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Volume 32 | Issue 20 | Sept. 13 - 26, 2013

Time short for Dillard's to appeal

BY BETH POTTER
bpotter@bcbr.com

Panel to decide compensation amount

LONGMONT – Dillard's Inc. attorneys have until Monday, Sept. 16, to file an appeal to keep the eminent-domain case open on the Longmont department store.

The Dillard's (NYSE: DDS) store stands in the way of a planned \$85 million redevelopment of the Twin

Peaks Mall site, since the company owns the building and surrounding land and has veto power over any redevelopment. Boulder District Court Judge D.D. Mallard ruled Aug. 26 that Longmont officials can take title to the Longmont store.

At the same time, city officials may

get immediate possession of the store as soon as a three-person board of commissioners decides a preliminary compensation amount in the case, based on court documents. Dillard's attorney Leslie Field has declined to comment on the case, as have Longmont Urban Renewal Authority

attorneys.

Eminent domain is the legal right for a public entity – in this case, Longmont city officials – to take a property after compensating the owner.

On Sept. 5, Mallard ruled against a request for an indefinite delay to the case made by Dillard's attorneys. By law, attorneys have a 20-day window to file an appeal.

► See **Dillards, 18A**

Double win for Covidien

Medical-device maker claims two awards in Business Report's "Game of Innovation"



JONATHAN CASTNER

Lew Lanker, global product manager for Covidien's Gunbarrel-based energy division, explains the company's Sonicision surgical tool, which won both Innovation of the Year and best in the Business Products and Services Division at the Boulder County Business Report's 2013 IQ Awards, held Aug. 28 at the Boulder Theater. See stories, 10A and 11A

Studies: No health-plan 'rate shock'

BY BETH POTTER
AND MOLLY ARMBRISTER
bpotter@ncbr.com

Health insurance rates are expected to drop in Colorado once the Affordable Care Act goes into effect in January, according to a national study done by the Manhattan Institute.

Colorado is expected to see a 34 percent decline in rates, while four other states will see smaller declines, according to the Manhattan Institute, a libertarian think tank in New York. Nine other states are expected to see increases in rates, according to the Manhattan Institute. Other states did not provide relevant health insurance information yet.

It appears rates will drop in Colorado and some other states because of increased competition, according to the study. Recently released Colorado Division of Insurance statistics appear to support the national study.

Colorado residents pay more for health insurance than they used to, but they pay less than residents in 25

► See **Rate, 18A**

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Trader Joe's Boulder opening delayed until 2014

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

BY BUSINESS REPORT STAFF
news@bcbr.com

BOULDER – A Trader Joe's grocery store will open in Boulder next year, a company spokeswoman said, an apparent delay from its previously announced October opening.

A 14,000-square-foot Trader Joe's grocery was to open next month at 1906 28th St. on the site of a former Applebee's restaurant, Twenty Ninth Street shopping center spokeswoman Kate Honea said in March. The restaurant has been demolished, and construction work is going on at the site.

Trader Joe's plans to open four stores in Colorado in 2014 – including the Boulder store, Alison Mochizuki, a spokeswoman in Monrovia, California, said. The company has not given a definitive opening date yet for the Boulder store, Mochizuki said. Honea said she had no comment, when asked about the date discrepancy.

Posted Sept. 10.

Office to link firms, CU

BOULDER – An Office of Industry Collaboration will help connect companies with the people, services and programs available at the University of Colorado-Boulder, CU said in a press statement.

Caroline Himes, director of the office, comes to the role after serving for the past 16 years as executive associate director of the CU Laboratory for Atmospheric and Space Physics, or LASP.

BCBR DAILY

The new office will be about 40 percent funded through the CU budget over the next five-year period, before becoming self-supporting through outside grants and other potential funding streams, Himes said. Details of the office's budget were not immediately available from CU. Himes will have a staff of four, including two part-timers.

University administrators created the office, in part, to help companies generate new products and economic growth, said CU Chancellor Philip P. DiStefano. The office also will help companies find outside sources to work with, if they have had to cut their own research and development funding, said Russell L. Moore, CU-Boulder provost.

Posted Sept. 5.

CU studies lure \$774 million

BOULDER – Faculty at the University of Colorado attracted research awards totaling \$774,079,158 during the 2012-13 fiscal year, based on preliminary figures.

Although that amount ranks fourth-highest in CU history, it slipped 5.6 percent from the previous year, reflecting an increasingly competitive arena shaped in part by tightening federal budgets, according to a CU press statement.

The reduction in research funding may be here for a while, said Richard Traystman, vice chancellor for research for the CU Anschutz Medical Campus and CU-Denver, because there is less money and more competition for grants.

While funding is reduced, he said in the press statement, "it's not wiped out and my optimism is that we have the opportunity to receive our fair share of that to continue the important work of research."

The Boulder campus received \$351.9 million, including a five-year, \$9.2 million award from the U.S. Department of Energy. CU's Colorado Springs campus received \$7.8 million, CU-Denver received \$19.1 million and the Anschutz Medical Campus in Aurora received \$395.2 million.

Posted Sept. 4.

Go-ahead for civic-area plan

BOULDER – Boulder's civic-area master plan has won unanimous final approval from the Boulder City Council.

The plan approved Sept. 3 charts out a map to revitalization of much of the public space downtown bounded by Ninth and 17th streets on the west and east and Canyon Boulevard and Arapahoe Avenue on the north and south. In addition, it sets guidelines for the mix of private uses the city would like to see in the area, as well as placing an emphasis on public-private partnerships.

The master plan calls for "book-ends" at the east and west ends of the public-owned property, with the library and a potential performing arts center to the west and a revamped farmer's market and potential public market hall between 13th and 14th streets.

Some of those plans are in the longer-term vision for the area over the next five to 10 years. However, the city will start implementing some aspects of the plan right away. Some of the immediate, short-term improvements would include improving the plaza area between 13th and 14th for the farmer's market, parking and crowd circulation. The city will also start looking at opening a new

► See **BCBRdaily**, 27A

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Delays, cost overruns plague water projects

BY JOSHUA ZAFFOS
news@ncbr.com

In the past decade, Jeff Drager has watched his two daughters grow up, graduate from high school and college and start their first jobs. Yet he's still stuck on the same project at work – winning state and federal approval to build a new water reservoir.

Begun in 2003 and scheduled to be up and running by 2011, the Windy Gap Firming Project, like many others across the state, still is mired in regulatory delays.

Whether or when Windy Gap – a

project designed to serve more than a dozen entities including Longmont, Lafayette, Louisville, Superior, Erie and Broomfield – will be built is still unclear 10 years after the first regulatory review took place.

Drager, an engineering project manager with the Northern Colorado Water Conservancy District, is in charge of bringing Windy Gap online. The project includes building Chimney Hollow Reservoir, one ridge over from Carter Lake in the foothills outside Loveland. It is designed to help Northern Water better manage and store water it developed in 1985.

