and when an owner isn't using a jet, Mountain Aviation is certified to charter it to the general public.

flight, and when an owner isn't using a jet, Mountain Aviation is certified to charter it to the general public.

"Between those two, that's 80 to 90 percent of what we do," Tonsmeire said. It's a business model Bjelkevig pioneered in the area when he started the com-

pany 20 years ago with a partner and a couple of planes at what is now Rocky Mountain Metropolitan Airport.

"Since then we've slowly expanded through long-term business alliances with what I call good-citizen businesses and people," he said. In

addition to aircraft management and charters among a diversified field of businesses, Mountain Aviation helps clients buy or sell airplanes.

Headquartered in Broomfield, the company also has bases in Vail, Aspen

► See **Aviation, 23A**

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# Don't sell prospects short because of price

When buying, how often is the price the ultimate element for the decision?

A friend of mine recently bought a home in Boulder, and with a real estate resurgence, the price wasn't cheap. But, if you want to live in Boulder, you're probably going to pay a little more.

Many salespeople and prospects believe price is the ultimate factor in the decision-making process. However, the salesperson who buys into this becomes a barrier to their success while the prospect may simply be using price as a negotiating ploy.

According to a study from The Harvard Business Review, "39 percent of business-to-business buyers select a vendor according to the skills of the salesperson rather than price, quality or service features."

How does that stat affect those who believe they can only sell on price?

When most people buy, they have standards and limitations for the purchase. Some people might set higher level budgets for some purchases and be more bargain-oriented for others. For example, they may want the top-end product for their shoes but not so much for their pajamas.

For the sales professional it's important that they understand where the money concept is for each

purchase. Qualifying a prospect has three buckets, the second being the budget they have and are willing to spend. That must be investigated prior to telling people about your product or service, your features and benefits, or your price.

The budget step of the selling



**SALES SMARTS**

Bob Bolak

process has to be linked to the specific needs of the prospect after all; we aren't there to sell but to help prospects make the best buying decision and discover what fits the real reasons they are buying

in the first place. It's the relationship difference between being a vendor where price is the only factor and being seen as an adviser where there is a fit with what's been qualified.

Sometimes salespeople can be their own worst enemy when the price objection comes up. They don't want to lose the business, and they haven't created value that overcomes the prospect's need to negotiate. The key is to prevent the money objection rather than trying to handle the objection. Do your salespeople effectively do this?

**SOMETIMES SALESPEOPLE CAN BE**

**their own worst enemy when the price objection comes up. They don't want to lose the business, and they haven't created value that overcomes the prospect's need to negotiate.**

Are your salespeople comfortable openly talking about money and budgets in the sales process, early in the process? Many salespeople will tell you that they don't want to look like a vulture in the selling interaction, so they will save any talk about budget for the end of the sales interview. Still others won't bring it up at all, opting for "surprising" the prospect at the end of the presentation or proposal with "sticker shock."

Another barrier that cripples many companies margins are when the salesperson doesn't believe the product or service is worth what the company is asking for it. This is also a "money-concept" issue.

For example, let's say that Steven sells vacation homes for a high-end custom-home builder in the \$1 million to \$2 million range. However, Steven has never owned a home that costs more than \$350,000, let alone a vacation home. When the buyer brings up price questions or even asks questions that border on value questions, how will Steven react? All too

often, salespeople let their own personal "money concept" issues get in between them and making the sale.

The difficult part is that the salesperson's money-concept limitations are operating in their subconscious – they're not even aware that they have them. No amount of role-playing or training techniques on handling price objections will fix this salesperson's problem. That requires an entirely different approach.

In the real world there will always be price buyers. Is your goal to be the volume low-price leader? Do you want that business? Sometimes prospects may not be qualified and don't fit as your ideal client. All buyers will buy if they see the value and are comfortable with the investment. It's the salesperson's job to help the buyer come to that self-discovery without letting their own preconceptions get in the way.

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

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**Erin Dobbs, BSN**  
 Longmont United Hospital

# Myth-information plagues health-care reform

BY MOLLY ARMBRISTER  
marmbrister@ncbr.com

As the Jan. 1 launch date for the federal Patient Protection and Affordable Care Act approaches, the historic health-care overhaul still is bedeviled by a range of misconceptions.

Among the many false ideas out there, according to Dr. Christy Reimer, an internist and president of the Larimer County Medical Society, is that health care for older Americans will be rationed. That idea is completely untrue, Reimer said, but still is common among her patients.

Other common misconceptions:  
**Myth:** Everyone will be required to get insurance – no exceptions.

**Fact:** While most Americans will be required to get insurance – either through their employers, by purchasing an individual plan, through the health insurance exchange or through government programs such as Medicare and Medicaid – not everyone will be required to buy insurance. People who are exempt include those whose incomes are so low that they are not required to pay taxes, people with legitimate religious reasons for not believing in insurance, and members

of Native American tribes, according to the Georgetown University Health Policy Institute. Three-month gaps in coverage also are allowed.

Other exemptions include people who cannot afford coverage. The law says that health-care premiums cannot cost more than 8 percent of a family's income to be considered "affordable." There is also a "general hardship" exemption that applies to unusual circumstances such as natural disasters.

**Myth:** All businesses will be required to provide health insurance to their employees.

**Fact:** Many businesses will have to

## HEALTH-CARE RESOURCES

Kaiser Family Foundation: [www.kff.org](http://www.kff.org)  
Colorado Association of Health Plans: [www.coloradohealthplans.org](http://www.coloradohealthplans.org)  
America's Health Insurance Plans: [www.ahip.org](http://www.ahip.org)  
Connect for Health Colorado (formerly Colorado Health Benefits Exchange): [www.connectforhealthco.com](http://www.connectforhealthco.com)

decide whether to cover employees or face fines. The law says businesses with more than 50 full-time employees that do not offer coverage and who employ at least one person who receives federal subsidies from the health-care exchange must pay a penalty, according to the National Federation of Independent Business. The penalty is \$2,000 per employee, after the first 30 employees, which in some cases could prove to be a more affordable option for businesses than providing health insurance.

Businesses with fewer than 50 full-time or full-time equivalent employees are exempt from the mandate, and each 120 hours worked at a business per month counts as one full-time employee. This means that part-time employees' hours are combined to count toward the employee threshold.

**Myth:** If you're already insured through your employer, nothing will change.

**Fact:** For those already covered through an employer, the Affordable Care Act is undoubtedly less confusing and scary than for those who are not, but there are some changes that will impact even those who already are covered.

The law prevents insurers from placing annual or lifetime limits on medical care and requires that insurers provide preventive health care without co-pays. Some changes stemming from the law already have taken place. For example, dependent children under age 26 can be covered on a parent's plan.

The law also imposes the medical loss ratio rule, often called the "80/20" rule, on insurers. The rule is designed to force insurers to spend no more than 20 percent of their revenue on administrative costs, reserving the lion's share, or 80 percent, on health care or improving health care, according to Georgetown's Health Policy Institute.

For companies that sell large-group policies, the percentage must be at least 85 percent.

**Myth:** The Affordable Care Act will make insurance more expensive.

**Fact:** While the legislation will make insurance more costly for some, rates will not go up across the board. It is still unclear exactly what rates will do in 2014, but preliminary estimates suggest that rates will decrease for some people age 40 and older while increasing slightly for younger populations, according to The Commonwealth Fund.

However, increased competition from plans offered on the health-insurance exchange could bring costs down. Consumers will have more options, which can lead to lower-priced products.

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# Eminent-domain case may go to judge soon

*Longmont wants title to Dillard's mall store*

BY BETH POTTER

bpotter@bcbr.com

LONGMONT — A plan for city officials in Longmont to take title of a Dillard's department store for a court-set price and demolish it could be heard by a district court judge on Thursday, June 6, now that a legal process has started.

Elected city council members, acting as the Longmont Urban Renewal Authority, filed eminent-domain documents in Boulder County District Court against Dillard's Properties LLC and DSS Uniter Inc., another property owner, on Friday, May 17. In one of the documents, the urban renewal authority asked the court to set a hearing not less than 20 days later to decide when it could take title to the property.

That document also asks that a judge decide that the city be granted title to the property "as soon as possible." A district court spokesperson was not immediately available to comment on when the documents might be heard.

Eminent domain is the term used to describe a government's legal right to take private property for public use after compensating a property owner. The urban renewal authority previously offered Dillard's \$3.6 million for the store and the land.

Dillard's spokeswoman Julie Bull on Monday, May 20, said the company had no comment about the eminent-domain legal action. The eminent-domain proceedings come after more than a year of negotiations about the building and land between NewMark Merrill Mountain States, which plans an \$80 million redevelopment of the current Twin Peaks Mall, and Dillard's representatives. The development has been renamed Village at the Peaks and is slated to open for the holiday season in 2014.

## EMINENT DOMAIN

is the term used to describe a government's legal right to take private property for public use after compensating a property owner.

Dillard's holds legal veto power over any redevelopment of the property. Longmont's special counsel in the matter, Robert Duncan, was not immediately available for comment about the eminent-domain action and its timing.

The 94,000-square-foot building and land were valued at \$3.03 million in a city appraisal conducted in November. A Boulder County Assessor's Office appraisal assessed the property at \$2.935 million for a two-year period ending in June 2012.

The court also must set a price for the building and land, according to the documents. No time frame is laid out in the documents for the compensation amount. A Dillard's representative has said in the past that the company is seeking \$5 million for the property, according to Brad Power, Longmont's economic development director.

A 100,000-square-foot Sam's Club discount store and a 30,000-square-foot Whole Foods Market (Nasdaq: WFM) grocery store have signed on to anchor the new shopping center, along with a Regal Entertainment Group 12-screen, 2,500-seat movie theater.

NewMark Merrill paid \$8.5 million for the existing 550,000-square-foot mall in February 2012. It is slated for demolition this fall.

## BROADBAND from 3A

mont has had the network since 1997. Uptown Services was hired to create a business plan for the network. The business plan calls for a three-year time frame to build the network and includes different cost scenarios.

Even though it's often expensive to run fiber-optic cable to buildings that don't have it, the local economy is expected to benefit widely from companies having access to less expensive, faster broadband service, Jordan has said.

Because of Longmont Power and Communications' current limited budget, Jordan has a simple business hook-up strategy for companies that are close to the network. If a business will pay more in monthly fees in two-

and-a-half years for the service than it costs to hook them up, the cost is free upfront. If it costs more to hook up a business than it's estimated they'll pay in that time period, the company pays the estimated difference, Jordan has said.

Internet service rates are expected to range from \$39.95 for a residential customer per month for small download and upload speeds to up to \$499.95 per month for up to 250-megabyte download and upload data speeds, according to the Uptown report. A goal of the new service may be to offer rates that are 20 percent cheaper than those of other Internet providers, according to the report.



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## Weight loss equals money, wellness at LUH program

**P**hlebomist Deb Romero has lost 49 pounds since she started working on a diet and exercise program through the Longmont United Hospital employee wellness program.

Since she has just seven to 12 more pounds to go to reach her goal weight, Romero said, she chats with a wellness coach on the phone once a week to keep her on track to do regular workouts and eat more vegetables.

The coach suggests common-sense tips: step on a scale once a week instead of every day to avoid getting discouraged, and eat just one serving of something you love at mealtime, with the idea that you can always have another helping a couple of hours later if you're still hungry. The tips keep Romero motivated.

"Initially, I needed that push. I wanted to say that I did what I said I would do," Romero said. "Accountability is the biggest thing for me."

So, for example, Romero got a reminder on her phone recently to cut restaurant portions in half and take half to eat at home later — just as she was headed out to a nice dinner at The Cheesecake Factory. It worked, she said.

Employees who enroll in the program get cold, hard cash when they meet their goals: a \$1,000 premium discount annually on their medical insurance.

The hospital recently received the Healthyroads Fit Company Gold Award from American Specialty Health Inc. in San Diego. About 77 percent of employees participate in the free wellness program.

Employees who participate get all of their blood work done once per year, personal health assessments, weight loss and fitness challenges, and stress-reduction and stop-smoking classes, among others.

If you're an employer, know that if you start a wellness program for your employees, you'll save an average of \$887 per employee per year in health-care costs, according to a recent study conducted by Truven Health Analytics in Ann Arbor, Michigan, and Emory University in Atlanta, and supported by American Specialty Health Inc.

Just in case you're curious, the Top 10 risk factors that predict higher employee health costs, according to American Specialty Health, include: obesity, physical inactivity, depression, tobacco use, high blood glucose, high blood pressure, high stress, high total cholesterol, high alcohol use and poor nutrition.



**MEDICAL FILE**

Beth Potter

### Concierge service grows

A doctor in Louisville who practices concierge medicine continues to do well as a deadline approaches for the national Affordable Care Act.

Folks above a set income level who don't have health insurance will be required to buy it or face penalties under the Affordable Care Act, which was approved by Congress in 2010. They'll be able to buy health insurance from a state health exchange that is scheduled to start working on Oct. 1. They'll receive monthly subsidies from the government as incentives in the first few years of the program.

Dr. Eric Mondrow has created a practice intended to insulate patients from some of the external pressures that come from insurance requirements, although most of his patients at Flatiron Premier Medicine have insurance, he said. "Concierge" medicine is a term most commonly used to describe a practice where doctors have more time for their patients.

Insurance might not be the overriding factor driving growth in his practice as much as patients feeling like they want to practice preventive health, Mondrow said. He compares concierge medicine fees to cable TV costs.

Mondrow said he sees about seven patients per day, whereas a typical primary-care doctor might see at least 20 patients per day.

"It's really within reach for most people who find it to be a priority," Mondrow said of the style of medicine he practices.

Mondrow said he also has a number of patients that he sees for free who wouldn't be able to afford the fees. The practice has seen steady growth since 2009 when it opened, he said.

While he's not sure how the Affordable Care Act might affect his business, Mondrow is relaxed about any possible changes.

"I transitioned to this in 2009 when things were at their worst," Mondrow said.

### Attack plaque with heart scan

Boulder Community Hospital offers a heart scan that measures the level of plaque in your arteries.

Measuring plaque is a good predictor of future heart problems; you might be able to prevent your own future heart attack.

In 2012, the hospital did 550 heart scans at two locations — the original hospital building at 1100 Balsam Ave., in Boulder, and the Community Medical Center at 1000 W. South Boulder Road in Lafayette.

It's painless, it takes 30 minutes, and it costs \$175. For more information, call 303-441-2170.

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

# DISCOVERIES



COURTESY TAD PFEFFER/UNIVERSITY OF COLORADO-BOULDER

Melt from Alaska's Columbia Glacier and other glaciers around the world contributed as much to global sea rise as the Greenland and Antarctic ice sheets combined from 2003 and 2009.

## Data from Ball satellite helps plot sea-level rise

BY JIM SCOTT

Special to the Business Report

BOULDER — While 99 percent of Earth's land ice is locked up in the Greenland and Antarctic ice sheets, the remaining ice in the world's glaciers contributed just as much to sea rise as the two ice sheets combined from 2003 to 2009, according to a new study involving the University of Colorado-Boulder.

### DISCOVERIES

The new research found that all glacial regions lost mass from 2003 to 2009, with the biggest ice losses occurring in Canada's Arctic region, Alaska, coastal Greenland, the southern Andes and the Himalayas. The glaciers outside of the Greenland and Antarctic sheets lost an average of roughly 260 billion metric tons of ice annually during the study period, causing the oceans to rise 0.03 inches, or about 0.7 millimeters per year.

The study compared traditional ground measurements to satellite

data from NASA's Ice, Cloud and Land Elevation Satellite, or ICESat, and the Gravity Recovery and Climate Experiment, or GRACE, missions to estimate ice loss for glaciers in all regions of the planet.

Built by Ball Aerospace & Technologies in Boulder, NASA's ICESat satellite was successfully operated from the CU-Boulder campus by a team made up primarily of undergraduates from its launch in 2003 to its demise in 2009 when the science payload failed. The students participated in the unusual decommissioning of a functioning satellite in 2010, bringing the craft into Earth re-entry to burn up. ICESat's successor, ICESat-2, is slated for launch in 2016 by NASA.

"For the first time, we've been able to very precisely constrain how much these glaciers as a whole are contributing to sea rise," said assistant geography professor Alex Gardner of Clark University in Worcester, Mass., lead study author. "These smaller ice bodies are currently losing about as much mass as the ice sheets."

► See **Satellite**, 15A

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# RFK Jr., Rally founder to keynote symposium

## Registration open for Boulder Earth Conference June 12

BY BUSINESS REPORT STAFF  
news@bcbr.com

BOULDER – Robert F. Kennedy Jr. will deliver the morning keynote address on the role that natural surroundings play in work, health and identity as Americans at the Boulder Earth Conference: Bold Ideas for Business and the Environment.

The daylong conference, previously called the Green Summit, is being presented by the Boulder County Business Report on June 12. It focuses on sharing knowledge, ideas and technologies to advance sustainable business practices regionally, nationally and globally.

Kennedy will present “A Contract With Our Future,” a discussion on how he believes good environmental policy is good for business, the economy and posterity.



the Boulder Earth Conference

Kennedy will provide examples and tell stories to illustrate how sound environmental policies and procedures can save money and the planet in the long run. His talk will be followed by a question-and-answer session.

Ryan Martens, founder of Boulder-based Rally Software Development Corp., will present the afternoon keynote address. Martens' talk, “Think Like an Agilist: My Road to Rally for Impact,” will share insights on how the company has grown and become a publicly traded company while also becoming a leader in sustainability.

Martens will talk about Rally for Impact, a program that lets engineers focus on solving global problems, and a variety of sustainable initiatives the company has led or participated in.

After Kennedy's talk in the morning, a series of five short presentations will be made on the following topics:

### Green fatigue

This talk by Stephanie Brady and Gia Medeiros is intended to help people recharge their batteries in the challenge to make a difference in the world through work, environmental policies, products and services.

Several years ago, they began a mission to create meaningful impact with their work. They found inspira-



Robert F. Kennedy Jr., left, and Ryan Martens, founder of Rally Software Development Corp. in Boulder, will deliver keynote addresses June 12 at the Boulder Earth Conference.



### IF YOU GO

**What:** Boulder Earth Conference

**When:** 8 a.m. to 5:30 p.m., Wednesday, June 12

**Where:** Boulder Theater, 2032 14th St., and Rembrandt Yard, 1301 Spruce St., Boulder.

**How much:** Tickets are \$79 by June 5; \$99 thereafter. Register online at [www.boulderearth.com](http://www.boulderearth.com).

tion in their own environment. Brady, with Ideas for Growth, will share five secrets of the Pando tree and what this symbol of sustainability can teach about re-energizing and redefining commitment to work.

Medeiros, with 520 Collective, will share an example of this ecosystem approach through the story of Community Commons, the effort to bring business, community and corporate leaders together with the goal of healthy, thriving communities. Together, they will challenge the audience to fight fatigue by planting new insights in their ecosystem and by seeding ideas for personal renewal within the sustainability movement.

### Millennial workforce

The millennial generation, ages 18 to 33, raised on technology and constantly connected to one another, is highly educated, entrepreneurial, cause-oriented, civic-minded and idealistic. It also is anti-establishment and has high expectations of others. It is brand loyal, buys locally and is an essential talent pool for businesses with environmental ethos, products and services.

Businesses that don't learn how to recruit, manage and retain millennials will find themselves at a severe disadvantage in the near future. In this talk, Luke Vernon, chief operating officer of Eco-Products Inc., will share insights on how companies can harness the contributions of this age group in established and startup companies.

### Investing

The terms impact investing, social

entrepreneurship and sustainable venturing describe the concept of investing for positive impact.

Bruce Carpenter, founder of HUB and an attorney at the Campbell Law Group, will explain who impact investors are, why and how they choose companies to invest in, and how the funded products and services impact the region, Colorado and the world.

### Brand messaging

Many companies have made great strides during the past 15 years in developing key strategies to integrate the message of sustainability into their brand, but some companies' sustainability messaging is still stuck in the '90s.

Katie Dunn of Weldon Hyde will discuss how to build sustainability into a brand to attract new customers.

### Clean technologies

Trent Yang with AMG National Trust Bank will talk about investing in clean technologies, and Will Toor, director of the transportation program at the Southwest Energy Efficiency Project, will speak about the latest developments in electric vehicles.

The Colorado Legislature passed six bills this year that are intended to facilitate electric-vehicle adoption.

After Martens' talk in the afternoon, three breakout panels will take place concurrently. The topics are on the benefits of being a B-Corp., a discussion on whether future utilities will serve customers or other masters, and Denver's mission to become a major hub for industries that have spawned in Boulder.

### B-Corp certification

More than 742 companies in 60 industries across 27 nations have chosen to become B-Corp certified. Panelists from Boulder and Denver B-Corp companies will talk about why they chose B-Corp certification and how it's impacted their internal operations and commitment to sustainability. The panel also will discuss how the passage of Colorado's Benefit Corporation law will affect B Corps in the state. Seth Henry of the Campbell Law Group will moderate the panel that includes Kim Coupounas of Boulder-based GoLite, Mark Fisher of Boulder-based Inspire Commerce and Pete Dignan of Denver-based ProtoTest.

### Businesses' power needs

Businesses need reliable energy supply and predictable pricing. What they may not know is that the more they demand utility-sponsored programs to help them save money through energy-efficiency upgrades, the more likely the programs are to continue.

There's an ecosystem of utilities, nonprofits and local governments working to help businesses leverage the multiple benefits provided by utilities. Bill LeBlanc of The Energy Group will moderate a panel of local experts that will discuss the “beyond the energy savings” reasons to maximize participation, how renewable energy will integrate into the way utilities operate, and how commercial energy customers are likely to see continued innovation and service offerings in coming years.

### Denver vs. Boulder

Look out, Boulder! Denver's putting you on notice. Denver's on a mission to become a major hub for technology and other startups, the organic and natural-foods industry and other “creative class” companies.

Denver is investing money to relocate companies there. What's Denver's vision today and for the future? Can Boulder compete with its limited opportunities for larger companies and with Denver's alluring new downtown housing developments and booming nightlife? Hear a spirited debate on pros and of staying “in the bubble” versus “doing Denver.” The discussion will include information on Denver Downtown's \$250 million advertising campaign that promotes Denver as a technology mecca and recruits organic and natural-food companies.

### Awards

Two awards ceremonies will be held during the conference. The Western Disposal Diversion Awards will be handed out at 1:30 p.m., and the Colorado Green Building Guild will present its Boulder County Green Building Awards at 4:30 p.m. For more on the finalists for the green building awards, see 22A.

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# LASP teams hoping to fix Kepler telescope

BY BETH POTTER  
bpotter@bcbr.com

BOULDER – Students and staffers at the University of Colorado’s Laboratory for Atmospheric and Space Physics worked around the clock to get the disabled Kepler space telescope to its current “safe mode” state in space.

The Kepler spacecraft suffered a disabled reaction wheel, a device that keeps it oriented in a particular direction, NASA said May 8. Boulder-based Ball Aerospace and Technologies Corp. built the more than \$300 million Kepler spacecraft, which hunts for planets that have atmospheric conditions similar to Earth’s. LASP workers operate the NASA mission for Kepler.

LASP workers were able to get the spacecraft into “safe mode,” which keeps it pointed in a direction that allows its solar arrays to collect power from the sun, said Bill Possel, director of mission operations and data systems at LASP.

Since the spacecraft has a limited amount of fuel, keeping the solar arrays charging is a critical piece of the mission, Possel said. Now that the immediate threat from power loss is over, engineers are looking at ways to get the disabled reaction wheel back on track, possibly by finding a way to spin all of the craft’s reaction wheels



COURTESY LABORATORY FOR ATMOSPHERIC AND SPACE PHYSICS

In this file photo, students and staffers at the University of Colorado’s Laboratory for Atmospheric and Space Physics work on the Kepler space telescope in the Kepler Mission Operations Room.

in the opposite direction, Possel said.

“It’s not looking good, but there’s always the chance that we can come up with some way of recovering from this reaction-wheel failure,” Possel said. “There are many ... possibilities we could try.”

The Kepler spacecraft could stay in the current “safe mode” configuration for many years, Possel said. No timeline has been set about the future direction of the NASA program.

The Kepler mission was designed to run for three and a half years, and

the spacecraft has been working for four years so far, Brown said. NASA officials are expected to work on the reaction wheel problem for the next three or four months before making a decision about what the next step should be, she said.

Less than a month ago, researchers reported that Kepler had discovered three possible Earth-like planets in other star systems in space. Two of the Earth-like planets were designated as Kepler-62f and Kepler-62e. They orbit the same star system.

The third Earth-like planet, Kepler-69c, orbits a second star system. The planets orbit in zones of their respective stars where liquid water and life is possible, although the masses and composition of the planets have not been determined, NASA said.

The planet Kepler-62f is about 40 percent larger than Earth and is thought to be a rocky world, much like Earth, according to NASA. The planet Kepler-62e is about 60 percent larger than Earth and orbits at the inner edge of a “habitable” zone of Kepler 62, which is classified as a K2 dwarf star.

Kepler-69c is about 70 percent larger than Earth and orbits a star similar to the sun.

Because so much data has been coming back to Earth from Kepler, researchers are two years behind in analyzing all of the information that’s been gathered, Possel and Brown said.

“There’s a lot more science to come from Kepler, and more discoveries to come with the information they’ve got already,” Brown said. “The mission isn’t over.”

Reaction wheels have been limiting factors in past spacecraft vehicles, since they’re constantly spinning and creating friction, Possel said. A first reaction wheel failure happened on the Kepler spacecraft about nine months ago, but it could still function with three wheels, he said.



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# Troubles few at surging Computer Troubleshooters

*Loyal clients, steady business helped firm weather recession*

BY HEATHER MCWILLIAMS  
news@bcbr.com

BOULDER — A client-focused approach to information technology coupled with a passion for the industry and good communication propelled Boulder-based Computer Troubleshooters to a 159 percent revenue increase since 2010.

The IT company offers a broad scope of services for small- to medi-



PETER WAYNE

Jay Burgess, president and founder of Computer Troubleshooters Boulder, started the business in 2002 and works almost exclusively with businesses, sending IT experts to business sites on a prearranged schedule.

## HIGH-TECH MARKETPLACE

um-size businesses.

“We’re basically monitoring PCs to get a heartbeat on them ... monitoring servers, for 90 percent of our clients we do backups, manage firewalls and even sell phone systems,” said Jay Burgess, president and founder of Computer Troubleshooters Boulder. He started the business in 2002 and works almost exclusively with businesses, sending IT experts to business sites on a prearranged schedule.

Burgess recently acquired two small IT shops and rolled them into his business. It’s a shared work-shared reward model, bringing new clients in while offering the former business owners relief from weekend or late-night emergency calls. The move grew his company from four people to nine with revenue topping the \$1 million mark in 2012.

Computer Troubleshooters weathered the recent recession well, sheltered

by loyal clients with steady business throughout the economic upheaval. He works primarily with Boulder-area businesses, ranging from local architects to RealID, a 3D technology company. When a client grows, Computer Troubleshooters grows with it, Burgess said, keeping the company successful.