Northern is working with 13 Northern Colorado water providers to develop the latest phase of Windy Gap, which is designed to serve 60,000 households. It initially submitted the project for environmental review to the U.S. Bureau of Reclamation in 2003. Through the National Environmental Policy Act, or NEPA, a project's environmental impacts are reviewed during several stages of technical analysis and public comment. A 2005 Northern Water fact sheet projected a final "record of decision" could come by the end of that year, meaning construction could

start soon after and the reservoir would be ready by 2011.

That forecast was wildly optimistic. The bureau didn't issue a final environmental impact statement, a key step in NEPA, until late 2011. Reviews by federal and state scientists, environmental groups and western Colorado interests each triggered calls for mitigation and changes that added months and then years of delay.

"Nobody would have anticipated some of these things" said Drager.

Project partners have spent \$12 million to date just on permitting,
► See **Water, 19A**

Soothing scars



PETER WAYNE

Pieter Oosthuizen displays Paracelsus Labs' line of scar creams. The company is running on an initial investment of \$260,000 from friends and family.

Paracelsus Labs' creams target 'cosmeceutical' market

BY ELIZABETH GOLD
news@bcbr.com

BOULDER – For Pieter Oosthuizen and Joshua Onysko, a 5,000-mile motorcycle adventure led to more than a new perspective of America. A chat around the campfire sparked the pair to start a business that focuses on skin-cell rejuvenation.

"Joshua had developed a basic formula for his friend who was scratched in the face by a cat," Oosthuizen said. "I researched the industry and decided to go for it."

The 'go-for-it' resulted in the launch of Paracelsus Labs Inc. and its product, Celsus Bio-Intelligent Scar Cream.

Since the cream isn't certified by the Food and Drug Administration, it

“As we were launching, banks were crashing around us. When you don't have mounds of cash, you have to learn to totally bootstrap before you can get to the place where they'll look at you.”

Pieter Oosthuizen
CHIEF EXECUTIVE,
PARACELSUS LABS INC.

falls in the category of cosmetics, Oosthuizen said. "FDA categories are cosmetics, over-the-counter products and pharmaceutical drugs," he added. "Scar creams are mostly sold as cosmetics."

In place of FDA certification, Celsus carries anecdotal claims that tout its properties. The company's website outlines clinical trials and stud-

ies related to the ingredients used in the cream as support of its ability to reduce the appearance of scars, stretch marks and the signs of aging.

"The key word is efficacy – meaning that this is something that works," Oosthuizen said. "It has no petroleum, sulfates or synthetic preservatives,"

► See **Scars, 19A**

Famed couple now calling Hygiene home

It was no surprise when the most expensive home sale in the Denver metro area in June was in rural Boulder County. The area is home to plenty of serene acreages with impressive homes.

It should also come as no surprise that all signs point to the couple who bought the \$4.25 million home and 40 acres along St. Vrain Road near Hygiene as being one of Boulder's most well-known, **Brad Feld and Amy Batchelor**.

Feld, of course, is a managing director of the venture capital firm Foundry Group and a co-founder of startup accelerator TechStars. Batchelor is a philanthropist and co-authored with Feld the book "Startup Life: Surviving and Thriving in a Relationship with an Entrepreneur."

BCBR EYE

Boulder County property records show Denali Property Holdings LLC, an entity registered to Feld, as the purchaser of the home, which had been bank-owned. Batchelor announced on her blog last month that the couple was placing their Eldorado Canyon home for sale and moving north of Boulder near Longmont as they looked for a "rest-of-the-life house where we could live well into ripe old age."

A Realtor.com listing for the seven-year-old home on St. Vrain Road shows it as a six-bedroom, four-bathroom, 10,821-square-foot luxury retreat with views of the Flatirons and a large shop and barn.

The couple's home at 450 Kneale Rd. in Eldorado Canyon, located on 33 acres, is for sale for \$2.5 million, with an option to purchase two adjacent parcels for a total of 114 acres. It is listed at www.goodacre-properties.com.

Broomfield's incentives lure DigitalGlobe's HQ

Longmont officials 'disappointed'

BY BETH POTTER
bpotter@bcbcr.com

LONGMONT—DigitalGlobe Inc. plans to have room for 1,300 employees at a 400,000-square-foot global headquarters slated to open in mid-2015 in the North Park development in Broomfield, according to an economic development representative.

The satellite image company (NYSE: DGI) plans to move its headquarters from a building at 1601 Dry Creek Drive in Longmont to the new building on a 30-acre Broomfield campus in North Park, at Interstate 25 and Colorado Highway 7, according to Bo Martinez, the city and county of Broomfield's economic development director.

Broomfield representatives offered DigitalGlobe a financial incentive package to relocate that has not been made public yet, Martinez said.

"They really liked our (pro)-business attitude and our business climate, and we had the best site for their global headquarters," Martinez said.

Longmont representatives also offered DigitalGlobe an incentive package for an undisclosed amount.

DigitalGlobe's new headquarters is expected to anchor a public-private research park called the Colorado Applied Research and Science Park, Martinez said. He said he envisions the park campus as one where scientific research and business research can work side by side.

"There are a lot of exciting things to come for North Park. We believe we can develop this area as the next Denver technology center," Martinez said.

The DigitalGlobe move is expected to consolidate employees from the Longmont property, as well as a site in Northglenn and two other Colorado sites. Longmont is "disappointed" about the announced move but expects to continue to work with the company as long as it has employees

at the existing location, said Wendi Nafziger, vice president at the Longmont Area Economic Council.

DigitalGlobe announced Thursday that it signed a letter of intent to move to the new Broomfield site. The company supplies satellite images to a variety of public and private entities in the United States and around the world.

The company bought rival GeoEye Inc. (Nasdaq: GEOY) in Herndon, Virginia, earlier this year in a \$900 million transaction. The combined company had more than 1,500 employees before the merger.

DigitalGlobe got the OK for as much as \$4.4 million in state tax rebates in June if the company creates 435 jobs in Colorado over the next five years, according to a spokesman at the Colorado Office of Economic Development and International Trade. Company representatives said at the time that they were looking at staying in Longmont or moving to Broomfield or Westminster to accommodate potential growth.

The new campus at the North Park development is being constructed by Opus Development Company LLC, a division of The Opus Group in Denver, DigitalGlobe said in a press statement. It's being designed by RNL Design in Denver, with real estate and project management services by Cresa Denver. Real estate firm McWhinney in Loveland is developing the 935-acre North Park site.

DigitalGlobe will continue to maintain a presence in the Longmont location for "a period of time," according to the press statement. A spokeswoman did not offer further details.

The company will continue to have offices in Virginia; in Tampa, Florida; in London and in Singapore, among others. DigitalGlobe Inc. earlier this month reported a 48 percent increase in revenue for the second quarter that ended June 30 compared with the same period a year ago.