Burgess primarily used word-of-mouth marketing to expand his business, although the Computer Troubleshooter franchise — of which

Burgess became a part in 2007 — helped with website marketing, vendor relationships and idea sharing among IT service companies across the nation. His quality employees also help keep customers satisfied.

“They are all passionate about technology and also about making the customer happy,” Burgess said. “That’s a huge reason for our success.”

He strives to avoid industry pitfalls such as missed appointments or unfinished services. Burgess typically assigns one employee to a client site, which helps ensure clear, consistent communication, good relationships and appropriate follow through.

“I can’t tell you how many times we’ve picked up a new client because the last IT company didn’t communicate,” Burgess said.

His willingness to listen to clients and sit down to work with them enhances his success and customer retention, Burgess said. He plans to grow the company in a fresh direction by partnering with a New York-based colleague and offering cloud computing.

“We’re going to spin up some virtual servers ... and as everything starts going to the cloud, I’m going to offer that to my clients,” Burgess said. Computer Troubleshooters will manage all aspects of the technology for interested clients, with the servers housed in a local data center.

## SATELLITE from 11A

A paper on the subject was published in the May 17 issue of the journal *Science*.

“Because the global glacier ice mass is relatively small in comparison with the huge ice sheets covering Greenland and Antarctica, people tend to not worry about it,” said CU-Boulder professor Tad Pfeffer, a study co-author. “But it’s like a little bucket with a huge hole in the bottom: it may not last for very long, just a century or two, but while there’s ice in those glaciers, it’s a major contributor to sea level rise,” said Pfeffer, a glaciologist at CU-Boulder’s Institute of Arctic and Alpine Research.

ICESat, which ceased operations in 2009, measured glacier changes using laser altimetry, which bounces laser pulses off the ice surface to determine changes in the height of ice cover. The GRACE satellite system, still operational, detects variations in Earth’s gravity field resulting from changes in the planet’s mass distribution, including ice displacements.

GRACE does not have a fine enough resolution and ICESat does not have sufficient sampling density to study small glaciers, but mass change estimates by the two satellite systems for large glaciated regions agree well, the scientists concluded.

“Because the two satellite techniques, ICESat and GRACE, are

subject to completely different types of errors, the fact that their results are in such good agreement gives us increased confidence in those results,” said CU-Boulder physics professor John Wahr, a study co-author and fellow at the university’s Cooperative Institute for Research in Environmental Sciences.

Ground-based estimates of glacier mass changes include measurements along a line from a glacier’s summit to its edge, which are extrapolated over a glacier’s entire area. Such measurements, while fairly accurate for individual glaciers, tend to cause scientists to overestimate ice loss when extrapolated over larger regions, including individual mountain ranges, according to the team.

Current estimates predict if all the glaciers in the world were to melt, they would raise sea level by about two feet. In contrast, an entire Greenland ice sheet melt would raise sea levels by about 20 feet, while if Antarctica lost its ice cover, sea levels would rise nearly 200 feet.

The study involved 16 researchers from 10 countries. In addition to Clark University and CU-Boulder, major research contributions came from the University of Michigan, the Scripps Institution of Oceanography in San Diego, the University of Alaska-Fairbanks and Trent University in Peterborough, Ontario.

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# BCBR wins 4 awards in journalism contest

## BUSINESS REPORT STAFF

news@bcbr.com

DENVER – The Boulder County Business Report on Friday received four awards in the 2013 Colorado Society of Professional Journalists' Top of the Rockies competition.

BCBR, competing against news organizations from Colorado, New Mexico, Wyoming and Utah with circulation between 30,000 and 75,000, was given two first-place awards and one second-place award. BCBR has a circulation of less than 10,000, but through an SPJ clerical error was placed in the second-largest circulation class.

First-place awards were given to reporter Beth Potter in the Science: General Reporting category, and pub-



Christopher Wood



Beth Potter



Doug Storum

lisher Christopher Wood won for Editorials. Editor Doug Storum placed second in Personal/Humor Columns.

The staff was awarded a second-place award in Special Sections for "Discoveries: Universities, labs & the economy," a 56-page publication produced by BCBR and its sister publication, the Northern Colorado Business Report, that was judged in the 10,000-and-fewer circulation class.

Potter's winning story, "Biotech on quest to market 'gel bandage,'" explained Boulder-based Mosaic Biosciences Inc.'s quest to commercialize a gel that, when

injected into a deep wound, fills the gap and helps the wound heal. The water-soluble substance is made of polyethylene glycol, and scientists at Mosaic said it can regenerate tissue in bone and repair cartilage, and be used on patients with bed sores, or as stem-cell therapy.

Judges said Wood's winning editorial, "Hickenlooper falling short on promotion of clean tech," was

"a public service in the form of a direct appeal to the new governor to build on the record of his predecessor. Direct and to the point. Nicely done."

Storum's winning recurring personal column, "Observations," was judged on three submissions: "Carroll Shelby's legend lives on," "We have excess ad negativity" and "Is our health-care system beyond repair?"

Top of the Rockies is sponsored by the Colorado chapter of the Society of Professional Journalists, a volunteer board. The contest had more than 700 entries this year from the four states that make up SPJ's Region 9. Entries were judged by journalists from the Oklahoma Society of Professional Journalists. Awards were handed out Friday evening, May 17, at the Denver Press Club.

## UTILITY from 1A

Boulder County Business Report's press deadline for when the new group would be formed or would meet. However, city officials expect to discuss input from the group in July, Huntley said. People who serve on the group may someday serve as an advisory group to a city-run utility, she said.

Plans for the new group come about a month after the city decided to form a "working group" that includes representatives named by the city and representatives from Xcel Energy Inc. to discuss how the two sides could work together.

"Frankly, the idea of customers having a voice is really central to creating a municipal utility. It's one of the core reasons why we have embarked on this project," Huntley said of the new group.

Since 70 percent to 80 percent of Boulder's power use comes from companies, it makes sense to involve company representatives in any future decision-making, said Michelle Aguayo, an Xcel Energy spokeswoman.

The new "governance group" is the latest turn of events as city staffers, elected city officials and Xcel representatives jockey for position about how the possible city-owned, city-run electric company may work and how much it would cost.

As part of a schedule put together by the city, staffers are expected to prepare for condemnation proceedings against Xcel, the current electricity provider, to acquire the utility's infrastructure that delivers energy to Boulder's residents and businesses. Boulder City Council members plan to make a decision in August about condemnation proceedings.

The city, Xcel and a group of residents that wants to put a bond question on the ballot appear to be ratcheting up the pressure on the utility issue as the August deadline looms.

Meanwhile, more financial information has been released – mainly about how much the electricity infrastructure in Boulder is worth, as well as whether or not the city would have

## Boulder taps N.C. firm to review utility plan

### BUSINESS REPORT STAFF

news@bcbr.com

BOULDER — North Carolina-based PowerServices Inc. has been selected by the city of Boulder to provide an independent review and verification of the city's modeling for a new electric utility.

The independent review is to determine if the city's modeling meets Boulder's charter requirements to establish a municipal electric utility. The city is in the process of determining if it can run its own utility and part ways

with current energy provider Xcel Energy Inc.

The city will negotiate with PowerServices to determine the details of the review and how much the city will pay PowerServices if they come to an agreement.

More than 50 firms reviewed the request for proposals. The city received six proposals by the April 29 deadline, and the two leading proposals were submitted by PowerServices Inc. and jointly by Florida-based Strategic Utility Management LLC and Maryland-based Downes Associates Inc.

PowerServices is scheduled to begin its independent review on Tuesday, May 28, and will present its findings to the Boulder City Council at a July 23 study session. PowerServices will address any questions raised by council members at the study session in preparation for an Aug. 6 city council meeting.

PowerServices has been providing engineering and management services to the electric utility industry, including municipal electric utilities, for more than 45 years. It has nearly 300 electric utility clients in 40 states.

to pay Xcel for "stranded costs."

Boulder filed a petition with the Federal Energy Regulatory Commission on Friday, May 17, asking for confirmation that it would not have to pay "stranded costs" related to power it may continue to acquire from Xcel in the future. "Stranded costs" is the term used to describe the amount a utility invested to produce electricity that might not be paid back if a customer such as the city of Boulder leaves. Federal law requires customers who leave a utility to pay such costs under certain circumstances.

Xcel has said the city would owe \$255 million if it leaves the system in 2017. According to Xcel, the money would cover Boulder's share of debt for coal plants and other generation assets the company has.

Separately, Boulder staffers hired North Carolina-based PowerServices Inc. on Friday, May 17, to independently review and verify if the city's models meet its charter requirements on establishing a new electric utility. The city said it plans to decide how much to pay PowerServices after staffers determine the details of the review.

### XCEL HAS SAID THE CITY WOULD OWE \$255 MILLION

if it leaves the system in 2017. According to Xcel, the money would cover Boulder's share of debt for coal plants and other generation assets the company has.

In terms of funding, a 2011 Xcel report estimating that Boulder's electricity infrastructure assets are worth \$150 million – a number being used in city models of how the new utility would work, Huntley said. City staffers believe the figure overstates asset value, but they don't want to give more specific financial details because of potential future negotiations on the assets, she said.

For its part, Xcel doesn't want to use the electricity infrastructure amount either, because more potential assets now may be on the table, Aguayo said.

"We're not for sale. We don't want to sell," Aguayo said. "This will go to litigation and the courts have to decide."

A group calling itself Voters

Approval of Debt Limits filed a petition to ask voters in November about debt-limitation provisions related to a possible new city electric utility. The petition also would seek to restrict the service area of a city electric utility.

While ballot initiatives must be limited to a single subject and there were other legal questions about the petition, the group has 90 days to gather about 6,000 signatures – or 5 percent of all registered voters.

Recent city of Boulder analyses show that a city-owned, city-run electric utility could use renewable sources of energy such as wind, solar and hydro for more than 50 percent of its supply and significantly decrease greenhouse gas emissions while maintaining similar or lower rates and reliability than those offered by Xcel.



# MERCURY 100

# BOULDER COUNTY BUSINESS REPORT

Section B  
May 24-June 6, 2013

## Fast companies

The Boulder County Business Report presents its annual list, Mercury 100 Fastest-Growing Private Companies, the top 50 with annual revenue of more than \$2 million and the top 50 with less than \$2 million based on percent increase from 2010 to 2012. To make the list, a company must have its headquarters in Boulder or Broomfield counties.

### Populus LLC



MICHAEL MYERS

The husband-wife team of Laura Hutchings and David Neiger founded and run Populus LLC, a Boulder-based company that works with communities and utilities to improve residential energy efficiency. The company tops the Boulder County Business Report's Mercury 100 list of fastest-growing private companies with annual revenue of more than \$2 million. Populus' annual revenue grew 663 percent from \$397,570 in 2010 to \$3 million in 2012.

### DevelopIntelligence LLC



JONATHAN CASTNER

Kelby Zorgdrager, president of Louisville-based DevelopIntelligence LLC, estimates his small company has trained 1,400 engineers in the past year through its custom software-development courses. The company tops the Boulder County Business Report's Mercury 100 list of fastest-growing private companies with annual revenue of less than \$2 million. DevelopIntelligence's annual revenue grew 631 percent from \$226,470 in 2010 to \$1.7 million in 2012.

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# Energy-efficient solutions power revenue at Populus

BY SALLY MCGRATH  
news@bcbr.com

BOULDER – Populus LLC provides consulting in sustainable design, working with hundreds of clients who want to improve the energy efficiency of their homes, often requesting to take them to “zero energy” – homes that produce as much energy as they consume.

In this area in particular, people care deeply about energy efficiency as it relates to the environment, said Laura Hutchings, chief executive of Populus, which was founded by her husband, David Neiger.

Ultimately, that’s not the main reason people make home-energy improvements. Energy security – having a buffer to the volatility of energy costs – is what resonates everywhere, she said. And that’s not what most residential energy efficiency firms focus on.

“Our approach to the market has been very unique,” Hutchings said. “Our approach is people first, buildings second. We approach it as a relationship rather than a transaction. One of the challenges that has existed in this market is that oftentimes program implementation has not been



BCBR FILE PHOTOGRAPH/MICHAEL MYERS

The husband-wife team of Laura Hutchings and David Neiger founded and run Populus LLC, a Boulder-based company that works with communities and utilities to improve residential energy efficiency.

customer focused. A lot of our growth is fueled by this people-centric model.”

Populus has developed what may be the go-to model for communities or utilities seeking to improve residential energy efficiency, a big reason the company now is running programs for the city of Boulder and Boulder County, and for the Denver Energy Challenge. Hutchings said a custom approach for potential clients of these programs led

to success in recruiting participation, which fed the company’s success.

As a result, Populus’ annual revenue grew 663 percent from \$397,570 in 2010 to \$3 million in 2012, placing it No. 1 on the Boulder County Business Report’s Mercury 100 list of fastest-growing private companies based in Boulder and Broomfield counties reporting annual revenue of more than \$2 million.

Eighty percent of the growth is

## POPULUS LLC

1722 14th St., Suite 210  
Boulder, CO  
David Neiger, founder; Laura Hutchings, CEO  
303-325-7650  
www.populusllc.com  
**Founded:** 2006  
**Employees:** 27  
**Primary service:** Consultant/adviser for utility and community energy efficiency programs.

from implementation of the municipal programs.

Unlike similar programs, which run energy diagnostics and develop a list of potential items for homeowners that could reduce energy costs, Hutchings’ advisers dig deeper, adding items that might add another dimension such as increased comfort. Populus also helps secure multiple bids from qualified contractors.

The company started on a much different model, helping the city of Boulder develop SmartRegs, which promotes energy efficiency in rental property, the first such ordinance in the nation. Populus’ income growth in the immediate future is tied to such large-scale community programs like those in New Mexico and Idaho and from national programs.

“A lot of national competitors are going to start doing what we’re doing,” she said. “We are looking for strategic partners. All options are on the table.”

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# Doc Popcorn's prescription: Buy a snack and smile

BY MICHELLE VENUS  
news@bcbr.com

BOULDER — Sometimes, great ideas just pop into your head.

For Rob and Renee Israel, that idea happened 10 years ago, in their New York City apartment. That's when they started popping and blending naturally flavored popcorn.

"There's movie theater popcorn, and then there's heavily candied popcorn," said Rob Israel. "We wanted to find something in the middle that was healthy and delicious, and tied into our values."

That kernel of a concept became Doc Popcorn, first a store and then franchises.

The franchise business has been very good. Doc Popcorn has increased annual revenue 602 percent from \$1 million in 2010 to \$7.2 million in 2012, placing it No. 2 on the Boulder County Business Report's Mercury 100 list of fastest-growing companies in Boulder and Broomfield counties for companies reporting more than \$2 million in annual revenue.

All this growth was happening at the height of a challenged economy.

The Israels moved to Boulder, "the

**MERCURY 100**  
**2**  
**REVENUE MORE THAN \$2 MILLION**



JONATHAN CASTNER

Rob and Renee Israel opened Doc Popcorn 10 years ago, first as a store that sold naturally-flavored popcorn and later began offering franchises of the concept store.

natural foodie capital of the world," and set up shop. In December 2003, they opened their first PopShop in FlatIron Crossing mall in Broomfield. The couple now operates PopShops at the Pepsi Center in addition to the flagship store at FlatIron through Doc Popcorn.

In 2009, Rob and Renee started selling Doc Popcorn franchises. Today, there are 77 PopShops in malls, stadiums, theme parks and convention centers throughout the country. And

more are popping up.

"It's hard to keep the numbers straight," Rob said. "It's such a moving target. We're opening new stores every day."

"We make people smile," Rob said. "In life and in business, if you can create smiles you can create success."

That's the simple answer. The more complex answer was in examining other successful food commodity businesses and understanding what the

## DOC POPCORN INTERNATIONAL INC.

3200 Carbon Place, Unit 103  
Boulder, CO

Rob Israel, founder/CEO  
866-599-9744

www.docpopcorn.com

**Founded:** 2003

**Employees:** 20

**Primary service:** Franchisor of stores that sell all-natural popcorn.

standouts did to, well, stand out.

"Look at burgers, coffee and pretzels," Rob said. "All of these products have been done forever. But someone came around and said, 'We're going to do it differently. We're going to brand it beautifully; the product is going to be better than the majority in the marketplace. We're going to do it with a smile. We're going to do it efficiently. We're going to do it in some special way."

"Look what happened with McDonald's and all the other burger companies that are now giants. Look what happened to Starbuck's."

Coffee shops and burger joints can be found in every food court in every mall, but popcorn? Not so much. The Israels are bringing a much loved and well-known snack to high-traffic areas where just the smell of it brings customers to the counter.

And that makes Rob and Renee smile.

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# 'Better for you' turns out better for Justin's

BY BETH POTTER  
bpotter@bcbr.com

BOULDER — Justin's almost doubled its growth in 2012 by rebranding as a company that makes "better for you, nut-based snacking" products that include peanut butter cups and candy bars.

Not only was 2012 a very busy year for Justin's, but peanut butter cup sales are expected to help the company double its growth again in 2013, according to founder Justin Gold. Different flavors of candy bars round out the mix of growth products. The former Justin's Nut Butter LLC previously focused on nut butter products.

Justin's revenue grew 227 percent from \$5.3 million in 2010 to \$20 million in 2012, placing it No. 3 on the Boulder County Business Report's Mercury 100 list of fastest-growing companies in Boulder and Broomfield counties for companies reporting more than \$2 million in annual revenue.

Gold said the "better for you" snacking idea has been a dream of his since he started the company in 2004. Since nuts are very nutrient-dense

MERCURY 100  
3  
REVENUE MORE THAN \$2 MILLION



JONATHAN CASTNER

Justin Gold, founder of the snack company that bears his name, takes pride in producing healthy products that don't contain high-fructose corn syrup, artificial flavors or hydrogenated oils.

and high in fat and high in calories, customers want smaller portions, Gold said. Now the company is listening to them — with plans to roll out a smaller, nut-based candy bar product soon, Gold said.

"People are requesting candy bar 'bites.' We're calling it a permissible indulgence," Gold said.

Gold said his namesake peanut butter cups taste better than other ones on the market because they don't have

high-fructose corn syrup, artificial flavors or hydrogenated oils.

In 2012, Gold also won the 2012 Esprit Entrepreneur of the Year award from the Boulder Chamber, rolled out a variety of new candy bars in March, moved to a new, bigger office in Boulder in August and opened manufacturing centers around the United States.

As customers discovered Justin's products, the company outgrew its previous relationship with Louisville-

## JUSTIN'S LLC

2434 30th St.  
Boulder, CO  
Justin Gold, founder/CEO  
303-325-7650  
www.justinsnubutter.com

**Founded:** 2004

**Employees:** 15

**Primary service:** Manufacturer of all-natural nut butters, peanut butter cups and candy bars.

based contract food manufacturer Fresca Foods, Gold said. As a result, he decided to sign contracts with manufacturing facilities around the country that have been manufacturing and distributing the products for about a year.

Gold founded the company making nut butters with a food processor in his home kitchen and selling them at the Boulder Farmers' Market. He said his roommates would steal the nut butter out of the refrigerator, and he had to label the containers "Justin's."

After a while, Gold's roommates were paying him for the nut butters, and the company was expanding its popular snacks into Whole Foods Market Inc. (Nasdaq: WFM) and Target Corp. (NYSE: TGT) stores across the nation.

The company also was helped by Whole Foods Market, which loaned it \$100,000 in October 2010, following a loan of \$50,000 in 2007. Both loans were paid back in full.

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# Confio software tunes up, updates databases

BY CLAYTON MOORE

news@bcbr.com

BOULDER — Matt Larson builds companies, solves problems, writes books, channels resources to Social Venture Partners and is a member of the Mensa Society.

He's a big thinker whose dynamic yet methodical approach to building his company, Confio Software Corp., has led to a 191 percent increase in revenue in the past two years, increasing annual revenue 191 percent from \$5.3 million in 2010 to \$15.4 million in 2012,

placing it No. 4 on the Boulder County Business Report's Mercury 100 list of fastest-growing companies in Boulder and Broomfield counties for companies reporting more than \$2 million in annual revenue.

Last year, Inc. Magazine ranked Confio as one of the fastest-growing companies in the United States. Soon after, Confio was named No. 317 on the prestigious Deloitte Technology Fast 500 list.

What Confio does, to the relief of database managers around the globe, is solve problems that companies didn't know they have. While the company offers a



PETER WAYNE

Matt Larson's company Confio Software Corp. in Boulder offers a broad range of products and services that fix database problems. Its bread-and-butter is a software suite that augments and stabilizes databases from companies like Oracle, Microsoft's SQL platform and Sybase.

broad range of products and services, its bread-and-butter is a software suite that augments and stabilizes databases from companies such as Oracle, Microsoft's SQL platform and Sybase. Think of it as a "tuneup" for your database.

"Technology is changing quickly, and we're the tool of choice for a lot of these new systems," Larson said. "We monitor databases so they perform the way they should and stay healthy."

Many factors have contributed to Confio's growth. Evolutionary innovations such as DevOps, Agile Software Development, virtualization and cloud computing all blend into the growing demand for Confio's products. Many of the issues that Confio addresses are also related to the idea of "big data" — the development of data sets so large and complex that they outstrip traditional data-processing technology.

## CONFIO SOFTWARE CORP.

4772 Walnut St., No. 100

Boulder, CO

Matt Larson, founder/CEO

303-938-8282

www.confio.com

**Founded:** 2002

**Employees:** 58

**Primary service:** Software to develop and manage database applications.

"Basically, big data is growing rapidly, and a lot of that data is running around in the databases of our customers," Larson said. "Platforms that are growing that quickly are naturally going to cause all sorts of problems for our customers."

Larson is remarkably composed about the growth that Confio software is experiencing. And a lot of that composure is because Larson and his team keep a close eye on the store.

"The growth has really not caused a lot of challenges for us," he said. "We are extremely metric-driven. We measure and track everything, and when something gets off-kilter, it gets our attention in a hurry."

"Most companies just want to solve a problem," Larson said. "But they don't understand how to get companies to rank their problems and discover hidden problems. We focus on fixing the biggest issues — but first, you have to believe that they are there."

# For Upslope's beers, 'being a Colorado brand is sexy'

BY ELIZABETH GOLD

news@bcbr.com

BOULDER — Matt Cutter, founder of Upslope Brewing Co., sees success in business as the result of sticking to a simple formula. For him, that includes recipes for the kinds of beer people keep coming back for.

"You start out with what you consider a sound business concept, surround yourself with very passionate people who are very good at doing things you're not, and then work really, really hard," he said. "We've also been blessed with timing and being in the right place."

Craft brewing is growing by 10 percent to 14 percent yearly, according to Cutter. And with it accounting for a mere 6.5 percent of all beer sold in the United States, the industry has plenty of room to grow.

To Cutter, being in the right place means calling the Rocky Mountain state home because Colorado has developed its own brand in craft beer. "People know that and seek it out."

Founded in 2008, Upslope Brewing has increased annual revenue 187 percent from \$729,157 in 2010 to \$2.1 million in 2012, placing it No. 5 on



JONATHAN CASTNER

Mike Cutter, founder of Upslope Brewing Co., only sells his beer in Colorado even though he's been tempted to distribute it farther. "We always thought that if our identification isn't established well in Colorado, we have no business going out of state. Besides, being a Colorado brand is sexy."

the Boulder County Business Report's Mercury 100 list of fastest-growing companies in Boulder and Broomfield counties for companies reporting more than \$2 million in annual revenue.

"Another thing that has helped us is staying true to our values," Cutter explained. "We always wanted to focus on brewing premium ales and lagers and packaging them exclusively in cans and kegs."

And that's what the company has stuck to.

Another value he's stayed with is to go deep in a market before going wide.

"We only sell in Colorado even though we've been tempted to go farther," Cutter said. "We always thought that if our identification isn't established well in Colorado, we have no business going out of state."

"Besides, being a Colorado brand

## UPSLOPE BREWING CO.

1501 Lee Hill Road, No. 20

Boulder, CO

Matt Cutter, founder

720-227-5722

www.upslopebrewing.com

**Founded:** 2008

**Employees:** 22

**Primary service:** Brew variety of beers and runs tap house.

is sexy."

Knowing how to manage growth and doing that well has been one of Cutter's primary focuses over these past four years.

"Part of what has forced us to manage well is that all of our investment is in-house — between the bank, our employees and the second mortgage on my house."

Not having what he calls "a big pot of money" makes paying close attention to cash flow a mandatory daily activity.

"You can grow yourself out of business," Cutter said. "Eighty percent of all startups fail in the first three years because the variables that can do that are exponential."

Some of those variables include not having the cash to cover daily expenses from salaries to rent and not having a stash to handle the unexpected.

He also stressed the need to keep product inventory in line with sales.