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Balance a driving force for Jedi master

BY JEFF THOMAS
news@bcbr.com

ERIE – Balance hasn't always been easily achieved for Greg Barns, but today he makes it available in commercial buildings across the state.

"Basically we balance air and water systems," said Barns, vice president of Jedi Balancing Inc. of Erie. "We make sure that everyone gets their fair share of air in a building."

But in construction and in life, getting to that balance point is what makes it interesting.

Barns, 32, was a senior at Columbine High School in Littleton in 1999 when two gunmen killed 12 fellow students and a teacher. Short only 1.5 credits from graduating that spring, Barns said he had no impetus to return for a summer-school class, and although he is reticent to blame the tragedy it was the beginning of several years of struggle.

"That summer you were still pretty much in shock, and nothing seemed to make much sense," he said. "But my dad told me, 'You are either going to work or you won't have money, so I took my GED test and got a job selling cell phones.'"

Barns went through several jobs, including working as a body shop estimator, and at a call center while attempting to work his way through



PETER WAYNE

"Basically we balance air and water systems," says Greg Barns, vice president of Jedi Balancing Inc. of Erie. "We make sure that everyone gets their fair share of air in a building."

Arapahoe Community College. Creating a balance between work and school, however, proved extremely difficult, as the call center job he had taken started in early afternoon and lasted until nearly midnight.

Barns returned to full-time work with a heating and air company his father was working for, and soon after decided to apprentice at the Interna-

tional Training Institute in Denver, which is largely funded by the two major sheet metal unions – the International Association of Sheet Metal Air, Rail and Transportation and the Sheet Metal and Air Conditioning Contractors' National Association. Apprentices accepted into these programs complete four to five years of education and training in the class-

room and on the jobsite, where they are paid for their work.

"The first year, you just worked and went to school at night, so that's where a lot of people dropped out," Barns said. However, after that initial year, he said, most of the work is on-the-job with additional coursework, all of which is paid.

► See **Jedi**, 8A

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While LPC's energy mix already contains more than 19% hydroelectric power plus over 3% of power from other renewable sources, some residents and businesses want to receive more. For those customers, LPC offers its Renewable Power Purchase Program.

To learn more, visit LPC's website at www.ci.longmont.co.us/lpc and click on the image of the wind turbine. The first 50 customers who enroll will receive a free LED light bulb. If you have any questions contact LPC directly at 303-651-8386.

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Longmont Clinic shuts its research department

Longmont Clinic has closed its research department, but much of the research paper trail still lives on.

The former Longmont Medical Research Network gathered information for pharmaceutical trials starting in 1986, before the days of computer "cloud" storage where most data seems to exist these days.

Much of the research information that wasn't scanned into a computer system over the years still is kept in boxes stored in warehouses, said Jack Campbell, Longmont Clinic's administrator. The clinic has an obligation



MEDICAL FILE
Beth Potter

to keep the records in case potential issues come up that have to do with the drug trials, Campbell said.

Separately, doctors at the clinic plan to join Longmont United Hospital by Jan. 1. More than 50 doctor-owners who work at Longmont Clinic intend to stay put in the existing location at 1925 W. Mountain View Ave.

If it boggles your mind to think about paper records associated with drug trials in 1986, think about this: Longmont Clinic was founded in 1907. Luckily, relevant clinic records all are stored in computers.

New role for Parascript

You may have heard of Parascript LLC, which also is in Longmont.

Parascript is known for its pattern recognition handwriting software, which is used by banks, Fortune 500 companies and others around the globe.

About a year ago, Parascript workers decided to apply the company expertise to something a little offbeat for pattern recognition: breast cancer.

The AccuDetect software is used in digital mammography that helps radiologists differentiate between cancerous and non-cancerous lesions in breasts.

Now, AccuDetect has received a key U.S. Food and Drug Administration approval that validates its safety and effectiveness.

The FDA must approve all medical-device technology used in the United States before it's sold on the commercial market. The technology already is used commercially in Spain, France, Germany and Austria in products made by GE Healthcare (a division of General Electric Co. publicly traded at NYSE: GE) and Philips Healthcare, (a division of the Dutch electronics multinational.)

Parascript plans to beef up its marketing with mammography equipment manufacturers and radiologists to get more AccuDetect software into

doctor's offices and hospitals, now that the FDA approval has come through, Alexander Filatov, the company's president, said in a press statement.

Since breast cancer continues to be a significant cause of death, that's definitely something to cheer about.

Research marches on

In Boulder, three life-science companies are moving forward with research and recognition.

Boulder drug research company Clovis Oncology Inc. said recently that it has given out its first hypobromide salt tablet research drug for lung cancer to a human patient enrolled in a drug trial.

Clovis currently has five drug trial sites in the United States and Europe for the lung cancer research drug, named CO-1686.

The U.S. Food and Drug Administration requires all drug candidates to go through years of rigorous testing before approving them for commercial sale. An estimated 1.35 million new lung cancer patients are reported every year, making it the most common form of cancer.

If you want details about Clovis, you can chat with Patrick Mahaffy, founder of the company, at a breakfast on Thursday, Sept. 19, at the Rocky Mountain Life Science Investor and Partnering Conference at the Ritz-Carlton Hotel at 1881 Curtis St. in Denver.

Mahaffy and Ron Squarer, chief executive of Boulder's Array BioPharma Inc. (Nasdaq: ARRY), another drug candidate research company, are the keynote speakers at the breakfast. They'll be joined by Kyle Lefkoff, founder and general partner of Boulder Ventures in Boulder.

The conference is being put on by the Colorado BioScience Association, a membership group with several other strong ties in the Boulder Valley, but offices in Denver.

Countdown to the ACA

Finally, let us leave you with a thought about how a hospital in our neck of the woods is getting ready for the federal Affordable Care Act to go into effect on Jan. 1. The new law requires every U.S. resident to have health insurance, but it's also creating sweeping changes in general health-care practices across the nation.

Hospitals want to find ways to reduce costs and improve quality for patients as the law goes into effect, said Dennis Barts, new head of Avista Adventist Hospital in Louisville, which is part of the Centura Health system. Hospitals also are looking for ways to keep more people well, or, as Barts said "nurturing the health of people."

Those sound like noble goals.

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

Who ya gonna call? It's conceptual, not technical

It is very easy for us as sales professionals and business owners to look at certain prospecting activities and say to ourselves, "Oh, that would never work for me!" Really? You can't say that without putting effort into it and really see if it would work. You can't say that without actually trying it first. Unfortunately, I see that negative attitude all the time. It's amazing the preconceived notions that people can and do have.

Eventually, it all goes back to expectations and behavior. Why do you think it would never work? Maybe you visited with someone three years ago who tried it about 10 years before that and it didn't work. So you're going to base your entire decision making on second-hand information from a decade and a half ago? Things change. Mindsets change. Technology changes. Times change, and if you don't keep up, you could be left in the poor house.