**BUSINESS REPORT LIST**

**MERCURY 100 FASTEST-GROWING PRIVATE COMPANIES**

(Companies based in Boulder and Broomfield counties reporting annual revenue more than \$2 million, ranked by percent revenue change from 2010 to 2012)

RANK	Company Address	Percent Growth Revenue 2012 Revenue 2010	Products/Services	No. of local employees	Phone/Fax Website	Person in charge Year founded
1	POPULUS LLC 1722 14th St., Suite 210 Boulder, CO 80302	663.62% \$3,035,934 \$397,570	Demand-side management and energy efficiency program implementation for utilities and communities.	27	303-325-7650/303-544-6050 www.populusllc.com	Laura Hutchings, CEO 2006
2	DOC POPCORN INTERNATIONAL INC. 3200 Carbon Place, Unit 103 Boulder, CO 80301	601.78% \$7,154,792 \$1,019,515	Fresh-popped popcorn in a variety of all-natural flavors for individual munching or gift giving.	20	N/A/N/A www.docpopcorn.com	Rob Israel, founder/CEO 2003
3	JUSTIN'S LLC 2434 30th St. Boulder, CO 80301-1232	277.36% \$20,000,000 \$5,300,000	Nut butters, peanut butter cups and candy bars using ingredients found as locally and sustainable as possible.	15	303-449-9559/303-442-0881 www.justinsnutbutter.com	Justin Gold, CEO/ founder 2004
4	CONFIO CORP. 4772 Walnut St., No. 100 Boulder, CO 80301	190.84% \$15,364,842 \$5,282,967	Develops database performance software that helps eliminate bottlenecks, speed problem resolution, and reduce the cost of operations for SQL Server, Oracle, DB2 and Sybase databases and VMware.	58	303-938-8282 /303-938-8383 www.confio.com	Matt Larson, CEO/ founder 2002
5	UPSLOPE BREWING CO. 1501 Lee Hill Road, No. 20 Boulder, CO 80304	187.48% \$2,096,210 \$729,158	Craft beer.	22	720-227-5722/N/A www.upslopebrewing.com	Matt Cutter, founder 2008
6	BSC SIGNS INC. 6970 W. 116th Ave., Unit C Broomfield, CO 80020	174.47% \$2,481,274 \$904,037	Design, permitting, manufacture, installation and servicing of commercial, electric and architectural signs. Full fabrication facilities and fleet of installation vehicles.	25	303-464-0644/303-464-0608 www.bsccsigns.com	John Dobie, CEO/ president 1999
7	BOBO'S OAT BARS 4725 Nautilus Court, Suite 1 Boulder, CO 80301	168.16% \$2,400,000 \$895,000	Manufactures all-natural, vegan, wheat-free and gluten-free breakfast/energy bars using organic, non-refined and non-GMO ingredients.	20	303-938-1977/303-938-8532 www.bobos oatbars.com	Beryl Stafford, founder/ president 2003
8	CRMCULTURE LLC 1455 Dixon Ave., Suite 300 Lafayette, CO 80026	121.43% \$3,028,620 \$1,367,779	CRM/ERP database consultants and CRM software sales.	22	720-536-8875/N/A www.CRMCulture.com	Steve Roch, CEO 2007
9	LEFT HAND BREWING CO. 1265 Boston Ave. Longmont, CO 80501	104.36% \$12,546,287 \$6,139,295	Craft-beer brewer.	8	303-772-0258/303-772-9572 www.lefthandbrewing.com	Eric Wallace, co- founder/president 1993
10	GORILLA LOGIC INC. 1500 Pearl St., Suite 300 Boulder, CO 80302	100.75% \$10,439,000 \$5,200,000	Custom application development services on the ground and in the cloud as well as testing services.	61	303-974-7088/303-484-3466 www.gorillalogic.com	Stu Stern, CEO/ president 2002
11	OSKAR BLUES BREWERY 1800 Pike Road, Unit B Longmont, CO 80501	90.80% \$32,416,308 \$16,989,357	Restaurant, brewpub and brewery.	210	303-776-1914/303-684-9021 www.oskarblues.com	Dale Katechis, owner 1997
12	NATIONAL ECO WHOLESALE INC. 3640 Walnut St. Boulder, CO 80301	90.71% \$3,156,000 \$1,654,890	A natural-product management company. Manufacturer and trademark holder of BOULDER Cleaners and ERest Bedding.	2	720-204-3042/303-862-4652 www.nationalecowholesale.com	Steve Savage, CEO/ president 2010
13	AUTOSEARCH USA 609 S. Taylor Ave. Louisville, CO 80027	83.10% \$6,500,000 \$3,550,000	Offering automobile buying services assist our clients with the purchase or lease of personal, corporate or fleet vehicle at factory direct prices.	12	303-247-9300/303-339-4300 www.findthepfectcar.com	Joshua Woolley 1998
14	CCX CORP. 1399 Horizon Ave. Lafayette, CO 80026	81.75% \$21,829,984 \$12,011,123	Fiber-optic cables, wire harness, SCSI cables.	150	303-666-5206/303-666-4918 www.ccxcorp.com	Tom Hanchin, CEO 1996
15	BUFFALO SUPPLY INC. 1650 Coal Creek Drive, Suite A Lafayette, CO 80026	80.16% \$31,707,567 \$17,599,824	Distributor of high-tech medical equipment and supplies.	19	303-666-6333/303-666-8518 www.buffalosupply.com	TJ Jackson, CEO 1983
16	CITRON WORKSPACES 197 S. 104th St., Suite C Louisville, CO 80027	76.67% \$10,600,000 \$6,000,000	Designs workspaces, provides new and used office furniture, offers furniture recycling and donation assistance, offers a full range of design, space planning and project-management services.	22	303-665-7676/303-665-7697 www.citronworkspaces.com	Kathey Pear, president 2004
17	SHIPCOMPLIANT 1877 Broadway, Suite 703 Boulder, CO 80302	74.26% \$5,447,100 \$3,125,800	Compliance automation software and market enablement solutions for the wine and spirits industry.	32	303-449-5285/720-528-7942 www.shipcompliant.com	Jason Eckenroth, CEO/ founder 2000
18	CHECKERS INDUSTRIAL PRODUCTS LLC 620 Compton St. Broomfield, CO 80020	74.20% \$38,971,000 \$22,371,000	Manufactures industrial safety products, including wheel chocks, cable protectors and safety flags.	98	720-890-1187/720-890-1191 www.checkersindustrial.com	Ray Torres, president/ CEO 1989
19	RETURN PATH INC. 8001 Arista Place, Suite 300 Broomfield, CO 80021	72.73% \$57,000,000 \$33,000,000	Global email intelligence innovation that includes competitive benchmarking and deliverability insight, security and anti-phishing solutions, and marketing/response consultation.	275	303-999-3100/303-999-3101 www.returnpath.com	Matt Blumberg, CEO/ chairman/founder 1999
20	REAL CAPITAL SOLUTIONS LLC 371 Centennial Parkway, Suite 200 Louisville, CO 80027	68.69% \$8,900,000 \$5,276,000	Commercial real estate, leasing, property management.	57	303-466-2500/303-464-9724 www.realcapitalsolutions.com	Sharon Eshima, president Marcel Arsenault, CEO/ chairman 1984
21	HILLCREST GLASS LLC 504 Fourth Ave. Longmont, CO 80501	66.67% \$2,500,000 \$1,500,000	Commercial/residential glass and glazing contractor. Tenant finish, storefront, curtainwall, mirrors, shower enclosures. Design consultations and material selection help.	20	303-776-9511/303-776-3443 www.hillcrest-glass.com	Lisa Sklar, president 1969
22	WISHGARDEN HERBS INC. 3100 Carbon Place, Suite 103 Boulder, CO 80301-6134	64.69% \$2,001,000 \$1,215,000	Manufacturer of medicinal herbal supplements.	21	303-516-1803/303-516-1804 www.wishgardenherbs.com	Catherine Hunziker, owner/ chairwoman Sam Hunziker, CEO 1979
23	PARALLEL PATH CORP. 1637 Pearl St., Suite 201 Boulder, CO 80302	61.43% \$2,260,000 \$1,400,000	Develops and deploys Internet marketing strategies to attract qualified prospects, convert leads into sales and increase brand awareness.	20	303-396-1111/N/A www.parallelpath.com	Brian Cleveland, CEO 2005
24	MOUNTAINSIDE MEDICAL LLC 6165 Lookout Road Boulder, CO 80301	58.35% \$17,810,000 \$11,247,000	Contract manufacturing for medical products.	97	303-222-1260/303-222-1270 www.mountain-sidedmed.com	Pete Neidecker, executive vice president 2006
25	AMADEUS CONSULTING INC. 1995 N. 57th Court, Suite 200 Boulder, CO 80301	53.99% \$9,348,814 \$6,071,000	Technology solutions provider. Solutions delivered via the web, PC, and a broad range of mobile devices, as well as provide digital marketing and client support.	80	720-564-1231/720-367-5467 www.amadeusconsulting.com	Lisa Calkins, CEO/ president 1994

Researched by Mariah Gant

Source: Business Report Survey

# BUSINESS REPORT LIST MERCURY 100 FASTEST-GROWING PRIVATE COMPANIES

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RANK	Company Address	Percent Growth Revenue 2012 Revenue 2010	Products/Services	No. of local employees	Phone/Fax Website	Person in charge Year founded
26	CERES TECHNOLOGY GROUP INC. 2985 Sterling Court, Suite A Boulder, CO 80301	51.87% \$3,000,000 \$1,975,426	Mitel exclusive business partner specializing in VoIP phone solutions, digital phone solutions, hospitality solutions and telephony systems.	19	303-573-8647/303-440-6964 www.cerestech.com	Lloyd Brady, president Darrin LeBlanc, owner 1993
27	ONE WORLD TRANSLATION 707 17th Ave. Longmont, CO 80501	50.00% \$3,000,000 \$2,000,000	Language service provider of interpretation, translation and multimedia services in 90 languages.	50	303-485-5200/303-485-5201 www.oneworldtranslation.com	Carolina Weaver, CEO/ owner 2000
28	CLOUD 9 LIVING LLC 4999 Pearl East Circle, Suite 102 Boulder, CO 80301	48.34% \$4,705,747 \$3,172,267	Experience Gift company offering unique and memorable experiences as gifts; more than 1,800 experiences nationwide.	10	303-443-8777/866-524-1481 www.cloud9living.com	John Augst, president 2005
29	SPARKFUN ELECTRONICS LLC 6175 Longbow Drive Boulder, CO 80301	47.25% \$27,550,055 \$18,709,589	Online store that sells the bits and pieces to make electronics projects possible.	138	303-284-0979/303-443-0048 www.sparkfun.com	Nathan Seidle, CEO Trevor Zylstra, COO 2003
30	COLLINS ENGINEERS INC. 4875 Pearl East Circle, Suite 201 Boulder, CO 80301	43.50% \$35,300,000 \$24,600,000	Civil engineering for commercial, municipal, institutional and residential customers. Full-service project and construction management and surveying.	8	303-447-0090/303-447-9141 www.collinsengr.com	Bryant Walters, regional manager 1979
31	KRISCHE CONSTRUCTION INC. 605 Weaver Park Road Longmont, CO 80502	39.28% \$22,621,733 \$16,242,434	New office and retail construction, restaurants, historical renovations and educational/governmental facilities.	36	303-776-7643/303-776-9598 www.krischeconstruction.com	V. Mark Pilkington, owner/president 1987
32	HIRSH PRECISION PRODUCTS INC. 6420 Odell Place Boulder, CO 80301-3310	38.31% \$6,191,443 \$4,476,488	Contract manufacturing: emphasis on components that repeat and have stringent cosmetic and dimensional requirements; serves the medical, automotive, defense, scientific and communications industries.	49	303-530-3131/303-530-5242 www.hirshprecision.com	Mike Hirsh, CEO/ president 1979
33	UNIVERSITY PARENT MEDIA 2995 Wilderness Place, Suite 205 Boulder, CO 80301-5404	34.14% \$2,523,260 \$1,881,041	Resources for parents of college students on the web and in print.	19	866-721-1357/866-788-1357 www.universityparent.com	Sarah Schupp, CEO 2005
34	WORKWELL OCCUPATIONAL MEDICINE LLC 205 S. Main St., Suite C Longmont, CO 80501	33.59% \$4,929,492 \$3,690,076	Workers compensation injury care, physical therapy, ergonomics.	20	303-702-1612/303-774-7899 www.workwellocmed.com	Steve Pottenger, CEO 1997
35	WALLAROO HAT CO. 1880 S. Flatiron Court, Suite E Boulder, CO 80301	32.95% \$4,068,220 \$3,060,000	Importer and distributor of crushable, packable, washable fabric sun hats with ultraviolet protection for men, women and children.	10	303-494-5949/303-245-8720 www.wallarohats.com	Lenya Shore, co-owner 1999
36	KENRAY CORP. 695 Aspen Ridge Drive Lafayette, CO 80026-9332	32.54% \$2,405,097 \$1,814,643	Precision sheet metal products; enclosures, chassis, brackets, lighting, panels for all types of industries.	15	303-665-7100/303-665-7103	Del Thomas, president 1968
37	AMERICAN MOVING & STORAGE 2760 Industrial Lane Broomfield, CO 80020	31.77% \$2,385,000 \$1,810,000	Local and long distance moving services.	28	303-402-0100/720-863-2164 www.americanmoving.com	Gabriel Kierson, president 1998
38	BOLDER CALLS 3220 Prairie Ave. Boulder, CO 80301	30.66% \$4,964,987 \$3,800,000	Call Center services include lead generation, appointment setting, membership renewals, product sales with Work@Home opportunities.	150	303-415-9830/303-415-9025 www.boldercalls.com	Vic Weese, president 1992
39	SAFE SYSTEMS INC. 421 S. Pierce Ave. Louisville, CO 80027	29.08% \$8,106,531 \$6,280,000	Sales, installation, service and monitoring for residential and commercial burglar alarm, fire alarm, access control and video services.	70	303-444-1191/303-449-0370 www.safe-systems.com	Larry Halpern, owner/ president 1982
40	ROOM 214 INC. 3390 Valmont Road, Suite 214 Boulder, CO 80301	26.89% \$2,590,711 \$2,041,625	Social media marketing and digital marketing solutions for iconic brands and companies. Full-service agency focused on digital with in-house research, strategy, design, development and video.	31	303-444-9214/303-736-4377 www.room214.com	James Clark Jason Cormier, founding partners 2004
41	OMNI PROMOTIONAL LLC 1558 Cherry St. Louisville, CO 80027	25.60% \$8,742,606 \$6,960,469	Banners, tents, flags, inflatables, point-of-sale and event materials.	39	303-443-8595/N/A www.omnipromo.com	Michael Doland, president/managing member Dave Skiffich, general manager 1994
42	DATA NETWORK GROUP INC. 5777 Central Ave., Suite 100 Boulder, CO 80301	25.35% \$2,507,000 \$2,000,000	Computer consulting firm specializing in outsourced IT solutions for small- to mid-size companies along the Front Range.	17	303-447-8398/303-442-8946 www.DNGnet.com	Michael Perkins, president 1997
43	PRECISION PLUMBING, HEATING, COOLING & ELECTRIC 5035 Chaparral Court Boulder, CO 80301-3351	25.00% \$9,000,000 \$7,200,000	Heating, air conditioning, plumbing, electrical residential service.	55	303-442-3355/303-442-3054 www.precisionplumbing.com	Tom Robichaud, president 1982
44	MARUCA DESIGN INC. 4949 N. Broadway, Suite 150 Boulder, CO 80304-0578	24.32% \$2,130,736 \$1,713,914	Designs and manufactures handbags and accessories.	13	303-444-3648/303-442-7868 www.marucadesign.com	Dan Brandemuehl, general manager 1993
45	PHARMACA INTEGRATIVE PHARMACY INC. 4940 Pearl East Circle, Suite 301 Boulder, CO 80301	21.84% \$106,000,000 \$87,000,000	Combines pharmacy services and over-the-counter medications with natural health and beauty products, delivered by licensed health care practitioners.	103	303-442-2304/303-442-4605 www.pharmaca.com	Mark Panzer, CEO/ president 2000
46	ISONAS INC. 4720 Walnut St., Suite 200 Boulder, CO 80301	21.00% \$2,527,773 \$2,089,152	Services for retail: security access control systems.	16	303-567-6516/303-567-6991 www.isonas.com	Rob Mossman, CEO 1999
47	BLUE POPPY ENTERPRISES INC. 1990 N. 57th Court, Unit A Boulder, CO 80301	20.73% \$4,515,941 \$3,740,600	Acupuncture supplies, herbal formulas, treatment room supplies, books and continuing education to practitioners of Chinese medicine.	12	303-447-8372/303-245-8362 www.bluepoppy.com	Bruce Staff, general manager 1981
48	HYDE ENGINEERING + CONSULTING INC. 6260 Lookout Road, Suite 120 Boulder, CO 80301	20.68% \$17,025,000 \$14,108,059	Engineering, commissioning and qualification of equipment and clean utility systems.	25	303-530-4526/303-581-0839 www.hyde-ec.com	John Hyde, chairman/ founder 1993
49	MELTON DESIGN BUILD 3082 Sterling Circle Boulder, CO 80301	18.31% \$4,956,000 \$4,189,163	Design-build remodeling company with residential, commercial and small-projects divisions.	30	303-473-9542/303-516-4008 www.meltondesignbuild.com	Ty Melton, president 1993
50	IONEX RESEARCH CORP. 1301 Eastwind Drive Lafayette, CO 80026	17.82% \$11,166,661 \$9,477,807	Design and manufacturing of hazardous chemical air filtration and treatment systems.	80	303-666-5550/303-666-5560 www.ionexres.com	Douglas Porrey, president 1978

Researched by Mariah Gant

Source: Business Report Survey

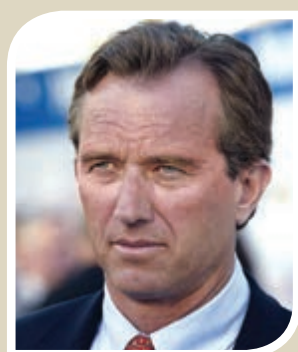


the Boulder Earth Conference

**Boulder Earth Conference**  
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**Keynote Speaker**  
**Robert F. Kennedy Jr.**

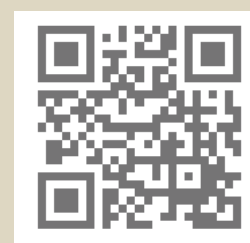
Will discuss the important role that our natural surroundings plan in our work, health and our identity as Americans. He eloquently explains how good environmental policy is good business policy, good economic policy and a good policy for posterity. (To benefit the Center for Resource Conservation.)



**Afternoon**  
**Keynote Address**  
**Ryan Martens**

Founder and CTO  
of Rally Software

**When: June 12, 2013**  
**Where: Boulder Theater and Rembrandt Yard**  
**Boulder, CO**  
**Time: 7:30 a.m. – 5:30 p.m.**



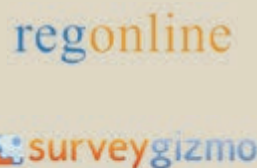
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## Morning Sessions – Boulder Theater

- 7:15-7:55 Registration/Pick up nametags
- 8:00-8:10 BCBR + CRC intro remarks
- 8:10-9:10 **Keynote Speaker, Robert F Kennedy Jr.**  
**"A Contract with our Future"**
- 9:10-9:30 Q&A
- 9:30-10:00 Networking Break
- 10:00 BE Talk: Green Fatigue and Nature's Antidote: Lessons from the Pando Tree, Community Commons and Your Own Work!
- 10:20 BE Talk: Millennial Management: How Sustainably-Minded Organizations Must Adapt to Properly Engage and Foster America's New Workforce
- 10:40 BE Talk: Impact Investing: A Glimpse into the World of Investing for Positive Impact
- 11:00 BE Talk: It's All in the Story: Key Strategies to Integrate Sustainability Messaging into Your Brand
- 11:20-11:40 BE Talk: New Developments in Clean Technologies and Electric Vehicle Infrastructure Legislation
- 11:40-11:55 Q&A on all BE Talk topics
- 11:55-12:00 Announcements about afternoon speakers, sessions & awards, drawing to be awarded at 1:30 pm sharp; must be present to win
- 12:00-1:30 VIP Luncheon at Rembrandt Yard
- 12:00-1:30 Lunch on own for other attendees

## Afternoon Sessions Boulder Theater and Rembrandt Yard

- 1:30-1:50 Western Disposal Diversion Awards
- 1:55-2:45 **Afternoon Keynote Address, Ryan Martens, Founder and CTO of Rally Software**  
**"Think Like an Agilist: My Road to Rally for Impact"**
- 2:45-3:00 Transition Break
- 3:00-4:20 Rembrandt Yard Breakout Panel (3rd floor): Is Denver Giving Boulder a Run for Its Money?
- 3:00-4:20 Boulder Theater Breakout Panel: B-Corp Certifications and Benefit Corporations: Learn the Difference and Who's Taking the Benefit Corp Plunge.
- 3:00-4:20 Rembrandt Yard Breakout Panel (2nd floor) Businesses Demand, Utilities Supply: Will Future Utilities Serve Their Customers or Other Masters?
- 4:30-5:30 Networking Reception begins
- 5:00-5:15 CGBG awards and City/County Awards; Boulder Theater
- 5:30 Conference Ends

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RANK	Company Address	Percent Growth Revenue 2012 Revenue 2010	Products/Services	No. of local employees	Phone/Fax Website	Person in charge Year founded
1	DEVELOP INTELLIGENCE LLC 706 Front St. Louisville, CO 80027	630.84% \$1,655,130 \$226,470	Customized software development training courses for teams in the areas of Java, Ruby, PHP, HTML5, general Web Development, Open Source, Mobile development, Agile.	4	720-445-4360/720-445-4360 www.developintelligence.com	Kelby Zorgrager, president 2003
2	ISUPPORTU LLC 1825 Pearl St., Suite A Boulder, CO 80302	466.52% \$722,309 \$127,500	Business IT support/ consulting, website design, computer/phone repair, phone systems.	10	303-351-1787/N/A http://isupportu.biz	Shaun Oshman, CEO/ founder 2009
3	GODDESS GARDEN 6525 Gunpark Drive, Suite 370-415 Boulder, CO 80301	395.05% \$1,500,000 \$303,000	Organic sunscreen products.	14	303-651-3678/888-370-2878 www.goddessgarden.com	Nova Covington, CEO/ founder 2004
4	HOMER ENERGY 2334 Broadway, Suite B Boulder, CO 80304	232.28% \$555,916 \$167,302	Software and consulting for hybrid renewable power systems.	14	720-565-4046/N/A www.homereenergy.com	Peter Lilienthal, CEO 2009
5	VOLTAGE ADVERTISING & DESIGN LTD. 901 Front St., Suite 340 Louisville, CO 80027	174.86% \$1,099,452 \$400,000	Branding and identity, Web and interactive, print design and packaging.	13	303-664-1687/N/A www.voltagead.com	Eric Fowles, owner 2008
6	COMPUTER TROUBLESHOOTERS BOULDER 1871 Folsom St., Suite 112 Boulder, CO 80302	158.62% \$1,200,000 \$464,000	IT for small- to medium-size businesses. Handles desktop support, server support, firewalls, backups, and network maintenance and monitoring.	8	303-474-5307/303-974-2513 www.ctboulder.com	Jay Burgess, president 2002
7	OWL TECHNICAL ASSOCIATES INC. 357 McCaslin Blvd., No. 200 Louisville, CO 80027-2932	150.00% \$500,000 \$200,000	Polarimeters, saccharimeters and refractometers for the sugar, beverage and pharmaceuticals industries.	3	303-651-1616/N/A www.owltechnical.com	Cris Lovett, general manager 1973
8	BOULDER DIGITAL ARTS 1600 Range St., Suite 100 Boulder, CO 80301	128.43% \$499,493 \$218,659	Classes and workshops in all the creative digital arts, as well as private offices and a shared coworking space.	3	303-800-4647/N/A www.boulderdigitalarts.com	Bruce Borowsky, director 2004
9	ADVANCED AIR SEALING LLC 1347 Carnation Circle Longmont, CO 80503	87.39% \$290,456 \$155,000	Air sealing and weatherization services, certified radon tester, residential home inspection.	5	303-587-9493/N/A www.thisairsealedhome.com	Steve Walker, owner 2006
10	BK MEDIA GROUP INC. 202 Main St., Suite 3 Longmont, CO 80501	83.09% \$621,660 \$339,545	Full-service web development and internet marketing firm.	8	303-651-2203/303-651-6964 www.bkmediagroup.com	Bradley Moss, CEO/ founder 2001
11	BOULDER LANDSCAPE & DESIGN 4800 Baseline Road, E104 No. 375 Boulder, CO 80303	80.67% \$813,000 \$450,000	Landscape design and installation, xeriscaping, stonework, water features, outdoor barbecues.	15	303-443-3460/303-734-7186 www.boulderlanddesign.com	Sally Gilman, president 1981
12	SLICE OF LIME 1920 13th St., Suite A Boulder, CO 80302	76.90% \$1,677,000 \$948,000	Marketing websites and user interface design for web and mobile apps.	12	303-413-0701/N/A www.sliceoflime.com	Kevin Menzie, CEO Jeff Rodanski, CCO 2001
13	ELEMENTS THERAPEUTIC MASSAGE INC. 2321 30th St. Boulder, CO 80301	75.79% \$581,000 \$330,500	Therapeutic massage, injury rehabilitation, sports and deep-tissue massage, hot stone, Swedish relaxation massage, prenatal massage.	20	303-440-3998/N/A www.touchofelements.com/boulder	Mark Mills, owner 2009
14	DRAGON CONSULTING INC. 2305 Canyon Blvd., Suite 102 Boulder, CO 80302	71.80% \$1,148,785 \$668,685	Custom business software for collecting data including the wireless telecommunications industry.	8	303-931-0784/720-565-5949 www.dragon-consulting.com	Keith Dragon, CEO/ president 2000
15	HILLTOP INN GUESTHOUSE AND SUITES AT BROOMFIELD 9009 Metro Airport Ave. Broomfield, CO 80021	71.60% \$278,000 \$162,000	Fireplaces, refrigerators, microwaves, high-speed internet, full breakfast, Jacuzzi suites, tea room. restaurant and pub	13	303-469-3900/303-438-1457 www.hilltopandwildflowers.com	Maureen Odde, restaurant manager 2006
16	TNC DRYWALL INC. 7209 Valtec Court, Suite C Boulder, CO 80301	65.13% \$1,212,000 \$733,977	Drywall, steel stud.	5	303-444-9873/303-415-0627 www.tncdrywall.com	Joe Mullins, president 1980
17	ROCKY MOUNTAIN DAY CAMP LLC P.O. Box 270608 Louisville, CO 80027	62.56% \$396,003 \$243,597	Summer day camp for boys and girls.	32	303-495-5204/303-482-2764 www.rockymtndaycamp.com	David Hansburg, owner/manager 2008
18	ORGANIZATION AND RELOCATION 1359 North St. Boulder, CO 80304	62.30% \$325,985 \$200,855	Organization & Relocation is a team of motivated experts that provides distinct organization and stress-free moving services for residences and businesses, helping maximize overall productivity.	5	303-448-9966/N/A http://www.organizationand relocation.com	Sheryl Hadley, owner 2005
19	BLUESTONE MARKETING INC. 720 Hawthorn Ave. Boulder, CO 80304	61.85% \$908,000 \$561,000	Branded apparel programs, business gifts, promotional products.	3	303-527-0900/303-530-2434 www.aiabluestone.com	Tom Bagli, president 2002
20	LOPEZ SMOLENS ASSOCIATES LTD. 2400 Central Ave., Suite A-1 North Boulder, CO 80301	58.82% \$270,000 \$170,000	Structural design of buildings and all types of structures. Observation and investigation of existing buildings and construction.	5	303-447-2813/303-447-2814 www.lopezsmolensengineers.com	Henry Lopez Jonathan Smolens, principal engineers 1984
21	BOULDER DOG FOOD COMPANY LLC P.O. Box 4417 Boulder, CO 80306	57.58% \$678,712 \$430,712	Gourmet dog and cat treats.	15	303-449-2540/303-443-0155 www.boulderdogfoodcompany.com	Ed Withers, co-owner 2002
22	PARAGON CAPITAL WEALTH MANAGEMENT LLC 1426 Pearl St., Suite 200 Boulder, CO 80302	50.00% \$225,000 \$150,000	Proactive and disciplined, fee-based investment management in domestic and global equities, ETFs, mutual funds, commodities, currencies and REITs. Retirement planning and execution.	2	303-443-1510/303-443-1575 www.lpl.com/Steven.Pastore	Steven Pastore, managing principal 2004
23	1-800-GOT-JUNK? LLC 6655 Arapahoe Road, Suite D Boulder, CO 80303	47.54% \$303,426 \$205,660	Full-service junk hauler.	6	303-827-5573/N/A www.1800gotjunk.com	Lillian Wallace, owner 2005
24	STUDIO NYL STRUCTURAL ENGINEERS INC. 2995 Baseline Road, Suite 314 Boulder, CO 80303	41.25% \$836,225 \$592,000	Structural design of building structures including educational, institutional, commercial, residential, historic and structural glass. Design of facade systems including thermal and moisture analyses.	9	303-558-3145/N/A www.studionyl.com	Chris O'Hara Julian Lineham, co-founders 2004
25	COAL CREEK PHYSICAL THERAPY LLC 315 South Boulder Road, No. 100 Louisville, CO 80027	35.67% \$1,331,801 \$981,671	Sports, orthopedic, spine, auto, work injury, knee, ankle, shoulder, neck, low back, hip, orthotics, headaches, TMJ, vertigo, trauma and PTSD, chronic pain, pediatrics.	11	303-666-4151/303-666-4166 www.coalcreekpt.com	Julie Byrt, executive director 2000

Researched by Mariah Gant

Source: Business Report Survey

**BUSINESS  
REPORT LIST**
**MERCURY 100 FASTEST-GROWING PRIVATE COMPANIES**

(Companies based in Boulder and Broomfield counties reporting annual revenue less than \$2 million, ranked by percent revenue change from 2010 to 2012)

RANK	Company Address	Percent Growth Revenue 2012 Revenue 2010	Products/Services	No. of local employees	Phone/Fax Website	Person in charge Year founded
26	GREENPLAY LLC 211 N. Public Road, Suite 225 Lafayette, CO 80026	34.14% \$1,620,235 \$1,207,837	Management consulting and services for parks, recreation, open space and related quality of life organizations.	10	303-439-8369/303-664-5313 www.greenplayllc.com	Teresa Penbrooke, CEO/founder 1999
27	COLORADO CAPITAL MANAGEMENT INC. 4430 Arapahoe Ave., Suite 120 Boulder, CO 80303	33.41% \$1,150,000 \$862,000	Investment management, financial planning.	6	303-444-9300/303-444-2027 www.coloradocap.com	Steven Ellis, president 2000
28	CAD/CAM SYSTEMS LLC 5398 Manhattan Circle Boulder, CO 80303	32.75% \$1,349,249 \$1,016,398	Reseller of Stratasys 3-D printers and Open Mind hyperMILL manufacturing software. Services include maintenance and consumable product sales for 3-D printers.	3	303-449-6655/303-245-8245 www.cadcamsystems.com	Gloria Ontiveros, owner 2000
29	BUCKNER CONSTRUCTION INC. 4700 Sterling Drive, Suite E Boulder, CO 80301	30.77% \$1,700,000 \$1,300,000	Sustainable design and construction management services for residential and commercial new construction, remodeling and additions.	8	303-440-0763/303-440-8036 www.bucknerdesignbuild.com	Matt Buckner, president 2004
30	METZGER ASSOCIATES INC. 5733 Central Ave. Boulder, CO 80301	30.55% \$1,159,202 \$887,930	Public relations, investor/analyst relations, digital marketing, social media strategies and programs.	20	303-786-7000/303-786-7456 www.metzger.com	John Metzger, CEO 1991
31	CATAPULT PR-IR LLC 6560 Gunpark Drive, Suite C Boulder, CO 80301	28.46% \$1,082,616 \$842,748	Helps technology companies establish market positions through strategic positioning and messaging, media relations, social media and community building.	8	303-581-7760/303-581-7762 www.catapultpr-ir.com	Terri Douglas, co-founder/principal Guy Murrell, founder 1999
32	WILD ROSE MARKETING INC. P.O. Box 21276 Boulder, CO 80308	22.63% \$466,000 \$380,000	Marketing and sales firm representing specialty products with a focus on organic, sustainable and natural.	3	303-448-9556/303-448-9762 www.wildrosemarketing.com	Rose Pierro, owner 1996
33	AIR-O-PURE PORTABLES P.O. Box 1828 Nederland, CO 80466	20.00% \$450,000 \$375,000	Portable toilets, sinks, storage, small trash containers.	4	303-258-3597/303-582-5426 www.air-o-pure-portables.com	Hillary Kysar, president 1996
34	IMULUS LLC 3005 Sterling Circle, Suite 201 Boulder, CO 80301	19.58% \$1,483,997 \$1,241,000	Interactive design and .Net, iOS, and Rails application development.	15	303-247-0550/303-247-0084 www.imulus.com	Scott Hooten George Morris John Skufca, co-owners 2002
35	OPTIBIKE LLC 3200 28th St. Boulder, CO 80301	19.33% \$1,420,000 \$1,190,000	Custom-made, high-performance electric bikes.	7	303-443-0932/N/A www.optibike.com	Jim Turner, president 1999
36	RODWIN ARCHITECTURE 1245 Pearl St., Suite 202 Boulder, CO 80302	18.87% \$630,000 \$530,000	Architecture, planning, interiors for all project types; residential design/build; green-building consulting.	10	303-413-8556/303-413-8557 www.rodwinarch.com	Scott Rodwin, principal 1999
37	OSMOSIS ARCHITECTURE INC. 290 Second Ave. Niwot, CO 80544-1024	17.14% \$451,000 \$385,000	Architecture: custom residential, production residential, office and retail.	6	303-652-2668/303-652-2717 www.osmosisarchitecture.com	Anne Postle, owner/ principal/architect 1994
38	BETTER BACK STORE OF BOULDER INC. 1664 30th St. Boulder, CO 80301	17.09% \$685,000 \$585,000	Ergonomic office chairs. Electric adjustable stand up desks. Lumbar and seat cushions. Tempur-Pedic beds and pillows.	2	303-442-3998/303-449-4378 www.backstoreboulder.com	Cynthia Marshall, owner 1991
39	CIVILARTS INC. 1860 Lefthand Circle, Suite A Longmont, CO 80501	16.28% \$1,000,000 \$860,000	Civil engineering design for grading and drainage, utility infrastructure, streets, parking and platting. Boundary and Alta surveys, design mapping and subdivision platting.	13	303-682-1131/303-682-1149 www.civilarts.us	Frank Drexel, president 1994
40	BOULDER PHONE INC. 2805 Wilderness Place, Suite 1200 Boulder, CO 80301	15.56% \$260,000 \$225,000	Design, install and maintain voice communication systems and cabling infrastructure.	N/A	303-442-5500/303-442-6708 www.boulderphone.com	David McIntosh, president 1986
41	INSIGHT DESIGNS WEB SOLUTIONS LLC 2006 Broadway, Suite 300 Boulder, CO 80302	13.77% \$1,788,531 \$1,572,075	Full-service interactive agency offering custom digital and print design, custom web and mobile application development and business strategy.	12	303-449-8567/303-449-8568 www.insightdesigns.com	Beth Krodel, co-owner 1999
42	BLUE SPRUCE DESIGN & CONSTRUCTION CO. 8854 Pinecone Lane Niwot, CO 80503	12.17% \$1,290,000 \$1,150,000	General contracting firm focusing on large residential renovations with an emphasis on green building; commercial tenant finish and restaurants.	3	303-652-1150/303-652-1149 www.bluespruceconst.com	Sandra Weeks, president 1997
43	RED WALL COMMUNICATIONS LLC 1541 Chukar Drive Longmont, CO 80504	11.05% \$211,000 \$190,000	Graphic design, advertising, website development.	2	720-494-0916/720-494-0916 www.redwallcom.com	Dan Ditslear Jean Ditslear, co-owners 2002
44	HUSKY SIGNS & GRAPHICS INC. 7340 Valmont Road Boulder, CO 80301	10.17% \$639,000 \$580,000	Graphic design and brand development. Vehicle wraps and fleet-side advertising. Sign fabrication and install, interior corporate environments and retail store front branding.	5	303-442-8262/720-563-0099 www.huskysigns.com	Mark Johnson, president/creative director 1989
45	NEW MEDIA ONE WEB SERVICES CORP. 720 Austin Ave., Suite 202 Erie, CO 80516	10.00% \$275,000 \$250,000	Business class website and email hosting, web development and mobile application development. Experts in e-commerce websites, real estate websites and mobile applications on iPhone, iPad and Android.	3	303-828-9882/303-954-4737 www.NewMediaOne.net	Peter Janett, president 1997
46	PML INC. 1155 S. Main St. Longmont, CO 80501	9.33% \$697,210 \$637,684	Property management and real estate sales.	10	303-772-5891/303-772-3783 www.pmlinc.net	Robert Danos, president 1984
47	RDS ENVIRONMENTAL INC. 11603 Teller St., Suite A Broomfield, CO 80020	7.69% \$1,400,000 \$1,300,000	Environmental testing (radon, mold, lead, asbestos); certified radon laboratory.	8	303-444-5253/303-444-1331 www.rdsenvironmental.com	Tammy Linton, president 1978
48	COUNTRYSIDE ASSET MANAGEMENT CORP. 7490 Clubhouse Road, Suite 201 Boulder, CO 80301	6.90% \$1,508,511 \$1,411,095	CAMC manages apartment communities (multi-family), commercial properties, and HOA's in the Boulder and Denver Metro regions.	18	303-530-0700/303-530-0217 www.csamc.com	John Moritz, co-President Christopher Geer, co-President 1968
49	BOULDER CREEK WINERY 6440 Odell Place Boulder, CO 80301	6.28% \$303,559 \$285,617	Production of wine from Colorado grapes.	6	303-516-9031/303-516-9360 www.bouldercreekwine.com	Jackie Thompson, principal winemaker 2003
50	MOUNTAIN PEAK PRIVATE SCHOOL 1833 Sunset Place Longmont, CO 80501	6.08% \$431,000 \$406,300	Individualized curriculum, small class sizes (16 or less K-6, smaller for pre-school), art, music, French, daily PE, before and after school care.	8	720-494-1622/720-494-7594 www.mountainpeakschool.com	Roberta Tabert, director 2003

Researched by Mariah Gant

Source: Business Report Survey

# Smart training drives DevelopIntelligence

BY SALLY McGRATH  
news@bcbr.com

LOUISVILLE – In an industry steeped in off-the-shelf training, DevelopIntelligence stands out from the crowd, with customized training, higher profit margins and a lean organization.

“Why are we the best? The honest answer is, as a company, we have a good intersection of staff versed in training as well as in technology,” said Kelby Zorgdrager, president of DevelopIntelligence LLC. “The intersection of those two worlds is what we bring to the table. Most companies we compete with are just based on the training.”

The company, founded in 2003, originally provided predesigned training. In 2009, the company switched to customized training with differentiated training for the employee expected to produce code using software tools such as Java, JBoss and Apache versus a manager’s interest in a higher level understanding of how the technology will impact a project.

DevelopIntelligence has increased annual revenue 631 percent from \$226,470 in 2010 to \$1.7 million 2012,



JONATHAN CASTNER

Kelby Zorgdrager, president of Louisville-based DevelopIntelligence LLC, estimates his small company has trained 1,400 engineers in the past year through its custom software-development courses.

placing it No. 1 on the Boulder County Business Report’s Mercury 100 list of fastest-growing companies in Boulder and Broomfield counties for companies reporting less than \$2 million in annual revenue.

In the past year, the company has matured with further customization of its private learning solution, strategic new partnerships and the opening of an office in Boston. Zordrager estimates his company has trained 1,400

engineers in the past year.

In addition, he said, in the past year, “we have forged a few partnerships with some very well-known companies” that are driving the company’s growth.

Chief among those is a partnership with Safari Books Online, the leading on-demand digital library for technology, digital media and business professionals. Through the agreement, DevelopIntelligence will bundle one-year subscriptions to Safari Books Online’s

## DEVELOPINTELLIGENCE LLC

706 Front St. Suite 8  
Louisville, CO  
Kelby Zorgdrager, president  
720-445-4360  
www.developintelligence.com

**Founded:** 2003

**Employees:** 5

**Primary service:** Custom software-development training courses to teams in the areas of Java, Ruby, PHP, HTML5, general web development, open source, mobile development, Agile.

10-slot bookshelf, a \$299 value, for new students attending their software development training courses.

“We are the only technical company that has that relationship with Safari Books Online,” Zorgdrager said. “That was a pretty big win for us.”

While growth has skyrocketed, staffing has remained lean, with the number of core employees remaining at five. The company also uses approximately 30 quality instructors or “practitioners,” as Zorgdrager calls them, who split their time between software development and teaching.

Zorgdrager projects continued growth in the next year with expansion into mobile and cloud computing and a continued emphasis on marketing and sales.

“One of our big pushes is to provide more free online resources,” Zorgdrager said.



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# iSupportU peddles pedal-powered personality

BY HEATHER McWILLIAMS  
news@bcbr.com

BOULDER — iSupportU founder Shaun Oshman began selling information technology services along the Front Range with a couple of grand in cash and a desire to serve the local community.

"I figured I'd continue running the business until the money ran out," Oshman said. Instead, the company just keeps growing.

Founded in 2009, iSupportU LLC's revenue increased 467 percent from \$127,500 in 2010 to \$722,309 in 2012, placing it No. 2 on the Boulder County Business Report's Mercury 100 list of fastest-growing companies in Boulder and Broomfield counties for companies reporting less than \$2 million in annual revenue.



A dedication to the customer, hiring quality people and keeping them happy, and building a connection to the local community propelled iSupportU's growth, Oshman said. He first visited Boulder in 2008 while taking a break from teaching at a school in New Zealand. He liked what he saw and returned a year later, jumping into business ownership and immediately



JONATHAN CASTNER

Shaun Oshman, founder of iSupportU, an IT support and consulting firm, has his staff members ride bicycles on service calls whenever possible. The marketing strategy works and helps employees feel good, too. The company has 10 employees with plans to continue hiring.

building a community connection.

"I joined the chamber of commerce within a day and became a chamber fan boy," Oshman said. He continues to participate in many chamber events, using the opportunity to help others, meet people and grow his business.

Oshman targets clients interested in hiring local, and he adds a Boulder-style twist. Rather than drive to appointments in a car wrapped with a company

logo like some national chains, iSupportU techs use pedal power.

"If we have a client within biking distance, we will do whatever we can to get there on bike," Oshman said. The marketing strategy works and helps employees feel good, too. The company has 10 employees with plans to continue hiring.

More than half of iSupportU's work comes from business support and con-

## iSUPPORTU LLC

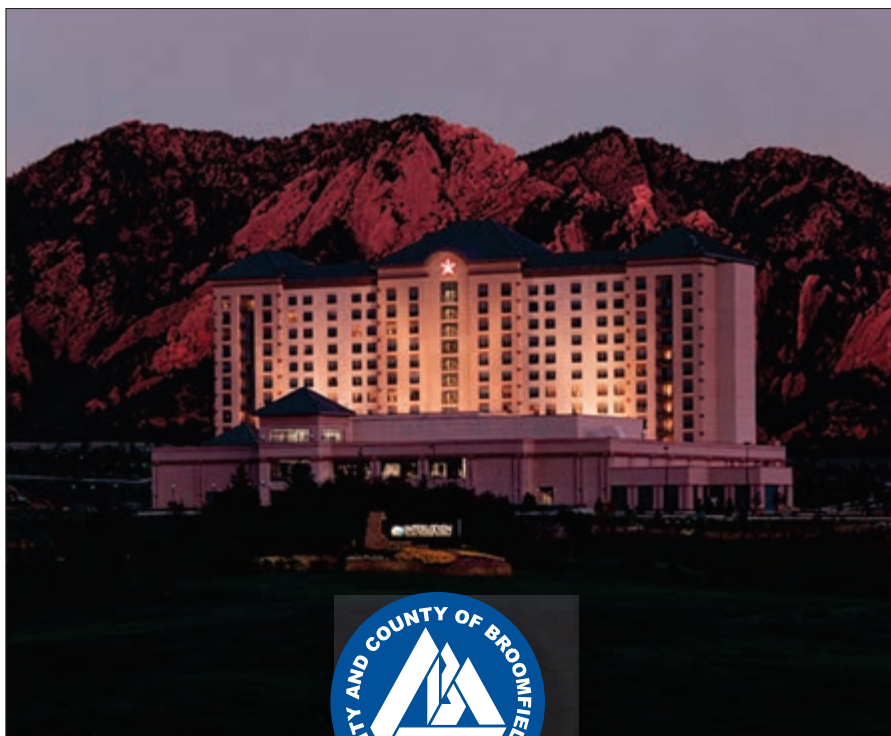
1825 Pearl St., Suite A  
Boulder, CO  
Shaun Oshman, founder/CEO  
303-851-1787  
**Founded:** 2009  
**Employees:** 10  
**Primary service:** Business IT support/consulting, website design, computer/phone repair, phone systems.

sulting, with a growing managed services offering. It's a cost-effective way to get quality, local IT support, Oshman said. Some business customers start as individual clients, like what they see, and bring their businesses on board. However clients connect with iSupportU, a drive to learn and grow make the relationship a good match. If clients succeed then iSupport U will, too.

"Our goal here, no matter what anyone is doing, is to make technology work for you," Oshman said. "To be that thing that makes your life better and makes your life simpler."

The company also offers training, primarily in Google Apps and WordPress. Oshman's time as a teacher helped in developing his ability to teach technology and it's a favorite part of the job in a business that's all-around satisfying. That makes any extra hours or weekends worth it, he said.

"My office is amazing. I love being here and the people I work with."



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# Revenue blossoms in sunshine at Goddess Garden

BY ELIZABETH GOLD  
news@bcbr.com

BOULDER - Nova Covington refers to the Goddess Garden line of natural sunscreens as her middle child – birthed between her 2-year-old and 9-year-old daughters.

“And just like a middle child, this one takes up a lot of time and is a little more demanding than the others,” she said.

Covington launched Goddess Garden in 2004 with organic skin-care products because her first child had allergies to synthetic chemicals found in traditional bath products.

“We sold about 50 products to spas,” she said.

“In 2008, though, I could tell that my spa clients were getting shaky, so I looked ahead and made a risky move – a good one in hindsight.”

The move was to drop the spa products and focus solely on a line of organic sunscreens. In 2009, Covington rebranded her company and brought them to market.

With 92 percent organic ingredients, Green Goddess has made natural sunscreens more usable and, considering the increase in revenue, more in demand.



JONATHAN CASTNER

Nova Covington launched Goddess Garden in 2004 with organic skin-care products because her first child had allergies to synthetic chemicals found in traditional bath products.

Green Goddess has increased annual revenue 395 percent from \$303,000 in 2010 to \$1.5 million in 2012, placing it No. 3 on the Boulder County Business Report's Mercury 100 list of fastest-growing companies in Boulder and Broomfield counties for companies reporting less than \$2 million in annual revenue.

Green Goddess sunscreens are made with minerals that naturally occur in the earth: zinc oxide and titanium dioxide. As opposed to the blocking chemicals in traditional

sunscreens that absorb into the skin, this one blocks ultraviolet sun rays by bouncing them off the skin.

And instead of needing 20 minutes to be effective, Green Goddess sunscreens are effective immediately.

Green Goddess products also come in interesting packages.

Last year, the company brought the first natural mineral sunscreen armed with a trigger spray to market. This year, the company introduced another first-to-market innovation: the first

## GODDESS GARDEN

6525 Gunpark Drive, Suite 370-415  
Boulder, CO  
Nova Covington, founder/CEO  
303-651-3678  
www.goddessgarden.com

**Founded:** 2004

**Employees:** 14

**Primary service:** Organic sunscreen products.

natural mineral sunscreen that's dispensed through a continuous spray.

Along with the innovative product, Covington credits distribution as one of the major success factors for her company.

In 2011 she dipped her toes into distribution in Canada and by 2012 signed on with the largest distributors available there.

“Until 2012 we did all direct shipping in the U.S., and now we use distributors here as well,” Covington said. “It's really helped our growth strategy and has more than doubled our store count in the U.S.”

She refers to the company's team as another success factor.

“Our national sales manager came from Starbucks, our director of marketing came from Larabars, and our supply chain manager came from Xilinx.”

“My husband, Paul Halter, does product formulation and has a degree in nutritional science and a master's degree from the University of Colorado-Boulder as well as 10 years with IBM.”

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# HOMER helps bring renewable energy home

BY HEATHER McWILLIAMS

news@bcbcr.com

BOULDER — With more than a billion people living without electricity across the globe and little chance of getting conventional utilities soon, many innovators pinned their hopes on renewable energy, but clean-energy solutions such as wind and solar come with their own set of challenges.

"That's why we created HOMER," said Peter Lilienthal, chief executive officer of HOMER Energy LLC, a software and consulting company that helps people in remote areas create reliable energy systems using large portions of clean energy.

HOMER software, or the Hybrid Optimization Model for Electric Renewables, began when Lilienthal worked at the Boulder-based and federally funded National Renewable Energy Laboratory. He commercialized the product in 2009 and founded HOMER Energy. Company revenue soared since then.

HOMER Energy has increased annual revenue 232 percent from \$167,302 in 2010 to \$555,916 in 2012,



BCBR FILE PHOTOGRAPH/JONATHAN CASTNER

Peter Lilienthal is chief executive officer of HOMER Energy LLC, a software and consulting company that helps people in remote areas create reliable energy systems using large portions of clean energy.

placing it No. 4 on the Boulder County Business Report's Mercury 100 list of fastest-growing companies in Boulder and Broomfield counties for companies reporting less than \$2 million in annual revenue.

HOMER's 14 employees are Boulder-based, but the company does 75 percent of its business in remote regions of the world devoid of reliable power sources. Downloads of HOMER software have now approached 100,000,

and the company's consulting and training service clients include for the U.S. military, The World Bank, small islands and college campuses.

Proper timing with an emerging market, its NREL connection, a focus on business growth and Lilienthal's own expertise spurred HOMER's growth, said Marilyn Walker, HOMER Energy's chief operating officer.

"Peter is arguably the world's expert on hybrid systems, and it's a bril-

## HOMER ENERGY LLC

2334 Broadway, Suite B  
Boulder, CO

Peter Lilienthal, CEO

720-565-4046

www.homerenergy.com

Founded: 2009

Employees: 14

Primary service: Software and consulting for hybrid renewable power systems.

liant piece of software," Walker said. Additionally, HOMER's history with NREL and its outstanding international reputation in renewable energy opens doors for the company.

Increased oil prices, a drop in the cost of renewable products, such as photovoltaic cells, and an increased interest in emergency preparedness after numerous extreme weather events around the world made it the right to for growth in HOMER's niche market, what Lilienthal calls microgrids.

A microgrid is a small energy system that depends primarily on renewable energy rather than diesel fuel, gas or electricity from a grid, he said. HOMER analyzes these systems identifying gaps in service and offers solutions on how to fill those gaps. The microgrid then becomes reliable, safe and cost effective but still based mostly on renewable energy sources.

# Voltage keeps cranking up marketing power

BY DALLAS HELTZELL

dheltzell@bcbcr.com

LOUISVILLE — Eric Fowles' latest mission has taken him — or at least his company's reach — overseas.

Buoyed by the Webby award his team at Voltage Advertising & Design won for redesigning Reebok's e-commerce website, Fowles' company landed two major European clients: Swedish sporting-goods company Fjallraven and German bootmaker Hanwag.

Fowles always has been a man on a mission — whether it's the two years he served as a Mormon missionary in Paraguay, his role as father of six children, or his time behind the wheel of The Beast, a white 15-passenger van he uses as a recruiting tool to bring young new talent into his growing five-year-old business based in Louisville.

That sense of purpose has helped him propel Voltage to No. 5 on the Boulder County Business Report's Mercury 100 list of fastest-growing private companies based in Boulder and Broomfield counties that report annual revenue of less than \$2 mil-



PETER WAYNE

Voltage Advertising & Design owner Eric Fowles gets a charge out of a surfboard given to his company by one of its clients in honor of the Internet sites it builds to lure web surfers.

lion. Voltage reported a 175 percent increase in revenue from \$400,000 in 2010 to \$1.1 million in 2012.

Fowles credits doing "honest, straightforward business" for that growth. "We just keep our noses to the grindstone, do the best work we can, build the best team we can and keep everyone engaged," he said. "We're getting in front of a lot of big clients now."

The list is long: Major accounts

such as Centura Health and Smashburger, local players such as Xcel Energy, Boulder-based Cloud 9 Living and The Broadmoor hotel in Colorado Springs, and even a few quirky clients such as Big Chill, manufacturers of retro appliances.

Fowles also has added a video producer to enhance Voltage's rebranding muscle and launched TypeFreak.com to market his growing list of award-winning fonts. His team also is build-

## VOLTAGE ADVERTISING & DESIGN LTD.

901 Front St., Suite 340  
Louisville, CO

Eric Fowles, owner

303-664-1687

www.voltagead.com

Founded: 2008

Employees: 14

Primary service: Branding and identity, web and interactive, print design and packaging.

ing an app for Kong dog products.

Fowles, 39, graduated from Brigham Young University in Provo, Utah, with a degree in graphic arts and a clearly defined set of values.

"My faith absolutely has an influence on our business," he said, "the way we treat people, clients, and the office environment. I hope our agency is different in the fact that family is very important, and even though we do have tough deadlines, we believe a proper balance is needed to be creative and keep a positive work environment. As long as people are meeting their deadlines we're really laid back about time off, etc."

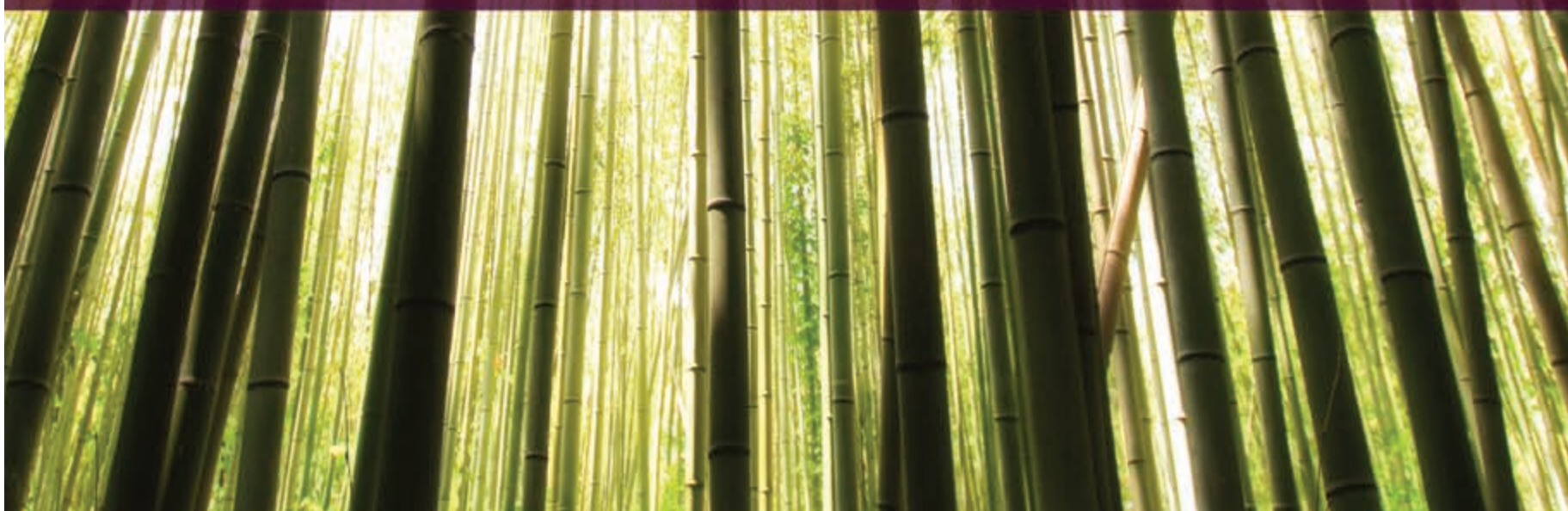
And then there's the honesty.