Many times, I've heard people say that specific networking groups don't work. Then I'll talk to someone else, and they'll tell me that 80 percent of their business comes from that very networking group. Do it before you dismiss it and really give it a chance. Don't just

try it once and dismiss it when it's not immediately effective. Some prospecting activities take longer than others to really start working. It's different for each activity, and it's different for each person.



SALES SMARTS

Bob Bolak

Professional athletes record their behaviors and analyze the results of those behaviors. They know when something works and when it doesn't. If it doesn't

work, they first look inward to examine whether it is something in their approach that is causing them to come up short on the desired outcome of the behavior. They then make adjustments and continue to test and measure their results. So, the professionals' self-concept is strong enough to allow for them to accept responsibility for their failure to get the results they are looking for. This is what empowers their ability to look inward, grow and change.

Unfortunately, many business owners, sales executives and salespeople focus all of their effort

on their sales technique but miss the critical component of their attitude and mindset toward prospecting, selling and other aspects of their revenue production role in their job. The dismissive attitudes toward prospecting as addressed above are just the tip of the iceberg.

Let's presume a sales team role-plays a new referral technique in a sales meeting, but one of the salespeople – let's call her Janet – has a belief that someone who sells her something should be grateful they got the order and not ask for future business or referrals because she sees that as pushy. When Janet goes into the field later that day and is sitting in front of her best customer, how likely is she to use the sales technique she practiced with her team in the sales meeting that morning? It's quite likely that the little voice in Janet's head that screams "don't be pushy, be grateful for the business this customer is already giving you" will win out over the sales technique and sales manager's encouragement to practice the new technique.

Let's take attitude and beliefs one step further. When you make calls, whether it's a brand new sales call or a service call to a cus-

tommer, the level you call on within the organization is a reflection of how you see yourself conceptually – that is, a reflection of your attitude and beliefs about your own self-concept. If you make sure to meet the president, then you believe you belong there. Amateur salespeople will only go as high as their "inner parent" will let them go; they'll keep calling on purchasing agents and other non-decision makers time and again even if they get nowhere. Professional salespeople know how to get invited in to see the president, and they also understand conceptually why they belong there.

Where do your salespeople wind up? The president's office, or the janitor's closet? Who you call on and how you prospect is often a conceptual thing, not a technical thing. How much time are you spending on changing the attitudes and beliefs that are standing in the way of you or your salespeople going to the bank more often?

Bob Bolak is president of Sandler Training in Boulder. For a free copy of "Why Salespeople Fail and What to Do About It," call Bolak at 303-376-6165 or email bbolak@sandler.com.

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Special thanks to the 2012-13 Boulder County Campaign Committee: Chris Ford (Co-Chair), Pat Carrigan (Co-Chair), Joyce Bergmann, Paul Bierbaum, Ellen Cadette, Neal Cohen, Scott Culley, Carmen Danielson, David Driscoll, Lew Harstead, Jeff Kahn, Bill Kowalski, Chris Leh, Steve Meyrich, Mike Miner, Rich Nehls, Heidi Potter, Jeff Quick, Michelle Rafik, Mike Rafik, Giovanni Ruscitti, Rick Samson, and Helen Stone.

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JEDI from 5A

Barns, who had a good math background, found his niche in testing, adjusting and balancing the air flow in commercial buildings and quickly progressed in the industry. He graduated from the apprentice program in 2009, and soon found himself handling most of the Colorado commercial jobs for Jedi.

"The president (Don Pittser) wanted someone to take over the local jobs so he could pursue international jobs," Barns said. "I guess he loves to travel. Lately he's been in Afghanistan, doing testing and balancing for buildings at Bagram Air Force Base."

The company has a great deal of

business building and renovating hospitals, which require extensive air systems. For instance, an operating room needs to maintain positive air pressure, so outside contagions can't enter a patient during surgery.

Barns said there are probably fewer than 20 journeyman specialists in his field in the state, meaning that he completes a lot of onsite work each week.

In terms of his family life he's a lot more settled. In fact, he and his wife, Monique, bought a home in Littleton about a mile and a half from the home in which he was raised. The home is just outside the boundary for Columbine High, so the couple's two children

– Madisyn, 9, and Alexa, 7 – will not attend school there, but Barns said that would have made little difference.

"I loved growing up there, and even though there was that tragedy, I still think it's a great place for kids," he said.

Still, "It's sad when you think about what's happened over the last 10 or 15 years," he said. "Things will never be the same as when I was growing up."

But at some point, it once again becomes a question of balance.

"You can't help worry about it when you send them off to school," he said. "But I don't want them worrying about going to class."

LinkSmart puts sponsors into online content

BY BETH POTTER

bpotter@bcbr.com

BOULDER – Say you are the online media company AOL Inc., and you post a movie trailer for the next big Brad Pitt flick.

Folks reading AOL's (NYSE: AOL) home page are likely to click on the movie trailer box on the website, and on other banner advertising surrounding the trailer, among other things, said Pete Sheinbaum, founder of LinkSmart Inc., a Boulder-based software text linking program.

So what do you do if you don't



Sheinbaum

have Brad Pitt or another movie star to help you drive website traffic? LinkSmart says it can help. The company's software text linking program is embedded into reader content.

Fees are on an "option pricing" model, and are based on a reader clicking through hyperlinks, Sheinbaum said.

This "helps publishers monetize their traffic," Sheinbaum said. "No one else in the world is doing the text linking the way we are."

LinkSmart's customers include Thomson Reuters Corp. (NYSE: TRI), the news company, AOL and BuddyTV, an entertainment website.

Sheinbaum's background is in web publishing, including three years as chief executive of the DailyCandy website, which was sold for about \$125 million to Comcast Interactive Media in 2008. In his years in the quickly changing web world, Sheinbaum has found that readers engage about 10 times more often with hyperlinks embedded in stories than they do with advertisements or the sponsored links found outside the content.

Most web companies focused on web advertising have neglected the potential for story links, Sheinbaum has said. LinkSmart's software platform allows publishers to track what links readers follow. It also can add new keyword links as needed.

For one global news organization that's a LinkSmart customer, the software and related links now account for more than 68 percent of the clicks on the company website, Sheinbaum said. He declined to give the name of the company or other details for competitive reasons, but said the company didn't have a way to create links in its content before becoming a customer of LinkSmart's because its original online system programs weren't written that way.

"When we're able to get valida-

► See **Online**, 25A



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IQ AWARDS

Covidien's Sonicision a double winner

BY JOSHUA LINDENSTEIN
jlindenstein@bcbr.com

BOULDER – Covidien's Lew Lanker believes the medical device industry is heading the way of telephones – to a wireless age where a user being tethered to a wall is a scene from a museum.

So it was only fitting that attendees of the Boulder County Business Report's 14th annual IQ Awards voted with their cell phones to name Covidien's Sonicision device the Innovation of the Year in Boulder and Broomfield counties.

The Aug. 28 IQ, or Innovation Quotient, Awards recognized the most innovative products and services invented or launched locally in the past year. Six different categories were recognized, with Covidien, which has a division in Gunbarrel where the Sonicision cordless ultrasonic dissection system was developed, earning top billing from judges in the business products category.

When it came time for the people's choice for a sort of "best in show" recognition at the end of the night, Sonicision came out on top again.



JONATHAN CASTNER

Lew Lanker, global product manager for Covidien's Gunbarrel-based energy division, is flanked by Jim Cowgill, left, of event sponsor EKS&H LLC, left, and Boulder County Business Report publisher Christopher Wood, at the 2013 IQ Awards. Covidien won both Innovation of the Year and in the Business Products and Services division.

"This device is very technologically advanced but it's simple to use," Lanker, global product manager for Covidien's energy division, said.

Sonicision is a portable surgical

device that can make precise incisions and seal off blood vessels in the process. The surgical aspect isn't necessarily anything new. But the fact that it doesn't come attached to a large box that can't be moved out

of a surgical suite certainly is. The device, which is run on a lithium battery and has its own built-in hardware that monitors quality control and precision, costs about \$420 per use depending on location and application.

On the market for less than a year, that the Sonicision has been used in what Lanker estimated are some 80,000 surgeries worldwide. Originally thinking of the cost-competitive aspect in marketing the device to large hospital systems, Lanker was surprised when his biggest area of success came in emerging markets where doctors cover wide geographical areas and their patients can't always afford to travel to have a procedure done. The device also has come in handy for the military, enabling procedures to be done closer to the battlefield rather than transporting wounded soldiers long distances to a major medical facility.

"It is appealing to a lot of people to actually have the treatment coming closer to you," Lanker said. "We have the ability to provide advanced surgical treatment at the point where it needs to be."



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IQ AWARDS

Agora, Bounce.io, Orbotix, Tusaar, Webroot claim victories

BY BETH POTTER
bpotter@bcbcr.com

BOULDER – A robotic ball controlled by a smartphone and a solar-powered public Internet “hotspot” idea were among innovations taking top honors at the 14th annual IQ Awards event held Wednesday, Aug. 28 at the Boulder Theater.

The Sonicision ultrasonic surgical device from Boulder-based Covidien’s (NYSE: COV) energy division was both the audience favorite and the judges’ favorite at The Innovation Quotient, or IQ, Awards, sponsored by the Boulder County Business Report. The awards are made to companies with the most innovative new services and products in Boulder and Broomfield counties. Sonicision won both the Innovation of the Year award from the audience as well as the IQ Award for Business Products and Services from a panel of judges at the event at the Boulder Theater.

Finalists in the business products and services category after Covidien were Market Force Information Inc. and Shelfx. Market Force makes a software product that generates data for retailers and restaurants. Shelfx makes a mobile checkout system that



JONATHAN CASTNER

Scott Brown of category winner Bounce.io describes how his Louisville-based company developed a way to reroute bounced emails back to senders along with an advertising message. “Ten months ago, we stumbled into this idea, almost by happenstance,” he told the IQ Awards audience at the Boulder Theater. “We think we found a bank vault.”

can be used at grocery stores.

Agora Foundation, Bounce.io, Orbotix Inc., Tusaar Inc. and Webroot Inc. all won in their respective categories as well. The audience chose the Innovation of the Year through

a texting scheme. A panel of judges chose the winners during a brief interlude at the event after listening to short pitches from company representatives. The nonprofit Agora Foundation was chosen in advance of

the event.

Snapshots of the winning companies and products:

Agora Foundation won an IQ Award in the Nonprofits category.

► See **Victories, 12A**

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VICTORIES from 11A

The Boulder-based group's Hot Spot project uses solar-powered "canopies" to offer free access to wireless Internet-enabled computers. The project is expected to serve as a "branch library for the 21st century" for people around the world, said Bud Wilson, a founding partner of the nonprofit group. Agora may become a private company in the future, and is looking for funding partners.

"These are virtually bullet-proof, and they're vandal- and abuse-proof," Wilson said. "We're creating 21st century computer tablets in the pedestal charging stations."

Finalists in the nonprofit category included Bridge House, a Boulder nonprofit that created a program helping homeless people return to work; and Realities for Children Boulder County, which serves abused, neglected and at-risk children.

Bounce.io won an IQ Award in the Internet/social media/mobile application category. The Louisville-based company developed a way to reroute bounced emails back to senders, along with an advertising message. Since an estimated 20 percent of all emails "bounce," or are returned to senders, the market is currently wide open, said Scott Brown, a Bounce.io spokesman.

Boulder company Spotlight Inc., which makes software to aggregate social media data, and 30DB in Nederland were finalists in the category. 30DB makes an Internet application

that searches for public opinion on topics of interest.

Orbotix Inc. won an IQ Award in the Consumer Products category. The Boulder-based company makes the Sphero, a robotic ball controlled by a smartphone. Sphero now is used in more than 25 mobile applications. One of the popular apps is "Sharky the Beaver," in which a user manipulates the ball and sees a display on his or her screen of an animated beaver moving around, rather than the ball itself.

Louisville-based Canaima Outdoors Inc. was a finalist in the category, with its Gibbons Slackline tight-rope-style product and gear. Revolv Inc. in Boulder also was a finalist. The company develops technology that lets users control hundreds of wireless devices.

Tusaar Corp. won in the Natural/Green category. The Boulder-based company has developed a process to remove and recover more than 46 different metals from wastewater and other waste streams. The company estimates there is a \$3.2 billion market for its services, in the nuclear waste field and in recycling rare earth metals, among other areas, said Gautam Khanna, founder of the company.

Boulder-based Skratch Labs LLC was a finalist in the category for its natural energy/hydration drink Exercise Hydration Mix, which is stocked in 32 Whole Foods stores and many outdoor retail stores. Sir Richard's Condom Co. in Boulder also was a finalist for its condom/social marketing company.

Webroot Inc. won in the Software category. The Broomfield-based company makes a cloud-based software that serves as an Internet security product. Webroot put itself in the "reinvention" category, after creating new products to work in the Internet "cloud" rather than on individual computers, said David Duncan, chief marketing officer. Since then, the company has grown its annual revenue well past the \$100 million mark, Duncan said.

Boulder-based 7D Imaging Inc. was a finalist in the category. The company develops software to go with ultrasound pictures. Boulder-based Culinary Software Services Inc. was the other finalist. The company makes software that helps chefs reduce food waste and potentially increase profits.

A panel of judges previously chose finalist companies from submitted entries. Panelists were Paul Jerde, a consultant, Jerry W. Lewis, Upstream Communications LLC; Tim Bour, Innovation Center of the Rockies; Susan Graf, former president of the Boulder Chamber; and Theresa Szcurek, Radish Systems LLC.

Sponsors included EKS&H PC public accountants in Boulder, Boulder Staffing Inc. in Broomfield, Wells Fargo Bank in Boulder, Photo Craft Imaging in Boulder, Survey Gizmo in Boulder, KUNC-FM 91.5 in Greeley and Connect First Inc. in Boulder.