"Sometimes you make a mistake, and you have to 'fess up to it. People respect you for that, and they'll come back and do business with you again."



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## Tight rental market spurs apartments

BY BETH POTTER

bpotter@bcbr.com

BOULDER – About 2,700 apartments are getting built or are in the planning stages in the Boulder Valley, according to statistics from ARA Colorado, an investment firm.

There's been a pent-up demand for rentals in Boulder County for years and a limited supply – something that could change with the new multi-family projects coming online, said Terrance Hunt, a principal at ARA's Denver office, a division of Atlanta-based ARA, an investment firm that focuses exclusively on multifamily housing.

But while new apartment com-

“ (Boulder) is one of the most popular places to live on the Front Range, so demand is expected to absorb this pretty quickly.

You'll always have people who want to live in Boulder because of the lifestyle.”

**Terrance Hunt**  
PRINCIPAL,  
ARA COLORADO

plexes opening in the next several months may slow rent rate increases in Boulder, they won't stop them, Hunt said.

Boulder “is one of the most popu-



DOUG STORUM

Construction is under way on the Camden Flatirons apartment complex at 120 Edgeview Drive in the Interlocken business park in Broomfield. It will have 424 units when completed.

lar places to live on the Front Range, so demand is expected to absorb this pretty quickly,” Hunt said. “You'll always have people who want to live in Boulder because of the lifestyle.”

New luxury apartment projects include 319 apartments being built at 3100 Pearl St. in the new Boulder Junction development, Hunt said.

Renters who are priced out of Boulder will be happy to see some of the potentially more affordable options being built in the U.S. Highway 36 corridor, Hunt said. That includes the

272 apartments being built as part of the Arista Uptown project near the southeast corner of U.S. 36 and Wadsworth Parkway. More recently, the Camden Flatirons apartment complex was started at 120 Edgeview Drive. It will have 424 units when completed.

Many of the apartments, including those at Arista, are being built in areas originally planned for condominiums, Hunt said. More apartments are being built as the condo market lags, not only in the Boulder Valley but around the nation, he said.

“The single-family (home market) is now really starting to recover, and condos will follow that as pricing gets higher and higher,” Hunt said.

What that means for investors is even more apartment projects proposed for the future, said Cary Breutig, principal at Apartment Insights, a consulting firm that works with ARA in Denver.

The Boulder South submarket has the second lowest vacancy rate in the metro area at 2.35 percent, accord-

► See **Apartments, 19A**

## Commercial lease rates growing with economy

BY BETH POTTER

bpotter@bcbr.com

BOULDER – With the local and national economy picking up, lease rates have increased 33 percent on commercial properties at key locations in downtown Boulder, while vacancy rates have been dropping, brokers in the region said.

Triple net listing rates have risen to \$24 to \$32 per square foot for buildings downtown in the past year and a half, from \$19 per square foot. That creates more interest in commercial business parks in east Boulder, said Wade Wimmer, a senior associate at CB Richard Ellis commercial brokerage in the Boul-

“ Many companies (downtown) are making real estate decisions based on the lack of larger space and rising lease rates.”

**Wade Wimmer**  
SENIOR ASSOCIATE,  
CB RICHARD ELLIS

der/Denver corridor, who works with several Boulder clients. Triple net lease rates – where the tenant pays real estate taxes, building insurance and maintenance – are the most common leases used for commercial buildings.

“Many companies (downtown) are making real estate decisions based on the lack of larger space and

rising lease rates,” Wimmer said.

Food and beverage industry companies are driving a bit of the growth, said Andrew Freeman, managing broker at Boulder-based Freeman Myre Inc. He highlighted food-distribution and food-processing companies such as Fresca Foods Inc. in the Colorado Technology Center business park in Louisville

and Udi's Healthy Foods, which focuses on gluten-free products and is owned by Niwot-based Boulder Brands Inc. (Nasdaq: BDBD), which is itself growing and moving to downtown Boulder, the company has said.

Contract food maker Fresca recently announced it had opened a new, 120,000-square-foot warehouse space in Aurora to help manage growth of client companies. Denver-based Udi's reported about \$95 million in sales in 2012 and has plans to grow.

Avery Brewing Co. in December bought at 5.6-acre property at 4910 and 4920 Nautilus Court in

► See **Commercial, 19A**

# Longmont to get first cohousing community

## Development slated for site of dairy farm

BY VALERIE GLEATON  
news@bcbr.com

LONGMONT —Boulder-based Wonderland Hill Development Co. hopes this year to move forward with Bohn Farm Cohousing Community, a new project in Longmont.

As the largest cohousing developer in the nation, Wonderland Hill, founded by Jim Leach, already has developed 22 cohousing communities, mostly in Colorado and California, including communities in Denver, Colorado Springs, Golden, Lafayette, Littleton, Lyons, two in Fort Collins and three in Boulder (with one more, Washington Hill, in development in central Boulder).

Bohn Farm will be Longmont's first cohousing community. Located on six acres at the site of the old Bohn Dairy Farm, the development will include approximately 32 individual units. The exact number of units and their cost will be determined by the community members as the project progresses.

Peter Spaulding, Wonderland Hill's marketing director and project manager for the Bohn Farm development, estimated that the development will open sometime during the fall of 2015.

The Bohn Farm location has been of interest to cohousing advocates for some time, but Spaulding said the economic timing hadn't been right until now. However, he said the chances of success this time around look good.

"The landowner would like to see cohousing go onto that land, and he would like for the history of the area to stay on that site," Spaulding said. "Hence the name, Bohn Farm Cohousing Community."

Using a database compiled over the past decade by Longmont cohousing advocate Christina Hildebrandt, Spaulding sent an email in early May to gauge interest in the project. He said that within two days he received approximately 35 responses from potential community members interested in investing in the site.



PHOTO COURTESY WONDERLAND HILL DEVELOPMENT CO.

A six-acre tract south of Third Avenue and Francis Street in southwest Longmont, which had been a dairy farm, will be the site of the Bohn Farm Cohousing Community.

"We're just starting from ground zero to build the community now, but so far the response has been very strong," Spaulding said.

On the housing spectrum, "cohousing" falls somewhere between "communes" and "condominiums." Although the specifics of Bohn Farm have yet to be decided, in a typical cohousing community, tenants live side by side in individual units, sharing common areas such as laundry facilities, dining and gathering spaces, parks, and gardens.

"When we design for cohousing, we're really trying to optimize these homes so that they're 'right sized' for the people living there," Spaulding said. "Most people who are interested in cohousing are looking to pare down. They don't want a lot of extra 'stuff' in their lives."

Part of that goal means looking for ways to share resources — for instance, having one communal laundry facility instead of individual laundry rooms in each home.

"Let's say a laundry room in a typical home costs \$10,000. If you remove that cost for 30 units, that's \$300,000," Spaulding said. "Now you can take that money and build a very efficient community laundry room, plus have money left over for the construction of something else, like a common gathering space."

Energy is another important sustainability factor.

"Our goal at Wonderland Hill is to



“The landowner would like to see cohousing go onto that land, and he would like for the history of the area to stay on that site.”

**Peter Spaulding**  
MARKETING DIRECTOR,  
WONDERLAND HILL DEVELOPMENT CO.

develop net-zero cohousing projects with very small carbon footprints," Spaulding said. The company's current development, Washington Hill, is to be a carbon-neutral community that utilizes solar and geothermal energy and passive-thermal heating, features that Bohn Farm will likely include as well.

Agriculture also will be a key focus at the Bohn Farm Cohousing Community.

Another major difference between cohousing and other types of housing (apartments, townhomes, condos) is the fact that in a cohousing development, power rests with the community rather than the developer, with community members calling the shots from the beginning.


"When you are launching a cohousing development, the com-

munity members are the ones voting and making decisions throughout the entire process," Spaulding said. "It's a much more democratic model than when you have a builder who comes in and builds and then just says, 'Here it is and here are the rules.'"

To that end, as one of the first steps in the cohousing process, Wonderland Hill involves potential community members in what it calls its "Getting It Built" workshops. These workshops not only serve as a forum to discuss and vote on project design, but as training sessions to learn how to make democratic decisions as a community.

"It's a new style of living, with a lot more interaction," Spaulding said.

For more information about Bohn Farm Cohousing Community, email Spaulding at peter@whdc.com.




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**APARTMENTS** from 17A

ing to Apartment Insights, followed by Longmont, with a 2.94 percent vacancy rate.

In Longmont, the most visible multifamily project on the horizon is the \$21 million Roosevelt Park Apartments at the northwest corner of Longs Peak Avenue and Main Street. The mixed-use development with 115 apartments is slated to open late this year, said Cotton Burden, the developer, who heads Burden Inc. in Niwot.

The four-story development is billed as the first high-end complex built along Longmont's Main Street corridor. Burden said he has been busy talking to potential commercial tenants for planned restaurant and retail space in the development.

Other apartment complexes in the works:

- Alta Harvest Station: 297 apartments near the southeast corner of

Wadsworth and 118th Avenue in Broomfield. Wood Partners' Greenwood Village office is the developer

- AMLI at Interlocken: 343 apartments in the Arista neighborhood near the 1stBank Center arena in the Interlocken business park in Broomfield. Chicago-based AMLI Residential is the developer.

- Carmel Flatirons: 220 apartments at 200 Summit Blvd. in Broomfield. Carmel Partners, based in San Francisco, is the developer.

- Retreat at the Flatirons: 374 apartments near the Northwest Parkway in the Via Varra neighborhood. Denver-based Etkin Johnson Group is the developer.

- North Main at Steel Ranch: 225 apartments at the northwest corner of South Boulder Road and Colorado Highway 52. Confluence Partners LLC in Denver is the developer.

**COMMERCIAL** from 17A

the Twin Lakes Technological Park in northeast Boulder with plans to open a brewery and restaurant in mid-2014. Boulder-based Upslope Brewing Co. opened a new brewery, tasting room and café in a 12,150-square-foot space in Flatiron Park at the end of April. Upslope also has a brewery and tasting room at 1501 Lee Hill Road.

"We're seeing a lot of demand from companies that are in a growth mode right now," Freeman said.

Even relatively small commercial spaces – as small as 2,000 square feet – are getting leased up by companies, Freeman said.

Two companies in the aerospace industry also have taken additional square footage in recent months, Freeman said. Sierra Nevada Corp., which is building the DreamChaser spacecraft with NASA contracts, leased another 50,000 square feet near its current Louisville location, Freeman said. Ball Aerospace and Technologies Corp. said it had leased a 40,000-square-foot space in Lafayette recently for information technology expansion.

Also in the technology world, RealD Inc. (NYSE: RLD) said it would keep its research and development center at a 55,770-square-foot Boulder location in Flatiron Park. The 3-D movie and video technology company plans to expand in coming years, the company has said previously. RealD also said it would move some employees to a facility at 5335 Sterling Circle. The company in March received \$80,000 in business incentive rebates from the city of Boulder.

Vacancy rates around 5 percent in downtown Boulder are expected to push lease rates up soon, said Becky Callan Gamble at Dean Callan & Co.

"We're still a little bit away from that, but if you look generally at the office market, absorption is trending up and vacancy is trending down," Gamble said. "Lease rates generally are still flat, but I think we're really close to seeing the rates be pushed

now."

As companies search for space, amenities are important, Gamble said.

Gamble highlighted the new Upslope location in Flatiron Park and the food trucks that drive into office parks.

In Longmont, vacancy rates are virtually unchanged from a year ago, with an 18.5 percent vacancy rate, said John Cody, president and chief executive of the Longmont Area Economic Council. The high vacancy rate was pushed up about a year ago by the now-vacant former Butterball turkey plant on Main Street, which is almost 400,000 square feet, Cody said.

In Broomfield, the commercial vacancy rate is 12 percent for the first quarter, according to information provided by the city's economic development office.

Food production is a growing industry in Broomfield, said Anne Lane, a city economic development specialist. She pointed to commercial kitchen companies The Kitchen Coop at 8835 W. 116th Circle, and Pumpkin Blossom Bakery and Eatery LLC at 1450 Midway Blvd. as two that are helping other small food companies get started.

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# BUSINESS REPORT LIST RESIDENTIAL REAL ESTATE BROKERAGES

(Brokerages in Boulder and Broomfield counties ranked by dollar volume of local sales.\*)

RANK	Company	Dollar volume of sales in Boulder and Broomfield counties 2012 2011	No. of sales closed in Boulder and Broomfield counties 2012 2011	Gross commissions 2012 No. of FT licensed agents in Boulder and Broomfield counties only	No. of current listings in area Average price	Person in charge Year founded Website
1	RE/MAX ALLIANCE1 4770 Baseline Road, Suite 200 Boulder, CO 80303 303-499-9880	\$585,118,313 \$428,724,126	1,794 952	\$14,659,468 144	211 \$611,394	Greg Smith, managing broker 1984 www.homesincolorado.com
2	RE/MAX OF BOULDER INC. 2425 Canyon Blvd., Suite 110 Boulder, CO 80302 303-449-7000	\$548,694,365 \$505,438,764	1,246 1,206	N/A 95	298 \$569,000	D.B. Wilson, manager 1977 www.boulderco.com
3	WRIGHT KINGDOM REAL ESTATE 4875 Pearl East Circle, Suite 100 Boulder, CO 80301 303-443-2240	\$298,453,186 \$234,734,270	641 569	N/A 80	153 \$653,500	Lew Kingdom, managing broker 1976 www.wkre.com
4	COLORADO LANDMARK REALTORS 2350 Broadway Boulder, CO 80304 303-443-3377	\$188,085,651 \$161,673,000	345 285	\$4,478,101 45	67 \$1,094,267	Joel Ripmaster, broker/owner 1977 www.coloradolandmark.com
5	8Z REAL ESTATE 4041 Hanover Ave., Suite 200 Boulder, CO 80305 303-543-3083	\$141,057,273 \$80,244,565	328 219	N/A 14	N/A N/A	Lane Hornung, founder 2009 www.8z.com / www.COhomefinder.com
6	FULLER SOTHEBY'S INTERNATIONAL GROUP 1050 Walnut St. Boulder, CO 80302 303-443-6161	\$82,983,060 \$56,393,467	149 108	\$1,975,308 12	44 \$1,908,496	Shannel Alene Ryan, vice president, sales and marketing 2008 www.fullersothebysrealty.com
7	BODIN REALTY INTERNATIONAL 1805 29th St., No. 1140 Boulder, CO 80301 303-447-2000	\$72,964,281 \$55,635,551	201 141	\$1,872,435 25	33 \$470,488	Jim Bodin, broker/owner 1966 www.bodinrealty.com
8	PRUDENTIAL ROCKY MOUNTAIN REALTORS 275 S. Main St., Suite 109 Longmont, CO 80501 303-772-2222	\$40,000,000 \$45,000,000	107 112	N/A 25	152 \$430,000	Don Rulle, broker 1992 http://prudentialr.com
9	TURNER REALTY OF LONGMONT 425 Coffman St. Longmont, CO 80501 303-776-1105	\$9,000,000 \$6,000,000	19 25	N/A 3	13 \$950,000	Arnold Turner, president Darrel Turner, vice president, managing broker 1962 www.turnerrealtyoflongmont.com
10	PROPERTY MANAGEMENT PLUS REALTY LLC 421 21st St., Suite 14 Longmont, CO 80501-2708 303-772-5812	\$4,078,400 \$2,398,540	10 15	N/A 3	N/A N/A	Karen Epperson, co-owner 1992 http://pmprealty.com
11	GOLD COUNTRY REALTY - JAMESTOWN 108 Main St. Jamestown, CO 80455 303-459-0203	\$950,000 \$1,409,000	6 7	N/A 1	3 \$225,000	David Mans, broker/owner 1986 www.davidmans.com

\*Second ranking criteria is number of full-time licensed agents.


N/A: Not available.

Coldwell Banker Residential Brokerage was unable to provide local numbers for the list.

1 Numbers are for five Boulder and Broomfield county locations.

Researched by Mariah Gant

Source: Business Report Survey




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# Green Building Guild lists award finalists

*Winners to be named at Boulder Earth Conference June 12*

BY HENRY MUELLER  
AND MARAH BRADLEY

Colorado Green Building Guild

**BOULDER** — The nonprofit Colorado Green Building Guild has announced the finalists for its second annual Boulder Valley Green Building Awards.

Winners will be announced at the Boulder County Business Report's Boulder Earth Conference (formerly the Green Summit) to be held Wednesday, June 12, at the Boulder Theater and Rembrandt Yard in Boulder.

Here are the categories and finalists.

## Green Cutting Edge

**Best new building or retrofit incorporating cutting-edge technologies that advance green sustainable building practices:**

**Golden Hoof:** The project is about taking a worn-out horse and party property and turning it into a sustainable, local food-producing, community building farm. This project involves the building of a main house, agricultural dwelling unit, studio, greenhouse and leach field along with the deconstruction of several buildings and fencing on a farm.

**Westby-Moss Residential Greenhouse:** Although considered cutting edge today, this entry incorporates the 1970s concept of the Earth-Ship. The design intention was a zero-energy, off-the-grid, architecturally integrated solar greenhouse, creating a self-sustaining multifamily or single-family residence.

**WW Reynolds Portfolio Upgrade:** Although not necessarily Green Cutting Edge, this entry is being considered for a separate Special Rec-



COURTESY VIA MOBILITY SERVICES

Via Mobility Services' new building in Boulder is a finalist in the Green Commercial New Construction category. It contains administration and maintenance facilities for the nonprofit agency that provides transportation services to seniors and people with disabilities who reside in Boulder County. It incorporates green-building features such as a solar panel array, low VOC interior finishes and natural day-lighting. The building also includes water-reducing plumbing fixtures, extensive use of recycled materials, a radiant floor slab in the garage/maintenance area and self-dimming and occupancy sensing lighting.

**Recognition Award.** This company, one of the largest commercial property owners in Boulder, has leveraged EnergySmart and Xcel Energy Inc. rebates and services to retrofit nearly 1 million square feet of its commercial properties. This property owner is leading the way, upgrading its commercial buildings as well as helping tenants save money and hedge against rising utility rates.

## Green Adaptive Reuse of an Existing Building

**Best adaptation of an existing building to another use:**

**Candy Shop Creative Offices:** A former candy store, egg roll restaurant, and in more recent years a porn outlet, the building has been renovated into office space offering open plan work stations for multiple businesses. This project features reclaimed gymnasium flooring, energy efficient lighting upgrades, dual-flush toilets and a low-flow showerhead, high-efficiency windows, and the use of recycled materials.

**Alfalfa's Market:** This grocery store has taken a sustainable approach in terms of food as well as the way it does business. Alfalfa's features a

green refrigeration system to reduce energy use, energy-efficient lighting with controls and sensors, water-conserving fixtures, a green cleaning program, an electric vehicle delivery program and offers customers the ability to recycle packaging waste and charge their electric cars.

## Green Commercial New Construction

**Best green newly constructed commercial building incorporating sustainable or energy-efficient techniques and technologies:**

**Via Mobility Services:** This building contains administration and maintenance facilities for the nonprofit agency that provides transportation services to seniors and people with disabilities residing in Boulder County. It incorporates such green-building features as a solar panel array, low-VOC interior finishes and natural day-lighting. The building also includes water-reducing plumbing fixtures, extensive use of recycled materials, a radiant floor slab in the garage/maintenance area and self-dimming and occupancy sensing lighting.

**Quick Left:** This software development company needed a design solution to accommodate its new location and growing business, the main stipulation being employee health and productivity. The design incorporated natural day-lighting, energy-efficient lighting, minimal off-gassing finishes and an oxygen-infusing interior garden, as well as reclaimed, surplus and recycled materials in an aesthetically pleasing environment.

## Green Improvement on a Commercial Building

**Best retrofit or major remodel of an existing commercial building incorporating sustainable or energy-efficient techniques and technologies:**

**West End Plaza:** This mixed-use project comprised of commercial office space, restaurants, residential units and underground parking hopes to act as a showcase for the energy-saving potential of buildings located on the Pearl Street Mall. To date, the project has received a full energy-efficient

lighting retrofit including the exterior, basement parking, and four levels of commercial interiors and residential space. Other features include bamboo and reclaimed hardwood flooring and the use of beetle-kill pine and low-VOC paints. Recycling and composting are available to all tenants.

**Boulder Creek Quality Inn & Suites:** An Energy Star-rated building, Boulder Creek offers guests an introduction to Boulder's eco-friendly disposition. With 23.5 kilowatts worth of solar panels, LED lighting, a guest bicycle program, EnergySaver electronic equipment, water-conserving fixtures, green key cards, composting and recycling, and a towel and linen reuse program, this management is committed to being a model of sustainable business practices.

## Green Institutional Building

**Best use of sustainable building practices and green strategies within an institutional building:**

**NIST/Department of Commerce:** The new Precision Measurement Laboratory is one of the most advanced facilities in the world for research at the frontiers of measurement science. PML was awarded LEED Gold certification for new construction by the United States Green Building Council. The building consolidates many high energy use campus laboratories into a single energy-efficient building. This is one of the few laboratory buildings in the nation to receive a LEED Platinum certification, as well as, the Xcel Energy Design Assistance Achievement Award for energy conservation. This is an example of green design in a building type that is usually considered an "energy hog."

## Green Multi-Residential Building

**Best apartment building, dorm, or communal-living venue incorporating green building initiatives:**

**Boulder County Housing Authority: Josephine Commons,** an affordable senior-housing complex located in Lafayette, features 100 kilowatts of solar panels, a ground-source thermal exchange system, energy-efficient

► See **Award, 23A**



COURTESY BOULDER HOUSING PARTNERS

Boulder Housing Partners' Red Oak Park in Boulder, an affordable-housing complex developed in place of an existing mobile home park, is a finalist in the Green Multi-Residential Building category. The project has 59 separate Energy Star-certified units with electricity provided by solar panels. Units include Energy Star appliances, water-conserving fixtures and energy-efficient lighting. Nearly 400 tons of waste was salvaged and recycled during the deconstruction process in order to comply with Boulder's GreenPoints requirements.

# Get building you want, not just what's required

Many of us think we know what we want when we go to build or remodel, until the questions begin: How green do we want our finishes? What energy performance level are we looking for? What about water and material efficiency? How do we want to feel in our new space?

The good news is that many building decisions regarding green and efficiency are driven by code and building science.

These will generally get you to the building you are required to have. Getting the building you want takes a little more effort and a lot more knowledge. That knowledge, however, can be organized into a few key tips:

How green do you want your building materials? The bottom line for green materials: forget all the media hype and branding claims. The things that make something green versus not are the green standards. All building materials have standards; green standards identify the product's attributes that help it pollute less, use fewer virgin materials or use less water or energy. Paint, for example, can have huge impact on the quality of your indoor air. If you want a building that does not make you sick, reference the green standards which restrict emissions that affect indoor air pollution and can cause health risks to occupants. Most, if not all,

building materials have green standards that you can reference to assure how you will feel in your new space.

What energy performance level?

Energy performance is easily measured with your utility bill, capturing both electric and gas use. The oft-used term "net zero" refers to a building that, over the course of a year, creates all of its energy on site and does not take energy from the utility grid — netting a zero energy



**GUEST OPINION**  
ml Robles

use. This, however, does not provide the entire picture. Energy performance includes where and how energy is being used, not just how much is offset by onsite renewable energy.

The first consideration in energy performance is to reduce the energy need. For example, in an office setting, the No. 1 electricity use is lighting. Building science will assist in selecting the most energy-efficient light fixtures and installing motion sensors to turn off lights in an empty space. Electric lights, however, never have been proved to increase occupant well-being. Daylight has — and, if designed for correctly, can increase a building's energy performance and create well-

## WHENEVER THERE

is an energy-use consideration, lurking close by there is usually a regenerative option such as daylight, sunshine, precipitation or wind.

being in the form of less absenteeism, increased learning capacity, and quicker healing. And it's free!

Whenever there is an energy-use consideration, lurking close by there is usually a regenerative option such as daylight, sunshine, precipitation or wind.

What about material efficiency? The building-material market is flooded with recycled and bio content, sustainably harvested and local products. This is capitalism at its best; the market has stepped up to provide more responsible materials. What is rarely considered is the possibility of using fewer materials. For example, a structural floor, be it concrete or a wood deck, to remain as the finished floor; or that the wall is one product including structure, insulation and finishes (such as an SIP-structural insulated panel).

Material that will age in place, grow a patina, and become more beautiful with time will not only use resources more efficiently at installation but will continue to save maintenance time, money, and material as well as provide a beauty bonus.

How do we want to feel in our new space? I am pretty sure this question is rarely if ever asked. Yet, we spend up to 90 percent of our time in buildings which can impact our physical and emotional health. Think about what you want your building to give back to you. Health? Joy? Inspiration?

A quick recap of the tips to getting the building you want:

- Ask for the green standard for your materials and systems so you can decide what attributes are green for you.
- Consider a regenerative option for your materials and systems which can often reduce energy use and create wellbeing.
- Use fewer materials and no finish materials that can age in place.
- Don't forget to put the question of how you will feel in the space on the table. After all, it is your building, and you should get what you want.

*ml Robles, an architect at Studio Points and a researcher at PatternMapping, is author of the "Better Buildings Guide." She can be reached at 303-443-1945 or ml@studiopoints.com.*

## AWARD from 22A

lighting with sensors, sustainable wood flooring, low-VOC paints and a "free table" program offering residents the ability to donate and reuse household items.

Boulder Housing Partners: Red Oak Park, an affordable-housing complex developed in place of an existing mobile home park, aims to promote a healthy living environment for its residents. This project features 59 separate Energy Star-certified units with electricity provided by a total of 140 kilowatts of solar panels. Units include Energy Star appliances, water-conserving fixtures and energy-efficient lighting. Nearly 400 tons of waste was salvaged and recycled during the deconstruction process in order to comply with Boulder's GreenPoints requirements.

## Green Residential New Construction

### Outstanding new green homes:

O'Connor Residence: This home is a Fourmile Fire rebuild focusing on simple form and a smaller quality home, compared with the one lost to the fire, using planet-friendly materials and sustainable energy-saving strategies. These include a passive solar design complemented by an active solar array, and the use of green materials in a calm and grounded living environment.

Sunshine Straw Bale House: Also a Fourmile Fire rebuild, the home is targeted to be one of the first passive houses in Colorado and potentially the first straw bale passive house in

the United States. This house uses a prefabricated straw bale system, triple-pane European windows, radiant heating, an ERV post-heater, a 5-kilowatt photovoltaic system and a heat-pump hot water heater. all of which adds up to a near zero-energy home. It also uses recycled roofing insulation, has lime plastered walls with innovative plumbing and is landscaped with a native mountain grass mix to conserve water.

## Green Residential Remodel

### Best sustainable remodels or energy efficient retrofits of existing homes:

Cowles Residence: The primary virtue of the house, and what makes it unusual, is the rehabilitation of this home built in 1873 transforming it into a high-performing LEED Platinum building that contributes to the character of the neighborhood. It is likely one of the smallest LEED Platinum houses in the nation, and one of the very few LEED Platinum houses without onsite solar.