This year's event theme was "Game of Innovation," based on the popular HBO series, "Game of Thrones."

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Tusaar hopes for rare-earth rewards

Product may help restore nuclear sites

BY JOSHUA LINDENSTEIN

jlindenstein@bcbr.com

LAFAYETTE – When he first licensed a patent from the University of Colorado for an organic media that could be attached to carbon and bond to certain types of metals, Gautam Khanna thought he had the makings of a water treatment company.

He certainly wasn't envisioning the extraction of rare earth metals from waste streams, the application that might soon become the fastest way to profitability for his Lafayette-based startup, Tusaar Corp. And with Tusaar's product now being tested for its ability to aid in the cleanup of nuclear sites such as Hanford in Washington and Fukushima in Japan, the possibilities for Tusaar seem wide-reaching as the four-year-old company preps to move, as Khanna puts it, "from startup to started up."

"It's about time," Khanna said.

The company brought in about \$2,000 in revenue in 2012, and Khanna projects only about \$50,000 this year. But that could change in a big way as efforts soon get under way to scale up production.

"That's a nice growth curve (for



PETER WAYNE

From left: Process engineer Keith Story, founder and chief executive Gautam Khanna and application engineer Evan Ratzan work in Tusaar Corp.'s Lafayette laboratory.

revenue), but that's not substantial enough," Khanna said. "But I think we're now hitting the time when we're getting paying customers to start working with us. Revenue next year at this time, we better be profitable and running with the revenue."

Tusaar – Sanskrit for "refreshing spray of water" – has four employees, although Khanna is expecting that

number to increase to seven by year's end. To date, most of the employees' energy has been spent in the laboratory, tweaking Tusaar's product to make it workable for industry.

Tusaar's product is an organic compound from the benzotriazole family that is bonded to carbon so that it doesn't float. When waste stream solutions are passed through

the media, the media attracts certain metals. Once separated, those metals can either be transported or disposed of as easier-to-manage solid waste, or recovered from the media for use in the production of industrial products. Once metals are separated from Tusaar's media, the media can be reused several times depending upon

► See **Tusaar, 14A**

Sundrop hopes new plant fuels renewable-energy growth

BY JEFF THOMAS

news@bcbr.com

LONGMONT – Natural gas is powering what might become one of the nation's most ambitious renewable-fuels programs, including both the long- and short-term goals of a Longmont firm's efforts to create an affordable "bio-gasoline" made from woody biomass.

"You have to have hydrogen to mass produce renewable biofuels. Natural gas is cost effective and it's plentiful," said Steven Silvers, spokesman for Sundrop Fuels Inc. "Every gallon of domestically made biofuel is a gallon of gas that we don't have to import from foreign sources."

Natural gas, extremely important in the company's long-term

“Natural gas is cost effective and it's plentiful. Every gallon of domestically made biofuel is a gallon of gas that we don't have to import from foreign sources.”

Steven Silvers

SPOKESMAN,
SUNDROP FUELS INC.

plans to create a gasoline from cellulosic materials, also is the principal driver of the company's short-term goals of creating a revenue stream from converting natural gas to gasoline and a principal source of its funding.

Sundrop Fuels, Inc., a privately-held advanced biofuels company, has engaged design consultants for its inaugural facility near Alexan-

dria, Louisiana, and is expected to break ground on this facility before the end of the year. Consultants now are creating a design, Silvers said, and then funding for the facility would also need to be completed.

Designed as a combined commercial and demonstration plant, this first plant's primary mission will be to produce about 60 million gallons of finished gasoline from

natural gas while providing a platform for Sundrop Fuels to prove its proprietary gasification technology for making renewable "green gasoline" from woody biomass.

"This first plant will create a revenue stream (based on existing technologies), while we work out our proprietary technology," Silvers said. However, the production facility also will create much of the front- and back-end processes needed for an add-on plant that will create bio-gasoline, largely from the wood waste created by the forest-products industry in the southeastern United States.

"This is gasoline that on a molecular level is identical to gasoline created from oil," Silvers said. "You can't tell the two apart. It works the

► See **Sundrop, 15A**

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

RANK	Company	Revenue 2012 Revenue 2011 No. full-time employees	Specialties	Longest client relationship	Phone Website	Person in charge Year founded
1	IBM CORP. 6300 Diagonal Highway Boulder, CO 80302	\$104,507,000,000 \$106,900,000,000 3,400	N/A	N/A	303-924-6300 www.ibm.com	Pete Lorenzen, senior state executive 1911
2	GORILLA LOGIC INC. 1500 Pearl St., Suite 300 Boulder, CO 80302	\$10,439,000 \$9,010,000 61	Software development, mobile application development, automated testing tools.	N/A	303-974-7088 www.gorillalogic.com	Stu Stern, CEO/president 2002
3	AMADEUS CONSULTING INC. 1995 N. 57th Court, Suite 200 Boulder, CO 80301	\$9,348,814 \$6,848,503 80	Software development, mobile app development, digital marketing.	N/A	720-564-1231 www.amadeusconsulting.com	Lisa Calkins, CEO/president 1994
4	PEI 5435 Airport Blvd., Suite 106 Boulder, CO 80301	\$4,800,000 \$4,400,000 22	Unified communications, virtualization and storage, networking.	N/A	303-786-7474 www.pei.com	Tim Krueger, president 1988
5	VERTIBA 2960 Center Green Court, Suite 202 Boulder, CO 80301	\$3,984,000 \$1,778,000 32	Salesforce.com, CRM, web application development, mobile development.	ARUP Laboratories - 2.5 years	720-383-4276 www.vertiba.com	Jim Hooton, CEO 2010
6	APPLIEDTRUST INC. 1033 Walnut St. Boulder, CO 80302	\$3,760,000 \$3,804,000 25	IT security management, IT security compliance, high availability architecture.	N/A	303-245-4545 www.appliedtrust.com	Trent R. Hein Ned McClain, co-founder, co-CEOs 2001
7	DATA NETWORK GROUP INC. 5777 Central Ave., Suite 100 Boulder, CO 80301	\$2,507,000 \$2,431,000 16	N/A	N/A	303-447-8398 www.DNGnet.com	Michael Perkins, president 1997
8	COMPUTER TROUBLESHOOTERS BOULDER 1871 Folsom St., Suite 112 Boulder, CO 80302	\$1,200,000 \$766,000 8	N/A	N/A	303-474-5307 www.ctboulder.com	Jay Burgess, president 2002
9	EARTHNET INC. 4735 Walnut St., Suite F Boulder, CO 80301	\$1,000,000 N/A 5	Colocation, managed services, consulting.	Stone Enterprises since 2001, NEH Records since 2001,	303-546-6362 www.earthnet.net	Bahman Saless, CEO 1994
10	ISUPPORTU LLC 1825 Pearl St., Suite A Boulder, CO 80302	\$722,309 \$412,500 9	Networking, server admin, Google apps.	Four years with North American Property Services.	303-351-1787 http://isupportu.biz	Shaun Oshman, CEO/ founder 2009
11	ROADRUNNER NETWORKS 7250 W. 118th Place Broomfield, CO 80020	\$675,000 \$615,000 4	N/A	N/A	303-638-9675 www.roadrunnernetworking.com	Terry Lemmons, general manager 1994
12	FREE RANGE GEEKS P.O. Box 3118 Boulder, CO 80307-3118	\$198,000 \$191,000 2	N/A	N/A	303-438-6972 www.freerangegeeks.com	David Young Vinc Duran, partners 2000

Researched by Mariah Tauer

N/A: not available. If your company should be on this list, please contact our research department to request a survey at research@bcbr.com

Source: Business Report Survey

TUSAAR from 13A

the application.