Boulder ZED Spec Home: This house is a complete "super green" remodel and addition project that anticipates the future redevelopment of much of Boulder's aging mid-century housing stock, and provides an example of what is possible on a nationwide scale. This house meets the local real estate market with a Boulder 'affordable' price tag and dispels the myth that a super green, healthy, comfortable home has to have a price tag of the ubiquitous trophy home.

## AVIATION from 6A

and Boise, Idaho. They employ 100 people, half of whom are pilots.

Most Mountain Aviation clients are interested in a strategic or competitive business advantage for their company.

"You can be in multiple locations in one day," Tonsmeire said, with a morning meeting in California, an afternoon in Arizona and back to Boulder for a good night's sleep by nightfall. While chartered flights aren't cheap — hourly prices range from \$1,500 for a smaller aircraft typically used for short-range flights to \$7,000 for a larger jet capable of international travel — they do save time.

"I can have you and your team landing on the East Coast for your pop-up meeting before you've even gotten through the airline process and onto your plane on a commercial flight," said Malachi O'Neill, manager of business development for the company. It's a business tool that can distinguish one company from the competition, he said.

Colorado and the surrounding states' strong oil and gas industry create a robust platform for the thriving aviation company.

"The oil and gas talent generally doesn't want to live where the oil fields are," Tonsmeire said, and Mountain Aviation flies geologists and engineers to sites in places across Colorado, Utah and North Dakota every week.

The company also provides physician outreach flights for some area hospitals, flying doctors across the Rocky Mountain region for daylong

clinics and services. They also provide flights for the Colorado and Wyoming Donor Alliance, a federally designated, nonprofit organ donation organization. Mountain Aviation completes about 135 flights a year for the program.

"That means any day of the year, any time of the day or night, if our phone rings it's our job to fly the surgeon out to someone who has regrettably passed away, then fly that gift of life back here," Tonsmeire said.

He called it a very special part of the job, and something possible partly because of the company's top-notch safety record. Mountain Aviation earned the highest safety rating possible from ARGUS International Inc., an independent charter aviation rating organization which performs regular, detailed audits.

Safety is the company's first priority, and its quality employees allow Mountain Aviation to deliver.

"Because the industry is so technically difficult, the people involved in the business ... are very knowledgeable and people with a lot of integrity," Bjelkevig said.

A passion for airplanes and flying fuel the drive to stay in a demanding industry with demanding hours, Tonsmeire said.

"It's a fun industry but also a 24/7 industry. When Rich's phone rings at 2 in the morning he answers the phone, and not a lot of presidents of a company this size have to do that."

## FOR THE RECORD

**Bankruptcies**

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

This information is obtained from SKLD Information Services.

**Foreclosures**

Includes notices of election and demand filed by creditors alleging default on a debt. Foreclosures are not final until a Public Trustee's Deed has been issued.

**State Tax Liens**

Judgments filed against assets of individuals or businesses with delinquent taxes.

**Judgments**

Judgments constitute decisions by a court of law against an individual or corporation for payment of monetary damages.

**Warranty Deeds**

Transfers property while guaranteeing a clear title free of any encumbrances that are not listed on the deed.

**BANKRUPTCIES****Boulder County Chapter 7**

**LYNN MARIE EISLER**, 549 W ARROWHEAD STREET, LOUISVILLE; CASE #2013-16740, DATE FILED: 4/24/2013.

**TATIANA N CONE**, 248 BOWEN ST, LONGMONT; CASE #2013-16765, DATE FILED: 4/24/2013.

**CHELSEA BRYANA BECK**, 4410 LAGUNA PL, BOULDER; CASE #2013-16767, DATE FILED: 4/24/2013.

**KIMBERLY ANN BERESFORD**, 2854 NEBRINA PLACE, BOULDER; CASE #2013-16784, DATE FILED: 4/24/2013.

**COLUMBUS NEOU**, 1237 FRANCIS STREET APT 14, LONGMONT; CASE #2013-16808, DATE FILED: 4/25/2013.

**KERRI LYNN MOURY**, 685 VIRIDIAN STREET #179, LAFAYETTE; CASE #2013-16811, DATE FILED: 4/25/2013.

**JESSE LEE HUFF**, 697 S CARR AVENUE, LAFAYETTE; CASE #2013-16830, DATE FILED: 4/25/2013.

**MOLLY SAVORY**, 348 ARAPAHOE AVENUE #17, BOULDER; CASE #2013-16867, DATE FILED: 4/25/2013.

**CHRISTOPHER JAMES NUGENT**, 3045 ASH AVE, BOULDER; CASE #2013-16868, DATE FILED: 4/25/2013.

**JOSEPH MEE**, 400 S BOULDER RD, LOUISVILLE; CASE #2013-16870, DATE FILED: 4/25/2013.

**RONALD L BECK**, 1845 PARKDALE CIR S, ERIE; CASE #2013-16882, DATE FILED: 4/26/2013.

**JOHN ELWOOD SAHS**, 1709 APHELLES COURT, LAFAYETTE; CASE #2013-16921, DATE FILED: 4/26/2013.

**FELECIA ANN BALDERSTON**, 2211 PRATT ST APT A204, LONGMONT; CASE #2013-16942, DATE FILED: 4/26/2013.

**VICENTE OJEDA**, 26 EMERY WAY, LONGMONT; CASE #2013-17005, DATE FILED: 4/27/2013.

**SARAH ROSE RAY**, 2117 BOISE COURT, LONGMONT; CASE #2013-17040, DATE FILED: 4/29/2013.

**KENNETH MURRAY FREY**, 1251 BROOKFIELD DRIVE, LONGMONT; CASE #2013-17052, DATE FILED: 4/29/2013.

**SHARLYN STEVENS**, PO BOX 576, LAFAYETTE; CASE #2013-17090, DATE FILED: 4/29/2013.

**SOVAN RAMSEY LY**, 1448 BAKER ST #A, LONGMONT; CASE #2013-17119, DATE FILED: 4/30/2013.

**ROBERT RALPH BAUER**, 1940 IONOSPHERE #7, LONGMONT; CASE #2013-17136, DATE FILED: 4/30/2013.

**DENISE MARIE SPECHT**, 1601 GREAT WESTERN DR #C7, LONGMONT; CASE #2013-17140, DATE FILED: 4/30/2013.

**RUSSELL ALLEN NEWMAN**, 3310 TETON, LONGMONT; CASE #2013-17177, DATE FILED: 4/30/2013.

**SUSANA ELIZABETH GEROUX**, 2271 DAILEY ST, SUPERIOR; CASE #2013-17204, DATE FILED: 4/30/2013.

**JOSEPH CHRISTOPHER IMES**,

1336 CUMBERLAND DRIVE, LONGMONT; CASE #2013-17205, DATE FILED: 4/30/2013.

**JONATHAN OLMSTED LAWSON**, 2227 CANYON BLVD APT 211, BOULDER; CASE #2013-17207, DATE FILED: 4/30/2013.

**RUSELL MARK REMPALA**, 3610 EMERSON AVE, BOULDER; CASE #2013-17213, DATE FILED: 4/30/2013.

**KATELYN HELEANE ZELENAK**, 7157 MAGNOLIA DR, NEDERLAND; CASE #2013-17214, DATE FILED: 4/30/2013.

**JOHN A FINCHAM**, 1995 E COALTON RD #84302, SUPERIOR; CASE #2013-17231, DATE FILED: 4/30/2013.

**MELANIE LEIGH CAYCE**, 1611 GREEN PLACE, LONGMONT; CASE #2013-17241, DATE FILED: 4/30/2013.

**ALEXANDRA L BREITENBACH**, 1007 EMERSON PLACE, LONGMONT; CASE #2013-17255, DATE FILED: 4/30/2013.

**ROY MITCHELL RAGAS**, 5000 BUTTE STREET, BOULDER; CASE #2013-17298, DATE FILED: 4/30/2013.

**CHRISTINE ELIZABETH MOORE**, 3003 VALMONT ROAD, BOULDER; CASE #2013-17306, DATE FILED: 4/30/2013.

**ANTOINETTE F JUAREZ RINCON**, 367 MONTGOMERY DR, ERIE; CASE #2013-17331, DATE FILED: 4/30/2013.

**BRIAN K MCGIBBON**, 912 ATWOOD ST #A, LONGMONT; CASE #2013-17387, DATE FILED: 5/1/2013.

**ARIEL O SALAISZAMORA**, 903 MEEKER ST, LONGMONT; CASE #2013-17449, DATE FILED: 5/2/2013.

**Chapter 13**

**JORGE A SANCHEZ**, 208 PEARL ST #D, BOULDER; CASE #2013-16930, DATE FILED: 4/26/2013.

**MONICA LYNNE HALL**, 3573 LARKSPUR DRIVE, LONGMONT; CASE #2013-17169, DATE FILED: 4/30/2013.

**Broomfield County Chapter 7**

**VLADIMIR QUIJADA FLORES**, 290 MARBLE ST # 104, BROOMFIELD; CASE #2013-16681, DATE FILED: 4/23/2013.

**EDWARD MICHAEL HOSKINS**, 13036 GROVE CIRCLE, BROOMFIELD; CASE #2013-16782, DATE FILED: 4/24/2013.

**REBECCA JEAN SCOTT**, 112 PONDEROSA STREET, BROOMFIELD; CASE #2013-16806, DATE FILED: 4/25/2013.

**CHERRIE LEE BROOKSHIRE**, 147 EMERALD STREET, BROOMFIELD; CASE #2013-16917, DATE FILED: 4/26/2013.

**MICHAEL ANTHONY RODRIGUEZ**, 10500 WADSWORTH BLVD, BROOMFIELD; CASE #2013-16967, DATE FILED: 4/26/2013.

**DALE EARL JR MARTIN**, 1200 W 1ST AVE, BROOMFIELD; CASE #2013-16983, DATE FILED: 4/26/2013.

**COLEEN MYHRA**, 13682 PLASTER PT #101, BROOMFIELD; CASE #2013-16988, DATE FILED: 4/26/2013.

**LISA M ZEHNDER**, 1224 LOCH

NESS AVE, BROOMFIELD; CASE #2013-17025, DATE FILED: 4/29/2013.

**STEPHEN JAMES CRAM**, 3181 WEST 134TH AVENUE, BROOMFIELD; CASE #2013-17086, DATE FILED: 4/29/2013.

**BEVERLY LOVEUTIES HUMESTALBERT**, 12451 SHERIDAN BLVD APT 216, BROOMFIELD; CASE #2013-17171, DATE FILED: 4/30/2013.

**BEAU G ROLLINS**, 12495 VRAIN CIRCLE, BROOMFIELD; CASE #2013-17262, DATE FILED: 4/30/2013.

**Chapter 13**

**APRIL MICHELLE RICHARDSON**, 13670 VIA VARRA ROAD NO 401, BROOMFIELD; CASE #2013-16657, DATE FILED: 4/23/2013.

**SCOTT WILLIAM BRICKER**, 3171 ROCK CREEK DRIVE, BROOMFIELD; CASE #2013-16865, DATE FILED: 4/25/2013.

**CORBIN JOHN CAMPBELL**, 2320 RIM DR, BROOMFIELD; CASE #2013-17287, DATE FILED: 4/30/2013.

**JAMES NELS FRENCH**, 14167 ROARING FORK CIRCLE, BROOMFIELD; CASE #2013-17468, DATE FILED: 5/2/2013.

**JUDGMENTS****Boulder County**

**DEBTOR: PATRICK PATTRESON**, CREDITOR: LVNV FUNDING LLC. AMOUNT: \$8632.38. CASE #D-12CV-030103. DATE: 4/18/2013

**DEBTOR: JESSIE AVERY**, CREDITOR: DISCOVER BK. AMOUNT: \$5268.65. CASE #D-13CV-030020. DATE: 4/18/2013

**DEBTOR: JULIANNA SWANN**, CREDITOR: ADVANTAGE GROUP. AMOUNT: \$5082.45. CASE #C-12C-000921. DATE: 4/18/2013

**DEBTOR: BIG ELK CONSTR LLC**, CREDITOR: PACIFIC COAST SUPPLY LLC. AMOUNT: \$3397.37. CASE #C-11C-004461. DATE: 4/19/2013

**DEBTOR: SAMUEL J MANCINI**, CREDITOR: WILLIAM K FISHER. AMOUNT: \$137248.38. CASE #D-13CV-030445. DATE: 4/19/2013

**DEBTOR: HEADLINERS PUB PIZZA LLC**, CREDITOR: SOUTH-ERN WINE SPIRITS COLO. AMOUNT: \$1510.64. CASE #C-13C-035164. DATE: 4/19/2013

**DEBTOR: THOMAS ABBOTT**, CREDITOR: BOULDER BOARD COUNTY COMMISSIO. AMOUNT: \$29500.0. CASE #C-11C-000471. DATE: 4/19/2013

**DEBTOR: KELLY J ROSSITER**, CREDITOR: DISCOVER BK. AMOUNT: \$4293.18. CASE #C-13C-030321. DATE: 4/20/2013

**DEBTOR: ANDREA DESIRE YEE**, CREDITOR: EQUABLE ASCENT FIN LLC. AMOUNT: \$2911.01. CASE #C-13C-030193. DATE: 4/20/2013

**DEBTOR: DARON MUELLER**, CREDITOR: RD FULLER CO LLC. AMOUNT: \$7491.03. CASE #C-12C-004717. DATE: 4/20/2013

**DEBTOR: ERNEST J WEIR**, CREDITOR: EQUABLE ASCENT FIN LLC. AMOUNT: \$7706.6. CASE #C-12C-004694. DATE: 4/20/2013

**DEBTOR: RALPH BRYANT**, CREDITOR: GE MONEY BK. AMOUNT: \$3417.0. CASE #C-13C-030021. DATE: 4/20/2013

**DEBTOR: KENNETHA K**

**KRUTSCH**, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$1684.95. CASE #C-12C-003426. DATE: 4/20/2013

**DEBTOR: SARAH A CARRILLO**, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$2015.01. CASE #C-13C-030139. DATE: 4/20/2013

**DEBTOR: CAROL E MAYEDA**, CREDITOR: DISCOVER BK. AMOUNT: \$9808.61. CASE #C-12C-030744. DATE: 4/20/2013

**DEBTOR: THOMAS J BROADHURST**, CREDITOR: CENTRUM-BELLEVIEW LLC. AMOUNT: \$23949.47. CASE #D-12CV-001724. DATE: 4/20/2013

**DEBTOR: ANDREA D ESPARZA**, CREDITOR: AM FAMILY MUTUAL INS CO. AMOUNT: \$3444.14. CASE #C-13C-030379. DATE: 4/20/2013

**DEBTOR: ERIC DOUB**, CREDITOR: MATTHEW & JILL IWASKOW. AMOUNT: \$3012.53. CASE #C-12S-000370. DATE: 4/23/2013

**DEBTOR: STEVE J JENNINGS**, CREDITOR: HORIZONS NORTH CU. AMOUNT: \$3736.69. CASE #C-04C-005384. DATE: 4/23/2013

**DEBTOR: ANGELES P RIVERO**, CREDITOR: ALPINE CREDIT INC. AMOUNT: \$0.0. CASE #C-11C3252. DATE: 4/23/2013 BD JDGREL

**DEBTOR: MARY A MANGELSEN**, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$2270.28. CASE #C-13C-030013. DATE: 4/23/2013

**DEBTOR: KELVIN J & KELVIN WEBSTER**, CREDITOR: WELLS FARGO BK. AMOUNT: \$122034.44. CASE #D-12CV-000810. DATE: 4/24/2013

**DEBTOR: CHARLES KARLSEN**, CREDITOR: PUBLIC SERVICE CREDIT UNION. AMOUNT: \$1753.09. CASE #C-13C-030750. DATE: 4/24/2013

**DEBTOR: JOAN M DALE**, CREDITOR: STVRAIN VALLEY CREDIT UNION. AMOUNT: \$8802.63. CASE #C-07C-000821. DATE: 4/24/2013

**DEBTOR: BIG ELK CONSTR LLC**, CREDITOR: PACIFIC COAST SUPPLY LLC. AMOUNT: \$3397.37. CASE #C-11C-004461. DATE: 4/25/2013

**DEBTOR: KEM MINNICK**, CREDITOR: GERALD & REGINA SMITH. AMOUNT: \$91043.76. CASE #D-08CV-001093. DATE: 4/25/2013

**DEBTOR: CHRISTINE C HUNTER**, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$3076.89. CASE #C-13C-030389. DATE: 4/26/2013

**DEBTOR: BRAD A GRIFFIN**, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$10498.22. CASE #C-12C-001190. DATE: 4/26/2013

**Broomfield County**

**DEBTOR: ANTHONY GARCIA**, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$1275.94. CASE #C-12C-001042. DATE: 4/19/2013

**DEBTOR: JESSE SMITH**, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$1207.97. CASE #C-12C-030072. DATE: 4/19/2013

**DEBTOR: AMY LEWISTRUJILLO**, CREDITOR: BOULDER CNTY DEPT SOC SERV. AMOUNT: \$10429.39. CASE #C-06C-001659. DATE: 4/19/2013

**DEBTOR: SAMUEL J MANCINI**, CREDITOR: WILLIAM K FISHER. AMOUNT: \$137248.38. CASE #D-13CV-030445. DATE: 4/19/2013

**DEBTOR: ROYCE CHANCE**, CREDITOR: LIBERTY ACQUISITIONS SERVICING. AMOUNT: \$2103.66. CASE #C-12C-030117. DATE: 4/20/2013

**DEBTOR: THOMAS J BROADHURST**, CREDITOR: CENTRUM-BELLEVIEW LLC. AMOUNT: \$23949.47. CASE #D-12CV-001724. DATE: 4/20/2013

**DEBTOR: MARY A HENRY**, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$9061.1. CASE #C-10C-001384. DATE: 4/20/2013

**DEBTOR: ANDREW KLEIN**, CREDITOR: JPJR ENTERPRISES LLC. AMOUNT: \$22402.05. CASE #D-12CV-000811. DATE: 4/25/2013

**DEBTOR: OCON GROUP LLC**, CREDITOR: SOURCEGAS DISTRIBUTION LLC. AMOUNT: \$562.67. CASE #D-11CV-000948. DATE: 4/26/2013

**DEBTOR: OCON GROUP LLC**, CREDITOR: SOURCEGAS DISTRIBUTION LLC. AMOUNT: \$9926.5. CASE #D-11CV-000948. DATE: 4/26/2013

**DEBTOR: OCON GROUP LLC**, CREDITOR: SOURCEGAS DISTRIBUTION LLC. AMOUNT: \$85260.78. CASE #D-11CV-000948. DATE: 4/26/2013

**DEBTOR: MICHAEL ADAMSON**, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$1158.31. CASE #C-12C-030148. DATE: 4/26/2013

**DEBTOR: GAIL L DAVIES**, CREDITOR: FIRST FIN INVEST FUND II LLC. AMOUNT: \$1161.52. CASE #C-13C-030189. DATE: 4/26/2013

**DEBTOR: MICHELLE BAIRD**, CREDITOR: PARKSIDE SOUTH HOA INC. AMOUNT: \$3505.15. CASE #C-13C-031069. DATE: 4/27/2013

**DEBTOR: KERMITTS ROADHOUSE INC**, CREDITOR: WELLS FARGO BK. AMOUNT: \$141195.98. CASE #D-12CV-004059. DATE: 4/27/2013

**DEBTOR: JAMES K THOMSEN**, CREDITOR: COLO ST REV-ENUE. AMOUNT: \$9205.62. CASE #D-D802012CV800234. DATE: 4/27/2013

**DEBTOR: GOREBRIDGE PROPT LLC**, CREDITOR: FIRST CITIZENS BK TRUST CO. AMOUNT: \$2740670.31. CASE #D-13CV-031481. DATE: 4/30/2013

**DEBTOR: STEVEN P & ANGELA S LARSEN**, CREDITOR: WILD-GRASS MASTER ASSOC. AMOUNT: \$1299.38. CASE #C-12C-000504. DATE: 4/30/2013

**RELEASE OF JUDGMENT****Boulder County**

**DEBTOR: WHATS LEFT LLC**, CREDITOR: COBIZ BK. AMOUNT: \$0.0. CASE #D-2010CV916. DATE: 4/17/2013 BD JDGREL

**DEBTOR: WHATS LEFT LLC**, CREDITOR: COBIZ BK. AMOUNT: \$0.0. CASE #D-2010CV916. DATE: 4/17/2013 BD JDGREL

**DEBTOR: WHATS LEFT LLC**, CREDITOR: COBIZ BK. AMOUNT: \$0.0. CASE #D-2010CV916. DATE: 4/17/2013 BD JDGREL

**DEBTOR: WHATS LEFT LLC**, CREDITOR: COBIZ BK. AMOUNT: \$0.0. CASE #D-2010CV916. DATE: 4/17/2013 BD JDGREL

**STATE TAX LIENS****Boulder County**

**ALKE INC**, \$1879.64, CASE #3305803, 4/18/2013.

**BOULDER COOP MARKET INC**, \$856.54, CASE #3307360, 4/25/2013.

**BOULDER LAND DESIGN INC**, \$230.18, CASE #3305125, 4/16/2013.

**BRADMERICK**, \$0.0, CASE #3305560, 4/17/2013.

**ERIE LIQUORS INC**, \$132.8, CASE #3305801, 4/18/2013.

**FIRST BITE INC**, \$4350.72, CASE #3306700, 4/23/2013.

**FLOR SYSTEMS LLC**, \$397.99, CASE #3306327, 4/22/2013.

**JENNIFER GREANY LLC**, \$1696.59, CASE #3306699, 4/23/2013.

**JVA INC**, \$2445.33, CASE #3305802, 4/18/2013.

**MCKINLEY ELECTRIC INC**, \$539.01, CASE #3306055, 4/19/2013.

**ROSSERBRIGHT LLC**, \$2294.93, CASE #3305126, 4/16/2013.

**RUDY I HOLDINGS LLC**, \$1303.37, CASE #3305562, 4/17/2013.

**STREAMLINE FENCE SNOW LLC**, \$1570.08, CASE #3305561, 4/17/2013.

**TRIPLE J CONCRETE LLC**, \$938.34, CASE #3306328,

4/22/2013.