Khanna, a native of India who has worked in business development around the world for companies such as Dell and Whirlpool, started Tusaar in 2009 after being introduced to the technology by the Innovation Center of the Rockies. The center charges universities a fee to work with their technology transfer offices and connect new technologies developed at the schools with businesses or entrepreneurs who can commercialize them.

The idea of getting the organic compound anchored to a substrate for the use of water treatment was developed by Mark Hernandez, a professor at CU.

"The existing technologies that can do that either didn't perform as well or were a lot more costly or a combination of both," said Tim Bour, executive director of the Innovation Center of the Rockies.

Both Hernandez and CU have minority ownership stakes in Tusaar. But the company now has exclusive license to the patent CU acquired for the technology. Tusaar has obtained two more patents in followup, and a third is in the works as Tusaar refines the media and how it performs.

The media's value in extracting toxic metals such as mercury from water is fairly well proved. And Khanna is confident about its prospects in cleaning up radioactive metals. But the gestation period in the nuclear realm, for example, is a long one since scientists cleaning up waste sites can't

ASIDE FROM JUST WASTE STREAMS, TUSAAR'S MEDIA also is becoming attractive to companies mining rare earths as countries such as the United States and others try to catch up in the lucrative market. China owns a near monopoly of the rare earth market as many countries shied away from mining them in recent decades in part because the process for extracting rare earths is highly polluting.

afford to make mistakes and extensive testing is required.

Last fall, however, Khanna began talking with companies interested in recovering rare earth metals such as Europium, Terbium or Yttrium, which are utilized in everything from cell phones and other electronics to wind turbines, energy efficient lighting and the batteries powering hybrid electric vehicles.

One major source of the metals in waste streams is compact fluorescent light bulbs. CFLs are recycled now to extract the toxic mercury, but most of the remaining phosphor dust from the crushed bulbs ends up in landfills.

"That has more rare earths in it than the best ore in the world," Khanna said.

Aside from just waste streams, Tusaar's media also is becoming attractive to companies mining rare earths as countries such as the United States and others try to catch up in the

lucrative market. China owns a near monopoly of the rare earth market as many countries shied away from mining them in recent decades in part because the process for extracting rare earths is highly polluting.

"I think we offer them a very environmentally friendly, cost-effective means of extracting the rare earths from the ore," Khanna said.

Chris Shapard, executive director of the Colorado Cleantech Industry Association, said other companies such as Neumann Systems Group Inc. in Colorado Springs, are dabbling in the emerging rare earth market. However, extracting rare earths from waste streams is still novel technology, and Khanna believes there is plenty of room to succeed business-wise even if there is competition.

Tusaar has raised about \$1.8 million to date. About \$1.15 million has come from the U.S. Department of Energy and another \$130,000 from

the National Science Foundation. Another \$300,000 in debt has been financed, while Khanna himself has also put money into the company.

Khanna said he's now working on taking on equity partners, hoping to raise another \$1.2 million before the year is out so the company can start scaling up a manufacturing facility for its media.

Successfully navigating the scaling-up process and proving that the media works on a larger level and not just in the lab is key, Shapard said. "That's where a lot of cleantech companies have problems."

The rewards of doing so, however, could be tremendous for Tusaar. Aside from the lucrative rare-earths market, finding success in nuclear cleanup could be a major coup for the company and the environment.

In Fukushima, where the Daiichi nuclear power plant suffered damage from the 2011 tsunami that ravaged Japan's Pacific coast, hundreds of tons of water per day are used to cool reactors and in the process made radioactive. Not only is that radioactive water leaking from the containers where it is kept, but space to store it is also running short.

Khanna says a company working on the cleanup efforts in Japan is testing Tusaar's media for its effectiveness in removing radioactive metals from the water.

"If this thing were to work there," Khanna said, "that would be a massive (success)."

BUSINESS REPORT LIST CLEAN-TECH COMPANIES

(Solar, wind and geothermal companies in Boulder and Broomfield counties ranked by revenue.*)