**WB SERVICE CONTROLS LLC**, \$1106.93, CASE #3307364, 4/25/2013.

**Broomfield County ACXIOM CORP.**, \$1014.96, CASE #5508, 4/17/2013.

**FAIRWIND PROPERTIES LLC**, \$821.22, CASE #5615, 4/19/2013.

**IK SOLUTIONS INC**, \$9109.46, CASE #60



## FOR THE RECORD

**Address:** 1402 ATHENE DR, LAFAYETTE

**Price:** \$272500

**Date Closed:** 3/31/2013

**Seller:** OCHSNER LEGACY TRUST

**Buyer, Buyer's Address:** COAL CREEK CROSSING BY REMINGT, 9468 W 58TH AVE

**Address:** VL,

**Price:** \$3590000

**Date Closed:** 3/31/2013

**Seller:** COAL CREEK CROSSING BY REMINGT

**Buyer, Buyer's Address:** COAL CREEK CROSSING BY REMINGT, 9468 W 58TH AVE

**Address:** VL,

**Price:** \$

**Date Closed:** 3/31/2013

**Seller:** CHAD AARON & KRISTIN MARGARET VOLLMAR

**Buyer, Buyer's Address:** TYSON & BRITTANNY WIENS, 92 KOLAR CT

**Address:** 92 KOLAR CT, ERIE

**Price:** \$306000

**Date Closed:** 3/31/2013

**Seller:** SOPHIA M & THOMAS BERRY

**Buyer, Buyer's Address:** HOLLY A ESCUDERO, 606 GRANT ST

**Address:** 606 GRANT ST, LONGMONT

**Price:** \$267000

**Date Closed:** 3/31/2013

**Seller:** JOHN A & ELIZABETH G SCHERBER

**Buyer, Buyer's Address:** BRYAN W & CINDY GRACE, 429 ANTLER DR

**Address:** 429 ANTLER DR, BOULDER

**Price:** \$390000

**Date Closed:** 3/31/2013

**Seller:** JOHN M & JAMIE D GENTRY

**Buyer, Buyer's Address:** DUSTIN ALLARD, 1398 AVGARE WAY

**Address:** 1398 AVGARE WAY, ERIE

**Price:** \$249900

**Date Closed:** 3/31/2013

**Seller:** RONG PAN

**Buyer, Buyer's Address:** ANDREW & CHELSEA DURAN, 1011 E MOORHEAD CIR

**Address:** 1011 E MOORHEAD CIR, BOULDER

**Price:** \$222000

**Date Closed:** 3/31/2013

**Seller:** KATE R FURZE

**Buyer, Buyer's Address:** KATE R FURZE, 2510 TAFT DR APT 313

**Address:** 2510 TAFT DR APT 313, BOULDER

**Price:** \$

**Date Closed:** 3/31/2013

**Seller:** OLYMPIC HOMES COLORADO LLC

**Buyer, Buyer's Address:** KAREN H BALDWIN, 419 OLYMPIA AVE

**Address:** 419 OLYMPIA AVE, LONGMONT

**Price:** \$269900

**Date Closed:** 3/31/2013

**Seller:** PAMELA MITCHELL & MEGAN CARROLL MAGUIRE

**Buyer, Buyer's Address:** STEPHEN M LONG, 3735 BIRCHWOOD DR APT 27

**Address:** 3735 BIRCHWOOD DR APT 27, BOULDER

**Price:** \$85000

**Date Closed:** 3/31/2013

**Seller:** CALVIN & KIMBERLY HORN

**Buyer, Buyer's Address:** ANNETTE L & CHRISTOPHER S SCHUPP, 1532 HARVEST DR

**Address:** 1532 HARVEST DR, LAFAYETTE

**Price:** \$365000

**Date Closed:** 3/31/2013

**Seller:** ALKONIS PROPERTIES LLC

**Buyer, Buyer's Address:** BOULDER COUNTY OF, 1532 PO BOX 471

**Address:** ,

**Price:** \$

**Date Closed:** 3/31/2013

**Seller:** BOURLAND INVESTMENTS LLLP

**Buyer, Buyer's Address:** MARY S DUVAL, 251 PEARL ST APT 4

**Address:** 251 PEARL ST APT 4, BOULDER

**Price:** \$525000

**Date Closed:** 3/31/2013

**Seller:** EMILY A STEIGER

**Buyer, Buyer's Address:** WILLIAM B MATHEWS, 2568 STONEWALL LN

**Address:** 2568 STONEWALL LN, LAFAYETTE

**Price:** \$249500

**Date Closed:** 3/31/2013

**Seller:** STEPHEN J & MARY ANN DREXLER

**Buyer, Buyer's Address:** ARIEL M & KRISTEN SOLOMON, 944 MARINE ST

**Address:** 944 MARINE ST, BOULDER

**Price:** \$560000

**Date Closed:** 3/31/2013

**Seller:** MARTIN LIVING TRUST

**Buyer, Buyer's Address:** STRATEGIC ADVISORS LLC, 3601 ARAPAHOE AVE UNIT 216

**Address:** 3601 ARAPAHOE AVE UNIT 216, BOULDER

**Price:** \$280000

**Date Closed:** 3/31/2013

**Seller:** JIM SHIMA

**Buyer, Buyer's Address:** JUSTIN M CARASICK, 173 MOHAWK CIR

**Address:** 173 MOHAWK CIR, SUPERIOR

**Price:** \$343000

**Date Closed:** 3/31/2013

**Seller:** G DIANNE CARTER

**Buyer, Buyer's Address:** DANIEL P & RONDA L REEDY, 7173 CEDARWOOD CIR

**Address:** 7173 CEDARWOOD CIR, BOULDER

**Price:** \$410000

**Date Closed:** 3/31/2013

**Seller:** BRETT T & KATHRYN A NELSON

**Buyer, Buyer's Address:** BRYAN STOLTZ, 7173 PO BOX 1384

**Address:** 211 1/2 2ND AVE, LYONS

**Price:** \$425000

**Date Closed:** 3/31/2013

**Seller:** ACQUITAINE PROPERTIES LLC

**Buyer, Buyer's Address:** DENNIS JAMES HOFF, 1836 SPRUCE AVE

**Address:** 1836 SPRUCE AVE, LONGMONT

**Price:** \$

**Date Closed:** 3/31/2013

**Seller:** DENNIS JAMES HOFF

**Buyer, Buyer's Address:** ARTHUR W & GWENDOLYN L JAQUES, 1628 LONGS PEAK AVE

**Address:** 1836 SPRUCE AVE, LONGMONT

**Price:** \$179000

**Date Closed:** 3/31/2013

**Seller:** FLORA J WAPLESTREFIL

**Buyer, Buyer's Address:** ANNA GASBARRO & MARK TASKER, 5812 S GENEVA ST

**Address:** 900 35TH ST, BOULDER

**Price:** \$320000

**Date Closed:** 3/31/2013

**Seller:** MAXS LLC

**Buyer, Buyer's Address:** ESTHER & IRVING MARSHALL, 440 S BROAD ST UNIT 1806

**Address:** 1926 OXFORD LN, SUPERIOR

**Price:** \$170000

**Date Closed:** 3/31/2013

**Seller:** LUCIA MARIE & THOMAS LEE BEAL

**Buyer, Buyer's Address:** MARK A IRA MONROE, 1070 W CENTURY DR STE 101

**Address:** 1925 PIPER ST, SUPERIOR

**Price:** \$179000

**Date Closed:** 3/31/2013

**Seller:** RICHARD SCOTT ROSENTHAL

**Buyer, Buyer's Address:** KENT SEELEY, 5025 BELLA VISTA DR

**Address:** 5025 BELLA VISTA DR, LONGMONT

**Price:** \$455000

**Date Closed:** 3/31/2013

**Seller:** DIANE VASWIG

**Buyer, Buyer's Address:** MARK STEWART & ANASTASIA K JAMIESON, 4295 CADDOK PKWY

**Address:** 4295 CADDOK PKWY, BOULDER

**Price:** \$816000

**Date Closed:** 3/31/2013

**Seller:** THOMAS S & LINDA R LEASE

**Buyer, Buyer's Address:** MIKE RUSSELL, 2808 MARBLE LN

**Address:** 2808 MARBLE LN, SUPERIOR

**Price:** \$520000

**Date Closed:** 3/31/2013

**Seller:** SETH M & STEPHANIE KASSELS

**Buyer, Buyer's Address:** JOSEF N & KATE E HOUSSNEY, 180 MANHATTAN DR

**Address:** 180 MANHATTAN DR, BOULDER

**Price:** \$524000

**Date Closed:** 3/31/2013

**Seller:** LEO GRANT JR MACY

**Buyer, Buyer's Address:** JESUS M & GRISELDA FONTES, 1919 GRIFFITH PL

**Address:** 1919 GRIFFITH PL, LONGMONT

**Price:** \$231000

**Date Closed:** 3/31/2013

**Seller:** THOMAS D FULCHER

**Buyer, Buyer's Address:** LESLEY M RINDOSH, 2201 PEARL ST APT 103

**Address:** 2201 PEARL ST APT 103, BOULDER

**Price:** \$199900

**Date Closed:** 3/31/2013

**Seller:** ROBERT M & KAREN L MYERS

**Buyer, Buyer's Address:** CHERYL D TURNER, 3717 FLORENTINE CIR

**Address:** 3717 FLORENTINE CIR, LONGMONT

**Price:** \$245000

**Date Closed:** 3/31/2013

**Seller:** JOHN K RYDEN

**Buyer, Buyer's Address:** JOHN K & JANET L RYDEN, 1517 PATTON CIR

**Address:** 1504 WASHINGTON AVE, LOUISVILLE

**Price:** \$

**Date Closed:** 3/31/2013

**Seller:** CHRISTOPHER L GRANDCHAMP

**Buyer, Buyer's Address:** PHILLIP VANCE & JOBIE NICOLE DORCZUK, 226 BROSS ST

**Address:** 226 BROSS ST, LONGMONT

**Price:** \$320000

**Date Closed:** 3/31/2013

**Seller:** INDIAN PEAKS SOUTH 2 LLC

**Buyer, Buyer's Address:** E COONS MARSHA OLSO RUSSELL, 2835 SHADOW LAKE RD

**Address:** 2835 SHADOW LAKE RD, BOULDER

**Price:** \$478800

**Date Closed:** 3/31/2013

**Seller:** BOULDER CREEK KINGSBRIDGE LLC

**Buyer, Buyer's Address:** WEIJUNTAN, 1620 VENICE LN

**Address:** 1620 VENICE LN, LONGMONT

**Price:** \$236400

**Date Closed:** 3/31/2013

**Seller:** JOHN L & JUDY A MYERS

**Buyer, Buyer's Address:** MICHAEL S & STACEY E SHALER, 2245 EVENING STAR LN

**Address:** 2245 EVENING STAR LN, LAFAYETTE

**Price:** \$474000

**Date Closed:** 3/31/2013

**Seller:** LENNAR COLORADO LLC

**Buyer, Buyer's Address:** RANDY E & CYNTHIA E BLODGETT, 2335 SPRUCE ST #A

**Address:** 2120 18TH AVE, LONGMONT

**Price:** \$283000

**Date Closed:** 3/31/2013

**Seller:** WANDA F KNOPINSKI

**Buyer, Buyer's Address:** DAVID FOLLOWELL, 12896 WATERBURY RD

**Address:** 12896 WATERBURY RD, LONGMONT

**Price:** \$222000

**Date Closed:** 3/31/2013

**Seller:** WILLIAM R BASSETT

**Buyer, Buyer's Address:** RICHARD L & JUDYANN MARCUM, 166 WETTERHORN WAY

**Address:** 166 WETTERHORN WAY, LONGMONT

**Price:** \$212000

**Date Closed:** 3/31/2013

**Seller:** MARKEL HOMES CONSTRUCTION CO

**Buyer, Buyer's Address:** 1225 PROSPECT LLC, 5723 ARAPAHOE AVE STE B2

**Address:** 2408 E HECLA DR, LOUISVILLE

**Price:** \$

**Date Closed:** 3/31/2013

**Seller:** MARKEL HOMES CONSTRUCTION CO

**Buyer, Buyer's Address:** 1225 PROSPECT LLC, 5723 ARAPAHOE AVE STE B2

**Address:** 2226 E HECLA DR UNIT A, LOUISVILLE

**Price:** \$

**Date Closed:** 3/31/2013

**Seller:** MARKEL HOMES CONSTRUCTION CO

**Buyer, Buyer's Address:** ROBERT E & JEANNE M STUERMAN, 332 MCCONNELL DR

**Address:** 332 MCCONNELL DR, LYONS

**Price:** \$609900

**Date Closed:** 3/31/2013

**Seller:** LAIRD J JR & PATRICIA L KAYLER

**Buyer, Buyer's Address:** PATRICIA L KAYLER, 1888 LAZY RD #Z

**Address:** 1888 LAZY RD #Z, NEDERLAND

**Price:** \$

**Date Closed:** 3/31/2013

**Seller:** CYNTHIA Y MAHAFFY

**Buyer, Buyer's Address:** CYNTHIA Y SCOTT, 845 5TH ST

**Address:** 845 5TH ST, BOULDER

**Price:** \$

## BUSINESS DIGEST

### CLOSINGS

Boulder-based **Agloves**, a trade name of Hind-sight Investments LLC, has closed operations. The mother-daughter team of Jennifer and Jean Spencer, who co-founded the company, decided it was better to close the business than to lose their personal relationship with each other, daughter Jean Spencer said. The company's product, Agloves, have silver knitted into the fingertips to allow users to keep their gloves on while operating touchscreens on mobile devices such as iPhones. The silver-nylon conducts electricity generated by the body that activates the screen. The privately held company was financially solvent when it closed, and customers still can find a few pairs of gloves for sale on Amazon.com, Jean Spencer said. Agloves won a Boulder County Business Report IQ Award in 2011 in the consumer products category.

### BRIEFS

**REC Solar Inc.** completed the installation of a 500-kilowatt Cowdery Meadows Solar Array community solar project in Boulder. It consists of approximately 2,000 solar panels and occupies 3.5 acres at 1600 66th St. It is the first community solar project completed under Xcel Energy's Solar Rewards Community program, under which any utility ratepayer can directly purchase energy from a solar garden. REC Solar, a subsidiary of Mainstream Energy Corp., has an office in Westminster. It designed and built the array, while **Clean Energy Collective** in Boulder will operate and maintain the system. REC Solar has additional Solar Rewards Community projects under development and construction for completion later this year.

The General Aviation Business Unit of **Pilatus Aircraft Ltd.** in Broomfield announced that its global fleet of nearly 1,200 Pilatus PC-12s reached a major milestone by accumulating 4 million flight hours since the first aircraft was delivered in October 1994. The PC-12 has logged more than 24,000 hours in operation as an air ambulance with Air Bravo in Ontario.

Boulder-based **Golden Spike Co.** received a thumbs-up from Northrop Grumman Corp. on designs for landing pods that would carry commercial passengers to the moon's surface. Northrop Grumman conducted a feasibility study of Golden Spike's designs for the lunar lander, dubbed Pumpkin, because of its spherical shape. The lander returns the crew to orbit after the surface exploration party. Northrop Grumman was contracted by Golden Spike in 2012 to help with the design of the new lander.

**Sierra Nevada Corp. Space Systems** shipped the DreamChaser spacecraft to NASA's Dryden Flight Research Center in Califor-

nia for more testing. Workers at SNC Space Systems in Louisville built the spacecraft and conducted initial tests on it in Colorado. SNC Space Systems workers will be in charge of the new tests on DreamChaser at the flight center at Edwards Air Force Base near Lancaster, California.

The unemployment rate in **Boulder County** decreased to 5.1 percent in April, compared with 5.4 percent in March, according to a labor report released by the Colorado Department of Labor and Employment. The jobless rate in **Broomfield County** improved to 6.4 percent, down from 6.8 percent in March. Boulder County has 171,782 people employed and 9,190 people looking for work, according to the report. Broomfield County has 29,687 workers and 2,030 looking for jobs. Colorado's jobless rate decreased two-tenths of one percentage point, to 6.9 percent. The state added 11,600 jobs from March to April, for a total of 2,362,700 jobs, according to the survey of business establishments. Of the state's 64 counties, Cheyenne County has the lowest unemployment rate at 3.2 percent, and Costilla County has the highest at 11.7 percent.

Broomfield-based can manufacturer **Ball Corp.** (NYSE: BLL) has closed an offering of \$1 billion in senior notes at a 4 percent interest rate. Ball said it plans to use the loan to pay off previous notes that had a 7.125 percent interest rate and for general corporate purposes. The outstanding higher interest notes had a 2016 repayment date. The new notes have a 2023 repayment date.

Boulder-based toymaker **Kodo Kids** has signed up to receive mentorship from the **Innovation Center of the Rockies**. Kodo Kids, founded by Chris Hume, will receive support from advisers of the organization that supports entrepreneurs. The advisory board consists of David Monahan, founder at Sprig Toys; Ed Soehnel, former vice president of sales at Brainetics; Richard Lappen, partner at Red Ideas Group; Ileana Street, former vice president for operations at Galileo Learning; and Teresa Forrester, owner of Forrester Design.

### EARNINGS

Louisville-based **Gaiam Inc.** (Nasdaq: GAIA) reported revenue of \$56.6 million for the quarter that ended March 31, a 19.6 percent increase compared with \$47.3 million generated in the same quarter a year ago. Operating income for the quarter was up \$151,000, compared with a loss of \$1.2 million for the same quarter a year ago. Shareholders incurred a loss of 1 cent per share for the quarter, compared with a loss of 5 cents per share for the same quarter a year ago.

Louisville-based **Real Goods Solar Inc.** (Nasdaq: RSOL) reported an 8 percent decline in revenue and a loss of \$3.8 million for its first quarter that ended March 31. Revenue decreased to \$16.8 million compared with revenue of \$18.3 for the first quarter a year ago. Net loss for the first quarter was \$3.8 million, or 14 cents per share, compared with a net loss of \$1.9 million, or 7 cents per share, in the same quarter last year.

Boulder-based **Encision Inc.** (PK: ECIA) recently laid off 12 people and reported lower product revenue for the most recent quarter ended March 31. Half of the workers laid off were salespeople who are expected to be paid on commission, said Fred Perner, president and chief executive of Encision. The layoffs represented 20 percent of the company's previous 61-employee workforce. The surgical device maker reported quarterly product revenue of \$2.7 million for the quarter ended March 31 and a net loss of \$279,000, or 3 cents per share. The quarterly earnings compared with quarterly product revenue of \$2.93 million and a net income of \$40,000, or 1 cent per share for the same quarter in 2012.

### CONTRACTS

Broomfield-based **MWH Global Inc.** was selected as the program manager as part of a \$3 billion to \$4.5 billion initiative to develop and enhance London's water utility assets for Thames Water's AMP6 asset management program. As program manager, MWH will share a third of a \$1 billion to \$2.25 billion component of the contract, helping guide its execution by improving customer service, providing value for money, delivering health and safety performance and achieving operational efficiency. The planning phase of the program will begin almost immediately to prepare for project delivery between 2015 and 2020.

Boulder-based **Confio Software Inc.** hired Arrow Electronics Inc. to distribute Confio's Ignite suite of database monitoring software tools in the United Kingdom. Englewood-based Arrow Electronics (NYSE: ARW) will deliver and implement Confio products and be the primary sales, support and technology contact with customers in the United Kingdom through its Enterprise Computing Solutions division. Financial terms of the agreement were not disclosed.

Boulder-based **Ball Aerospace & Technologies Corp.** was awarded a contract from the Korea Aerospace Research Institute in South Korea to build an air-quality sensor. Financial terms of the contract were not disclosed. The Geostationary Environment Monitoring Spectrometer will monitor pollution for the Korean

peninsula and Asia-Pacific region. The spectrometer will measure the ozone, its precursors, and aerosols. Hourly measurements will improve early warnings for potentially dangerous pollution events and monitor long-term climate change. Ball Aerospace and KARI will design, fabricate and test the sensor that will be launched into space in 2018.

Boulder-based **OPX Biotechnologies Inc.** will jointly develop bio-based chemicals with Evonik Industries AG in Germany. Financial terms of deal were not disclosed. The bio-processes being developed will have the potential to create "economic and sustainable versions" of products Americans use every day, said Charles Eggert, OPX Bio's president and chief executive. OPX Bio also will be able to market bio-based products resulting from the Evonik collaboration.

The Interbike International Bicycle Expo in, San Juan Capistrano, California, a division of Nielsen Expositions, has selected **TDA Boulder** as its first advertising agency of record. An undisclosed budget will support print and online advertising. The selection was based on a prior business relationship with Interbike managing director Pat Hus, formerly at bike manufacturers Cannondale, American Bicycle Group and Titus.

### GRANTS

**Boulder Language Technologies Inc.** received a \$923,561 competitive grant from the Department of Education to research cognition and student learning. The grant will be used to evaluate a program that uses a virtual tutor to assist elementary school students who may need extra help with science lessons.

### SERVICES

The **University of Colorado-Boulder** is offering a management-consulting certificate through the Lockheed Martin Engineering Management Program. CU-Boulder is partnering with the Institute of Management Consultants USA on the new courses. The Washington, D.C.,-based institute is the certifying body and the industry association for management consultants and management-consulting companies. The graduate credit-eligible certificate prepares students to serve in a consulting role for companies in various technical industries.

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.

## NONPROFIT NETWORK

### FUNDRAISERS

The **Fourth Annual Holes of Hope Golf Tournament & Helicopter Ball Drop** will be Monday, June 17, at Lake Valley Golf Club. Cost is \$125 for individual, \$450 for a foursome. Proceeds will benefit the Tebo Cancer Center. Register online at [www.lakevalley.com](http://www.lakevalley.com) or call 303-444-2114, ext. 16.

### GRANTS

The **Longmont Museum** received a \$50,000 grant from the Boettcher Foundation in support of the museum's capital campaign to add an auditorium, education and event spaces at 400 Quail Road. The grant, combined with other recent gifts, puts the museum at \$3,698,560 in funds raised or pledged, which is 88 percent of its \$4.2 million goal.

### GOOD DEEDS

Longmont-based **Left Hand Brewing Co.** launched the Left Hand Brewing Foundation to provide funding in emergencies. It will be managed by the Longmont Community Foundation. Funds from a Summer Jam concert held May 18 went to the Left Hand foundation.

## CALENDAR

### MAY

**25** Seventeen retailers will participate in Sweet on Lafayette from 10 a.m. to 2 p.m., Saturday, May 25, in downtown Lafayette. Free chocolate samples will be handed out at participating businesses. A map of participating businesses is online at [www.cityoflafayette.com/invest](http://www.cityoflafayette.com/invest).

### JUNE

**1** Louisville Chamber of Commerce presents the **4th Annual Taste of Louisville** from 9 a.m. to 4 p.m. in historic downtown Louisville. Business booths, 5th annual Louis-Palooza featuring local bands, and the 4th annual Half Marathon and 5K Run.

**2** A **Women's Empowerment Workshop** will be held from 9 a.m. to noon, Sunday, June 2, at the Avalon Ballroom, 6185 Arapahoe Road, Boulder. Yoga from Om-Time Yoga, a self-defense class from woman-owned dojo Boulder Quest Center, and a belly dancing workout with Tribe Nawaar. Other sponsors include lululemon and Wish Garden Herbals. All three workshops, plus refreshments, goodie bags and silent auction for \$25. Proceeds benefit

Safehouse Progressive Alliance for Nonviolence. Register online at [www.safehousealliance.org](http://www.safehousealliance.org).

**8** SparkFun Electronics' fifth annual **Autonomous Vehicle Competition** will take place at the Boulder Reservoir from 8:30 a.m. to 5 p.m., Saturday, June 8. Day-long event is free for spectators. This year's event will include an aerial and ground vehicle course, new class categories and new market checkpoints. To register a vehicle visit <https://avc.sparkfun.com/>.

**12** The Boulder County Business Report presents the **Boulder Earth Conference: Bold Ideas for Business and the Environment** from 8 a.m. to 5:30 p.m., Wednesday, June 12, at the Boulder Theater, 2032 14th St., and Rembrandt Yard, 1301 Spruce St., Boulder. Keynote speaker Robert F. Kennedy Jr. will present "A Contract with our Future," a discussion on the role that natural surroundings play in work, health and identity as Americans. Daylong conference, previously called the Green Summit, focuses on sharing knowledge, ideas and technologies to advance sustain-

able business practices regionally, nationally and globally. Tickets are \$79 by June 5; \$99 thereafter. Register online at [www.boulderearth.com](http://www.boulderearth.com).

**17** Best Organics Inc. and Compass Natural Marketing present **At the Epicenter: Live at eTown Hall** from 5:30 to 7:30 p.m., Monday, June 17, at eTown Hall, 1535 Spruce St., Boulder. eTown co-founders and co-hosts Nick and Helen Forster will share insights and adventures in creating a nationally syndicated radio show heard on more than 300 stations across the United States and around the world, with one purpose: to educate people about community and environment through entertainment. \$10 adults, \$7 nonprofit, \$5 students. For more information, call 303-807-1042.

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

## ON THE JOB

### ADVERTISING, COMMUNICATIONS

Three advertising and marketing professionals from the Boulder Valley have been named to a team that will create a brand identity for Colorado. **Todd Berger**, **Justin Fuller** and **Mona Hasan** will join nine others from around the state to develop visual and verbal branding concepts to present to the public for feedback in July. Berger is a graphic designer and co-founder of Berger & Fohr LLC in Boulder. Fuller is a graphic designer and founder of Good Apples LLC in Boulder. Hasan is copywriter at Crispin Porter + Bogusky LLC in Boulder. The project, called Making Colorado, was commissioned by Gov. John Hickenlooper and is made possible by contributions from Colorado companies including KUSA-TV Channel 9, Boulder Brands Inc., the Stanley Hotel, Crocs Inc., Crestone Capital and the University of Denver's Daniels College of Business.

### BANKING, FINANCE

Merrill Lynch, Pierce, Fenner & Smith Inc. promoted **John Terrior** to senior vice president at the firm's office in Boulder. Terrior is a wealth-management adviser.



Terrior

### GOVERNMENT

The U.S. Small Business Administration appointed **Matt Varilek** as regional administrator for Region VIII, which encompasses Colorado, Montana, North Dakota, South Dakota, Utah and Wyoming. Varilek replaces Daniel Hannaher, who stepped down in July. Stan Nakano, district administrator in Utah, has been serving as acting administrator for the region. Varilek most recently was economic development director in the office of U.S. Sen. Tim Johnson, D-S.D.

### HIGH TECH

Louisville-based CableLabs, a nonprofit research and development consortium for the cable industry, hired **Tom Lookabaugh** as executive vice president for research and development. Previously, Lookabaugh was vice president of ViaSat Communications' commercial mobility arm, chief technology officer at Entropic Communications, and chief executive at PolyCiper, a joint venture formed by Comcast, Time Warner and Cox Communications to develop downloadable conditional access security products. He was also a co-founder of DiviCom.

Boulder-based FreeWave Technologies Inc. hired **Trevor Thorson** as an engineering technician, **Graham Boon** as a systems engineer to support the company's oil and gas, original equipment manufacturer and utilities markets in the Rockies and Canada, and **Theresa Aubinger** as a member of the inside sales team to

support military and utilities customers. It also hired **Larry Weaver** as senior manufacturing technician to provide technical product support to manufacturing at the component level, and also provide first-level support to the production operators. **Karen Lambert** joined FreeWave as marketing manager and will be responsible for developing marketing strategy, branding and communications.

### HOSPITALITY, RECREATION

Boulder-based A Spice of Life Catering + Events promoted **Chris Lockyear** to sous chef; overseeing production and organization of the catering company's kitchen. Lockyear has 30 years of restaurant experience, and owned a food truck, The Magic Bus Café; he has five years experience as chef de cuisine with D'Amico Catering.



Lockyear

### LAW

**Dominick M. Saia** has opened the Law Offices of Dominick M. Saia at 1400 Main St., Suite 200, in Louisville. Saia's litigation practice focuses on family law, wills, real estate, personal injury, disability and criminal defense.



Saia

### MEDIA

Radio Colorado Networks hired former Major League pitcher **Mark Knudson** as the network's sports director. The network includes KRCN-AM 1060 serving Longmont and Denver and KREL-AM 1580 in Colorado Springs. A member of the 1993 Colorado Rockies, Knudson is a 20-year veteran of the Denver radio market. He also will write a weekly column for the KREL/ESPN Radio website.

### NONPROFIT

**Susan Lythgoe** was appointed executive director of Flatirons Habitat for Humanity in Lafayette. Lythgoe previously was executive director of The Learning Source in Lakewood. She also managed her own consulting firm. Flatirons Habitat for Humanity is an affiliate of Habitat for Humanity International.

*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.*

## AWARDS

Boulder-based **Lightning Eliminators & Consultants Inc.** received the President's "E" Award from the Department of Commerce. The award recognizes persons, firms or organizations that contribute significantly in the effort to increase U.S. exports. During the past four years, Lightning Eliminators exports grew by 183 percent. Past-year exports grew by 5.9 percent and international sales were 57.4 percent of total revenue, which increased by 12.9 percent from 2011 to 2012.

Boulder Housing Partners' **Stuart Grogan**, director of development, received the Mountain Plains NAHRO 2013 Outstanding Staff Person award. The award is given to a person whose dedication and accomplishments deserve statewide recognition.



Grogan

Longmont-based **Golden Triangle Inc.** received the 2013 General Contractor of the Year award in the \$50 million-to-\$100 million category from the Colorado Chapter of the American Subcontractor Association.

Johnstown-based **Burns Marketing LLC** received a Gold Key award from the Colorado Business Marketing Association for Team-RunSmart.com, a social community website. Working with Freightliner Trucks, a division of Daimler Trucks North America, and ATBS,

## PRODUCT UPDATE

Longmont-based **Oskar Blues Brewery** launched a mixed 12-pack that includes four Dale's Pale Ales, four Mama's Little Yella Pils and four Old Chub Scotch Ales.

Louisville-based **Real Goods Solar Inc.** (Nasdaq: RSOL) launched its PowerOn series, a selection of house-ready solar kits to convert from conventional to solar power. PowerOn packages contain equipment, full-system warranties, professional site inspection, complete installation by a licensed professional, public utility review and interconnection. The five available options range from 1.5-kilowatt to 9-kilowatt rooftop installations. PowerOn is designed for homes with standard roofing types and sufficient east, south and/or west-facing roof space. Packages start at a little less than \$6,000.

Niwot-based **Boulder Brands Inc.** (Nasdaq: BDBD) switched from round tubs to square packaging of its Smart Balance and Earth Balance spreads. The switch will save dairy case and warehouse space. The round tub was 4.5 inches in diameter and the square package is 4-inches wide. Grocers can fit 60 units on the

Burns Marketing developed the second-generation content marketing outreach portal, which was awarded a gold award in the content marketing category. The mobile-optimized and traditional website features personal accounts, forums, blogs, member deals, newsletter subscriptions and polls.

Boulder-based Pedal to Properties' managing broker **Chris Sweeney** was named a 2013 Five Star Real Estate Agent by Five Star Professional. The award recognizes Sweeney for his hard work, dedication and excellence in the real estate industry. Sweeney was named Pedal to Properties' managing broker earlier this year.



Sweeney

**Brad Peterson**, a partner with the law firm Hutchinson Black and Cook LLC in Boulder, was selected as the 2013 Boulder Lawyer of the Year for Construction Law by Best Lawyers in America.

Boulder-based **Melton Design Build** received an award at the 2013 Chrysalis Awards for Remodeling Excellence in the Outdoor Living category. The project included creating an open floor plan for the main level of the home with a series of accordion-style doors and windows that open the living space up to an outdoor dining room, bar and living room with fireplace.

shelf in the space that previously held 40.

Longmont-based **Acertara Acoustic Laboratories LLC** launched Aureon, a system that tests ultrasound equipment. The device, which will sell for \$60,000, can detect flaws or early failures in ultrasound probe equipment regardless of the manufacturer, according to the company. The target market for the device includes hospitals, ultrasound research laboratories, regulatory agency laboratories and original-equipment manufacturers.

Boulder-based **Soft Style Inc.**, a manufacturer of natural breastfeeding accessories under the trade name **Bamboobies**, partnered with the nonprofit BeadforLife to create Bell-ease Belly & Baby Butter. The product is made from 100 percent certified organic Ugandan shea nut oil sourced by BeadforLife, and was designed to solve the needs of mothers pre- and post-baby. The butter, which contains antioxidants and vitamins A, E and F, soothes tight, itchy, pregnant bellies before a baby is born, and aids with baby's post-delivery dry-skin issues including cradle cap and diaper rash.

## ROUNDPEGG from 3A

they match the values of co-workers helps determine what tools, or behaviors, would help them align more.

Values include characteristics and preferences for things such as risk-taking, organization, supportiveness and professional growth.

"Values are hard wired once we're adults, and they predict our behavior," said Baumgartner, RoundPegg's psychologist. Looking at a person's nine most important values and nine least important give a broad picture of how that person will behave in the work setting.

"If someone doesn't value opportunities for growth, for example, they get ways to interact with others without stepping on any toes," she said, refer-

ring to how RoundPegg's web-based tools and culture alignment applications drive business performance.

"It all starts with data collection to create action-oriented guides," Daily said.

He used the example of looking at hiring someone who likes to keep information close to the chest in an organization that values transparency and sharing information.

"The guide says what questions to ask to see if hiring would be a risk," he said, "and the software give ideas for both parties to bridge the gap."

One idea in this scenario was that, prior to sharing information that came from this new hire with the group, it would be good to talk with

him first — saying what will be shared and why it's being shared.

"This way he won't be blindsided and feel his values are being violated."

In addition to helping with hiring and sidestepping conflicts, RoundPegg's solution helps managers tailor their coaching to fit employee needs according to their specific values.

RoundPegg offers two models. "Baseline measures core values, what values are in conflict and how well aligned they are," Daily said. The recurring model gives access to the entire suite of RoundPegg's culture products, allowing a company to hire, develop and engage employees according to its culture.

The baseline model, a one-time measure, starts at \$5,000 for a small

company. The recurring model starts at \$18,000 annually.

RoundPegg started out with \$3 million in venture capital. "We've grown about 130 percent year over year, and this year we're raising a round of capital to put into sales and marketing," Daily said. "We're looking for \$4 million."

He expects the company's revenue growth for 2013 to be 300 percent.

RoundPegg retains 11 employees including the founders and one contractor at its Boulder location. The company has worked with about 45 clients to date.

"We're wanting to own the culture space and be the software company that does that," Wolters said. "There's a gap in that area, and we want to fill it."

**EXISTING HOME SALES**

**April 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		
						04/01/11 - 03/31/11	04/01/12 - 03/31/12	%chg	04/01/11 - 03/31/11	04/01/12 - 03/31/12	%chg	04/01/11 - 03/31/11	04/01/12 - 03/31/12	%chg	04/01/11 - 03/31/11	04/01/12 - 03/31/12	%chg
Boulder	78	271	\$782,115	28	\$648,750	660	794	20.3	\$664,902	\$664,569	(0.1)	92	65	(29.3)	\$565,000	\$570,000	0.9
Broomfield	34	95	\$397,966	35	\$397,500	370	380	2.7	\$357,981	\$363,781	1.6	82	60	(26.8)	\$330,170	\$325,000	(1.6)
Erie	34	122	\$338,656	29	\$319,000	246	347	41.1	\$328,813	\$357,806	8.8	81	68	(16.0)	\$305,350	\$336,000	10.0
Lafayette	32	62	\$423,980	27	\$397,750	260	310	19.2	\$378,476	\$390,230	3.1	84	57	(32.1)	\$334,720	\$361,000	7.9
Longmont	105	268	\$269,677	51	\$250,000	863	1060	22.8	\$246,223	\$265,949	8.0	75	55	(26.7)	\$223,000	\$240,000	7.6
Louisville	21	44	\$559,860	39	\$530,000	194	245	26.3	\$420,500	\$430,107	2.3	61	55	(9.8)	\$385,000	\$395,000	2.6
Superior	10	32	\$518,700	6	\$517,000	113	162	43.4	\$427,096	\$425,321	(0.4)	59	44	(25.4)	\$381,500	\$409,000	7.2
Mountains	32	236	\$396,942	182	\$332,500	256	304	18.8	\$398,836	\$423,486	6.2	122	133	9.0	\$322,500	\$349,750	8.4
Plains	46	216	\$623,371	79	\$491,500	296	410	38.5	\$630,549	\$634,590	0.6	108	81	(25.0)	\$470,250	\$491,000	4.4
<b>Total</b>	<b>392</b>	<b>1,346</b>			<b>Total</b>	<b>3,258</b>	<b>4,012</b>										

**EXISTING CONDO SALES**

**April 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		
						04/01/11 - 03/31/11	04/01/12 - 03/31/12	%chg	04/01/11 - 03/31/11	04/01/12 - 03/31/12	%chg	04/01/11 - 03/31/11	04/01/12 - 03/31/12	%chg	04/01/11 - 03/31/11	04/01/12 - 03/31/12	%chg
Boulder	76	250	\$283,618	44	\$237,500	572	667	16.6	\$306,149	\$302,972	(1.0)	160	81	(49.4)	\$248,500	\$259,000	4.2
Broomfield	9	38	\$206,444	43	\$188,000	73	87	19.2	\$212,369	\$232,299	9.4	148	97	(34.5)	\$202,300	\$237,000	17.2
Erie	2	9	\$157,450	17	\$157,450	21	33	57.1	\$150,708	\$189,791	25.9	101	68	(32.7)	\$124,900	\$152,000	21.7
Lafayette	12	34	\$196,502	33	\$175,050	96	96	0.0	\$187,916	\$197,054	4.9	89	63	(29.2)	\$186,500	\$200,500	7.5
Longmont	17	68	\$180,959	51	\$185,000	161	234	45.3	\$180,217	\$179,563	(0.4)	102	70	(31.4)	\$167,000	\$167,000	0.0
Louisville	2	16	\$222,500	4	\$222,500	34	52	52.9	\$191,217	\$251,370	31.5	66	54	(18.2)	\$180,000	\$210,500	16.9
Superior	2	7	\$211,000	19	\$211,000	21	28	33.3	\$217,179	\$197,679	(9.0)	63	43	(31.7)	\$215,000	\$179,950	(16.3)
Mountains	0	3	0	0	0	2	2	0.0	\$178,450	\$337,500	89.1	98	101	3.1	\$178,450	\$337,500	89.1
Plains	8	19	\$226,875	19	\$224,500	71	106	49.3	\$211,806	\$196,039	(7.4)	103	67	(35.0)	\$185,000	\$163,250	(11.8)
<b>Total</b>	<b>128</b>	<b>444</b>			<b>Total</b>	<b>1,051</b>	<b>1,305</b>										

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# Mall signs Sam's, Whole Foods as anchor tenants

BY BUSINESS REPORT STAFF  
news@bcbr.com

LONGMONT — A Sam's Club, a Whole Foods Market and a 12-screen movie theater will anchor the \$80 million redevelopment of the newly-named Village at the Peaks shopping center on the current Twin Peaks Mall site.

The Sam's Club name was confirmed May 8 by Brad Power, Longmont's economic development director for a planned 100,000-square-foot retail store space in the new shopping center. A Sam's Club membership store in Louisville closed in 2010 after owner Wal-Mart Stores Inc. said the store was losing money.

A 30,000-square-foot Whole Foods Market grocery store also will help draw other new retailers to the site, Allen Ginsborg principal managing director of NewMark Merrill Mountain States, the mall's redeveloper, said. Whole Foods Market Inc. (Nasdaq: WFM) announced the new Longmont store in its quarterly earnings report May 7.

"This is the momentum builder that gets the concept going," Ginsborg said of the Whole Foods store. "I couldn't be happier. It has taken six or seven months to bring this about, but it always has been the community's desire."

Ginsborg has not named Sam's Club previously because of a nondisclosure agreement he signed with the tenant.

Ginsborg and his team are step-  
▶ See **Real Estate, 29A**



COURTESY NEWMARK MERRILL MOUNTAIN STATES

Architectural renderings show what a Whole Foods Market, above, and a Regal Entertainment Group movie theater would look like at the Village at the Peaks outdoor mall being developed by NewMark Merrill Mountain States at the site of the Twin Peaks Mall in Longmont.



COURTESY NEWMARK MERRILL MOUNTAIN STATES

**REAL ESTATE** from 28A

ping up efforts to sign up other retailers and restaurants as tenants, based on a marketing flyer posted recently on the NewMark Merrill website. The flyer says "It may be the hottest redevelopment in Colorado in over 5 years (but we still have space for you)."

The flyer touts Regal Entertainment Group's 12-screen, 2,500-seat movie theater and says "restaurant pads with mountain views" are available.

The Village at the Peaks will be a "super-regional destination for shopping, great restaurants and state-of-the-art entertainment," according to the flyer.

"Our goal is to bring best-of-class retailers here," Ginsborg said Wednesday.

The two new anchor tenant announcements come just before the International Council of Shopping Centers RECon industry event on May 19-22, in Las Vegas. Ginsborg said he has meetings scheduled with retailer representatives at the conference but declined to name them for market competitiveness reasons.

Ginsborg said he is on track with plans to open the redeveloped shopping center in fall 2014. NewMark Merrill paid \$8.5 million for the existing 550,000-square-foot mall in February 2012. It is slated for demolition this fall.

**BOULDER**

**FREEWAVE EXPANDS:** FreeWave Technologies Inc., a designer and manufacturer of spread-spectrum radios, has moved into a new corporate headquarters at 5395 Pearl Parkway in Boulder.

The new space provides more room for manufacturing to support new and expanding business, a product-testing

center and more space for the continued growth of its employee base.

The 45,000-square-foot facility is 80 percent larger than the previous headquarters' size of 25,000 square feet.

"The new facility will allow us to serve our customers more efficiently and with expanded capabilities," said Ashish Sharma, chief marketing officer at FreeWave Technologies. "We have always been a proponent of keeping our company operations centralized here in Boulder." Sharma said the number of employees has nearly tripled during the past eight years, but the company declined to provide a specific number.

**LAFAYETTE**

**NEW DIGS FOR BENJAMIN:** AvaDan LLC acquired 3.29 acres in the Colorado Technology Center in Lafayette from California-based Hill Properties and plans to break ground on a 40,000-square-foot flex building in July.

The purchase price for the land at 425 CTC Blvd. was \$429,900, according to Boulder County records.

Alan Benjamin is a principal of AvaDan and president of Benjamin West, a provider of furniture, fixtures and equipment for the hospitality industry.

Benjamin West, currently is located at 2655 Crescent Drive, Suite A, in the tech center, will be the main tenant and occupy the new building when completed in spring 2014, according to Andrew Freeman, managing broker at Boulder-based Freeman Myre Inc. Freeman was the broker for the land transaction and is the project manager for AvaDan LLC.

The building is being designed by Ware Malcomb, an architecture

firm based in Irvine, California with an office in Denver. The builder is Milender White Construction Co. in Arvada.

**LOUISVILLE**

**CONFLUENCE CONSTRUCTION:** Golden-based Confluence Cos. LLC started construction on the \$35.5 million North Main Apartments at Steel Ranch a 228-unit luxury apartment community in Louisville.

The first units of the resort-style community will be delivered this summer. U.S. Bank provided the \$26.5 million construction loan.

The project will include 108 one-bedroom units averaging 780 square feet, 108 two-bedroom units averaging 1,000 square feet and 12 three-bedroom units at 1,300 square feet each.

Average monthly rent will be \$1,325.

Outdoor amenities include a 25-yard lap pool, outdoor fire pits, pet washing and bike maintenance facilities and barbecue grills in a park setting.

A 5,000-square-foot clubhouse will have a fitness center, a yoga and Pilates studio, hospitality lounge area, cyber cafe, business center and kitchen.

**COUNTIES**

**LOWEST FORECLOSURE RATE:** Boulder County had the lowest foreclosure rate in the state for the first quarter of 2013 – with one completed foreclosure sale per 1,783 households.

Across Colorado, the average was about 1 completed foreclosure sale per 670 households in the first quar-

ter, or more than double the Boulder County rate, according to a new report from the Colorado Division of Housing.

Boulder County had 124 foreclosure filings in the first quarter, a 15.6 percent drop from the 147 foreclosure filings for the same period a year earlier, according to the report. Broomfield County had 41 foreclosure filings in the first quarter, a 10.8 percent rise from the 37 for the same period a year earlier.

Separately, when it came to completed foreclosures (where a home is sold at auction) – Boulder County had 68 in the first quarter, a 29.2 percent drop from the 96 completed foreclosures in filed in the first quarter of 2012. Broomfield County had 18 in the first quarter of 2013, a 30.8 percent drop from the 26 filed in the same period a year earlier.

Statewide, there were 4,571 foreclosure filings in the first quarter, a 41.3 percent drop from the 7,785 foreclosure filings in the first quarter of 2012, according to the report. Separately, 2,935 homes were sold at auction in the first quarter a 30.5 percent drop from the 3,760 sold in the same period a year earlier.

None of the metro counties was among those that ranked in the top 10 for highest foreclosure rates, the report said.

As home prices continue to rise in 2013, foreclosure rates are expected to continue to drop, the report said. Employment growth, low mortgage rates and continued population growth in Colorado have helped stimulate demand for homes, according to the report, and other factors are expected to further push down foreclosure rates.

**BCBRDAILY** from 2A

The money would be used for working capital to aid in the company's growth, Host said. Depending on the total amount raised, the Form D filing said, between \$150,000 and \$850,000 of the proceeds may be used to repay outstanding loans from certain officers and board members. *Posted May 10.*

**Orbotix gains capital via VC**

**BOULDER** — Orbotix Inc., the company that makes the Sphero robotic ball, has raised \$4 million of a \$10 million investment round, according to a filing made Thursday with the Securities and Exchange Commission.

Three investors bought equity in the Boulder-based company. The Sphero toy is a ball controlled by a smartphone that is used to play a variety of games. Its retail price is \$129.99.

Orbotix has raised more than \$11 million so far in venture capital. The Sphero ball started selling to customers in January 2012.

Orbotix also has created the "Sphero Rangers" program, a way for students to learn programming tools with the ball using a mobile device application called MacroLab, Brad Feld, a company direc-

tor, said in a recent blog post. Feld also is a principal of Boulder-based venture capital firm Foundry Group, which has invested in Orbotix. *Posted May 10.*

**Lanx raises \$15 million**

**BROOMFIELD** – Medical device company Lanx Inc. completed a round of \$15 million in new equity

financing to market existing and new spinal devices and to expand its new product research.

The Broomfield-based company plans to launch three or four spine device products in the next year that address degenerative disk disease, said Steve Deitsch, chief financial officer. Lanx also will focus on marketing its one-year-old Timberline trademarked

spinal lateral fusion device, which is used in back surgeries.

Lanx manufactures prototypes of its devices, and has about 200 employees. The company has a testing lab accredited by the U.S. Food and Drug Administration at its 80,000-square-foot facility at 310 Interlocken Parkway, Suite 120. *Posted May 13.*

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# Boulder-Xcel tiff may call for 2nd vote

We said it before ballots were even cast on Boulder's path toward creating a municipal utility: "Any expenditure in the hundreds of millions of dollars should be explicitly approved by voters, not authorized without voters knowing the actual cost" (Boulder County Business Report, Sept. 30, 2011).

That was one of our main concerns with Ballot Issues 2B and 2C, which went to voters in November 2011. Ballot Issue 2B increased and extended the city's utility occupation tax, while 2C authorized the city to create its own utility. Voters approved 2B by 141 votes, and 2C was passed by 933 votes.

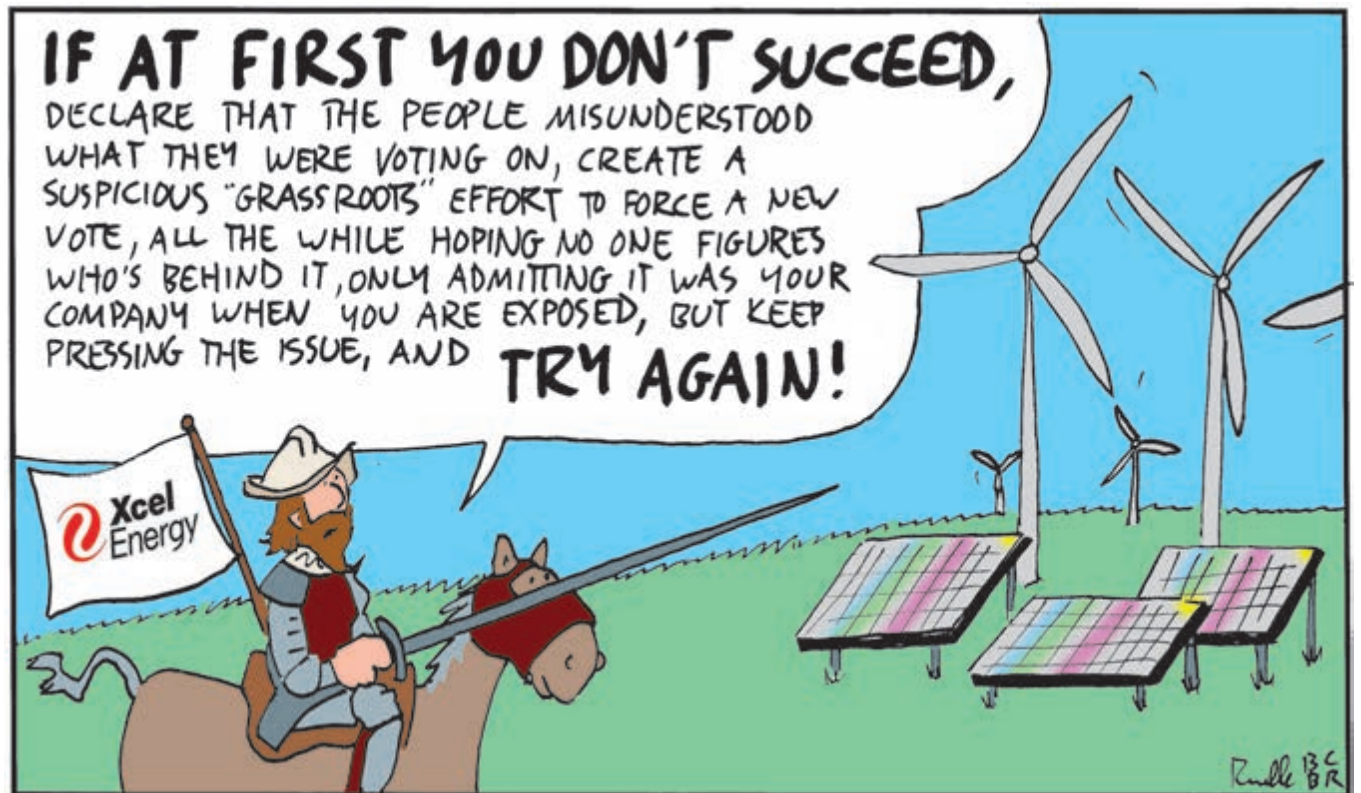
## EDITORIAL

Our concern was that voters were giving the city a blank check, when estimates of the cost of municipalization varied widely. City officials pegged the cost at about \$286 million, while a consultant for Xcel Energy put the price tag at \$1.2 billion.

Prior to the vote, we encouraged the city to return the issue to voters if the costs turned out higher than their original estimate, say, by 10 percent.

We restate that position today. City officials likely will oppose an expected charter amendment — backed by Xcel — that would require voter approval of any debt and repayment of bonds to pay for a new utility. But while they might oppose the wording of the charter, city officials should embrace the idea of a vote, promising to go to voters if costs are appreciably higher than what was originally presented to voters.

But we also agree with some city officials who have called for full transparency in what groups would finance any ballot measures — or opposition to them. In the end, full transparency is necessary for any path forward, both on contributions and the costs of municipalization.



# What do population forecasts tell us?

*Boulder area to grow, but real behemoth will be to north, east*

One of the ways that I like to "geek out" is by perusing various population projections. I eagerly await every 10-year U.S. Census, and the five-year U.S. Economic Census always gets my pulse rate going.

At the state level, the State Demography Office, part of the Colorado Department of Local Affairs, provides ample material for analysis. One such study is the Preliminary Population Forecasts, which look as far out as 2040. Data updated last fall is available at the county level.

What does the state project for the Boulder Valley and beyond? The July 2010 projection had Boulder County's population at 295,605, with Broomfield at 56,107. Looking forward just 27 years from 2013, we can expect those numbers to reach 390,228 and 85,825, respectively. That means a combined population of 476,053 in 2040, up from 2010's 351,712.

Up north, Larimer and Weld counties are projected for even more dramatic growth. Larimer County's projection for 2010 was 300,532, with Weld County at

254,230, for a combined 554,762. Fast forward to 2040, when the state projects Larimer at 481,193 and Weld at 567,218. That's a combined 1,048,411.

That's right: more than a million people in the two counties to the north and east of the Boulder Valley. Much of the growth in Weld County is anticipated to occur in southwestern Weld, abutting both Boulder and Broomfield counties.

Already, municipalities such as Longmont, Erie, Frederick, Firestone, Dacono, Broomfield and Lafayette see increasing patterns of commuting and business connections. County lines are blurring or — in the case of Erie — dissecting communities.

Another half million people in Larimer and Weld counties are bound to affect the Boulder Valley in terms of demand for housing, retail, office space, job growth, transportation, health care and every other sector that feeds a fast-growing population.

It's why nascent efforts at regional transportation such as the FLEX bus system linking Fort

Collins to Longmont are worthy of study and support. Demand inevitably will increase for such services as population booms.

Likewise, it's not without knowledge of demographic trends that multiple hospital systems are eyeing the Interstate 25 corridor in Weld and Broomfield counties. Longmont United Hospital's Indian Peaks Medical Center in Frederick eventually could be joined by new facilities UHealth in Broomfield and Exempla Good Samaritan Medical Center in Frederick.

Retail probably is overbuilt in our greater region today, but the need for new construction will resume as the population increases. We're already seeing demand for housing pick up, with huge new developments under way in Erie and elsewhere. School districts will have to provide new facilities for K-12 education throughout our region.

Schools. Traffic. Housing. Employment. Health care. Population growth such as that anticipated in the Boulder Valley and Northern Colorado will bring with it many benefits, but also many challenges. Business, government and civic leaders would do well to consider how this growth would affect our economy and our lives.

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**PUBLISHER'S NOTEBOOK**  
Christopher Wood

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**LETTERS**

**SUN** from 1A

**ROBBING PETER TO PAY PAUL**

**To the editor**

For the record, I opt in for the city of Fort Collins' wind-energy program, raising the electric portion of both our business and home utility bills 10 percent to 15 percent each month. That is a personal decision that does not affect my neighbors' pocket books.

The editorial published May 10-23, Hick: Sign bill on rural renewables, contains certain logical missteps. By requiring energy providers to increase electricity from renewable sources, argues the editorial, we will be creating jobs in the renewable energy fields. Well, OK, but we will also be decreasing jobs in existing energy fields. Robbing Peter to pay Paul does not foster economic development. It merely moves money from Peter's pocket into Paul's.

In this case, we may also contribute to blight as plants go offline because the energy they produce shifts to other types of plants. We can't have it both ways.

Furthermore, reducing that 20 percent standard if the retail cost increase reaches a certain level insures that we will hinder the cost-effectiveness of every source of energy. Today's renewable energy is so much more costly than a mere 2 percent that we will be forced to reduce the standard, at which point we will be caught in a no man's land between efficiently using existing sources and trying to maximize the benefit of the new renewable infrastructure.

**Neil McCaffrey III**  
Fort Collins

piled on the number of electric vehicle purchases and conversions locally and nationally.

Just 1,600 electric cars will be on the roads of the Denver metro area by the end of the year, according to estimates from the Boulder office of Chicago-based power industry research company Navigant Consulting Inc. Across the nation, solar panels are expected to grow at a rate of around 10 percent annually through 2018, however, leading to a huge cross-marketing opportunity between the two industries, said John Gartner, research director of the smart transportation division at Navigant.

"Together, these two industries can provide a complete solution that enables emissions-free driving as well as clean, low-cost electricity," a recent Navigant report said.

A new state tax credit of up to \$6,000 for electric cars also could capture the imagination of car buyers, those in the solar industry say. Gov. John Hickenlooper signed a bill into law on May 15 that enables the tax credit, which comes on top of a federal tax credit for electric cars of up to \$7,500.

The tax credit is a big help to Paul Guzyk, co-owner of Boulder Hybrid Conversions, who said he expects his company to convert 30 to 50 Toyota Priuses from gas to electric plug-in hybrids (going from

about 45 miles to the gallon to 80 to 100 miles to the gallon) by the end of the year. Boulder Hybrid has converted about 120 cars from gas to the hybrid electric power systems since 2010, Guzyk said.

While Guzyk doesn't formally partner with any solar companies, he hears anecdotally from customers that about 80 percent of them have solar panels at home. The conversion work his company does can cost about \$10,000 to \$12,000 per car.

"They don't want to see coal-power electricity run (their) cars," Guzyk said. "Solar is a great fit. Consumers drive electric vehicles with sunshine from their own rooftops."

Eric R. Ridenour, president and chief executive at UQM Technologies Inc. in Longmont (NYSE: UQM) also is enthusiastic about the idea. UQM makes electric motors, not batteries, Ridenour said, with products that power buses, trucks and delivery vans. But Ridenour said he personally has a solar panel system at home.

As more customers decide they want to lower their "carbon footprint," they'll look more to alternatives such as solar energy, Ridenour said.

In the meantime, Boulder Hybrid Conversion customers such as Marc Plinke already have made the plunge. Plinke estimates that his solar panels and car conversions

were paid off in seven years, based on how much the electricity the panels generate for his two Prius electric cars compared with a gasoline price of \$3.36 per gallon. Plinke owns Ceres Greenhouse Solutions Co. in Boulder, a greenhouse design company.

Plinke ran through cost-benefit analysis calculations of the \$14,000 he paid for his 10-kilowatt solar panel system in 2001 and the estimated \$11,500 he paid for the two Prius conversions from gas-powered to electric hybrid motors. He then calculated that he drives 8,000 miles per year per car, and figured he would pay \$1,036 per year in gas for each car based on getting 25 miles to the gallon and paying for 325 miles of gas at \$3.36.

He estimated he used about \$400 worth of electricity for his two cars last year at 2,000 kilowatt hours' worth of electricity multiplied by the value of the electricity of 10 cents per kilowatt hour. The electricity came from his solar panels, he said.

But while saving money is nice, Plinke said, that's not the reason he bought the solar panels and converted the cars to electric hybrid plug-ins.

"I did this because it's the right thing to do," Plinke said. "I don't do it for the money. It needs to be done. End of story."



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- Rebuild America with Jeff Santos .....1-2PM
- Healthline with Dr. Bob Marshall .....3:30-4PM
- Winning on Wall Street .....4-5PM
- Market Wrap with Moe Ansari .....5-6PM
- Repaving Main Street .....6-7PM
- Women's Radio Network .....7-8PM
- Boomer Radio Network .....8-9PM



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