RANK	Company	Revenue 2012 Revenue 2011	Regional employees Companywide employees	Products/Services	Person in charge Year founded Website
1	SIEMENS ENERGY INC. 1050 Walnut St. Boulder, CO 80302 303-895-2100	\$100,728,000,000 \$98,313,000,000	N/A 368,000	Services a wide array of products: industry (transportation, building, water treatment and lighting); energy (fossil fuel, renewable energy, power transmission and distribution).	Eric Spiegel, CEO/president, Siemens Corp. 1847 www.usa.siemens.com
2	REAL GOODS SOLAR INC. Louisville, CO 80027 888-56-ELIMAR / 888-567-6527	\$92,900,000 \$109,257,000	70 460	A full-service solar electric company providing everything from the planning stages to the installation and deployment of solar-energy systems; fronts utility rebates.	Kam Mofid, CEO 1978 www.realgoodsolar.com
3	LIGHTNING ELIMINATORS & CONSULTANTS INC. 6687 Arapahoe Road Boulder, CO 80303 303-447-2828	\$7,339,826 \$6,519,823	28 29	Lightning protection, grounding and surge protection design, solutions, equipment and systems based on charge transfer technology.	Avram Saunders, CEO/president 1971 www.lightningprotection.com
4	INDEPENDENT POWER SYSTEMS INC. 1501 Lee Hill Road, Suite 24 Boulder, CO 80304 303-443-0115	\$5,061,170 \$9,000,000	40 50	Solar electric systems for homes, businesses, government agencies. Complete solar electric design and installation. Master electrician and professional engineer on staff.	Tony Boniface, owner/founder 1996 www.solarips.com
5	POPULUS LLC 1722 14th St., Suite 210 Boulder, CO 80302 303-325-7650	\$3,035,934 \$1,842,518	27 N/A	Demand-side management and energy efficiency program implementation for utilities and communities.	Laura Hutchings, CEO 2006 www.populusllc.com
6	CUSTOM SOLAR LLC 2840 Wilderness Place, Suite F Boulder, CO 80301 303-859-8597	\$2,000,000 \$1,200,000	N/A N/A	Commercial, residential and municipal solar electric (PV) and solar thermal engineering, design and installation.	Willie Mein, owner Richele Mein, owner 2008 www.CustomSolar.us
7	EARTHVISIONZ LLC 1750 14th St., Suite 201 Boulder, CO 80302 303-444-1000	\$1,200,000 \$400,000	12 N/A	Geospatial data management products helps clients gain insight from big data related to location. Expert in live data mapping PGA TOUR live maps and V-Alert severe weather alerts mapped to properties.	Jeff Schott, president 2009 www.earthvisionz.com
8	BAR ELECTRIC CO. INC. P.O. Box 574 Niwot, CO 80544 303-772-0666	\$1,000,000 \$1,000,000	12 N/A	Design-build commercial projects, industrial wiring and service work, PV system wiring, residential wiring and PV systems, electrical service calls, tenant finish wiring.	Brett Ratner, president 1991 www.barelectric.com
9	COOL ENERGY INC. 5541 Central Ave., Suite 172 Boulder, CO 80301 303-442-2121	\$600,000 \$100,000	6 6	Developed a Stirling engine, called the SolarHeart® Engine, that converts low temperature heat energy (100Å°C to 300Å°C) into electricity.	Sam Weaver, president 2006 www.coolenergyinc.com
10	HOMER ENERGY 1790 30th St., Suite 100 Boulder, CO 80304 720-565-4046	\$555,916 \$241,666	14 N/A	Software and consulting for economic and engineering optimization of hybrid renewable power systems.	Peter Lilienthal, CEO 2009 www.homerenergy.com
11	NEW SKY ENERGY INC. 4665 Nautilus Court, Suite 200 Boulder, CO 80301 720-239-1174	\$300,000 \$290,000	8 10	Working with large industrial clients in the energy, manufacturing and agriculture sectors to convert their wastewater and flue gas emissions into acid, base, soda ash and other clean chemicals.	Deane Little, CEO, CSO 2007 www.newskyenergy.com
12	SUSTAINABLY BUILT LLC 1720 15th St. Boulder, CO 80302 303-447-0237	\$175,000 \$162,000	3 N/A	Green building consultants. Mechanical systems design/sizing, energy audits, code compliance, HERS ratings, energy modeling, building science.	Mark Bloomfield, principal 2007 www.sustainablybuilt.com
13	RECONNX INC. P.O. Box 3009 Boulder, CO 80307 303-554-8557	\$157,000 \$123,000	2 2	Sales and development of tools to facilitate wood reuse. The main product is the Nail Kicker, a denailer that removes nails and staples from wood products with minimal damage to the wood.	Jon Giltner, president 1996 www.nailkicker.com
14	EDSON ECOSYSTEMS LLC 4056 Stone Place Boulder, CO 80301 303-304-1053	\$35,000 N/A	2 N/A	Environmental interpretation and compliance, regulatory mediators/facilitators, RCRA and CERCLA technical experts, environmental permit writers, technical editors of proposals, etc.	Jeff Edson, principal 2007 www.edsonecosystems.com
15	TUSAAR CORP. 1376 Miners Drive, Suite 101 Lafayette, CO 80026 970-291-1079	\$1,950 N/A	4 N/A	Developing media-based technology to sequester polluting and valuable metals from industrial or mining process and waste streams and from acid mine drainage and recycle rare earth metals.	Gautam Khanna, CEO/founder 2009 www.tusaar.com
16	JUWI SOLAR INC. 1805 29th St., Suite 2054 Boulder, CO 80301 303-440-7430	N/A N/A	59 62	Developer, builder and operator of solar power plants throughout North America, with a focus on projects one megawatt or larger.	2008 www.juwisolar.com
17	SUNDROP FUELS INC. 2410 Trade Center Ave., Suite A Longmont, CO 80503 720-890-6501	N/A N/A	40 47	Uses biomass and natural gas to produce bio-based gasoline.	Wayne Simmons, CEO 2006 www.sundropfuels.com
18	BELLA ENERGY INC. 500 S. Arthur Ave., Suite 300 Louisville, CO 80027 303-665-2100	N/A N/A	12 15	Commercial-scale solar electric, wind, and industrial solar thermal project development and installation. Integration of renewables with off-grid and diesel micro-grid systems.	Jim Welch, president 1982 www.bellaenergy.com
19	RECYCOIL LLC 8820 W. 116th Circle, Suite B Broomfield, CO 80021 303-544-1500	N/A N/A	12 14	Provides used cooking oil recycling services to more than 1,600 restaurants in the region. Provides sustainable biodiesel solutions for fleets throughout the West.	Aaron Perry, CEO 2005 www.recycoil.com
20	SWIFT TRAM INC. 2810 Olson Drive Boulder, CO 80303 303-507-7887	N/A N/A	11 11	High-speed automated people movers using an elevated, suspended coach mode. This technology offers the lowest CapEx, OpEx and energy consumption in the industry, by using advanced aerodynamics.	Carl Lawrence, CEO/CTO 2011 SwiftTram.com
21	PRECISION WIND INC. 3360 Mitchell Lane, Suite A Boulder, CO 80301 303-209-2544	N/A N/A	6 10	Specializes in wind-energy forecasting for the renewable-energy sector.	Norman Vickers, CEO 2009 www.precisionwind.com
22	COLORADO CENTER FOR BIREFINING AND BIOFUELS (C2B2) 596 UCB, University of Colorado Boulder, CO 80309 303-492-7736	N/A \$1,500,000	5 N/A	Cooperative research and educational center devoted to the conversion of biomass to fuels and other products. Emphasizes sustainable feedstocks and processes for alternative energy.	Alan Weimer, executive director 2007 www.C2B2web.org
23	DIGITAL SOLAR TECHNOLOGIES 5775 Arapahoe Ave. Boulder, CO 80303 303-442-6553	N/A \$2,150,000	4 N/A	Smart PV/gen/wind/hybrid power site controllers. Customized for use with renewable energy sources. Industries - remote telecommunications, oil and gas and military. Remote monitoring and programming.	Dan Pringle, president Ken Termin, operations manager 1986 www.digitalsolar.com
24	HATCHER ENGINEERING ASSOCIATES P.O. Box 763 Boulder, CO 80306 303-442-1144	N/A N/A	2 N/A	Design, testing and certification of cleanrooms for biotechnology and microelectronics industries. Design, construction, and commissioning of biotechnology microelectronic manufacturing facilities.	Harry Hatcher, engineer 1983
25	PIXEL KITCHEN INC. 637B S. Broadway, PMB 246 Boulder, CO 80305 303-449-7293	N/A N/A	2 2	Computer graphics design, animation, visualization, SFX for TV, film, Web, DVD and apps. Clients include commercial, educational, industrial, scientific, engineering and public art.	Dan A. Seely, president/director 1990 www.pixelkitcheninc.com

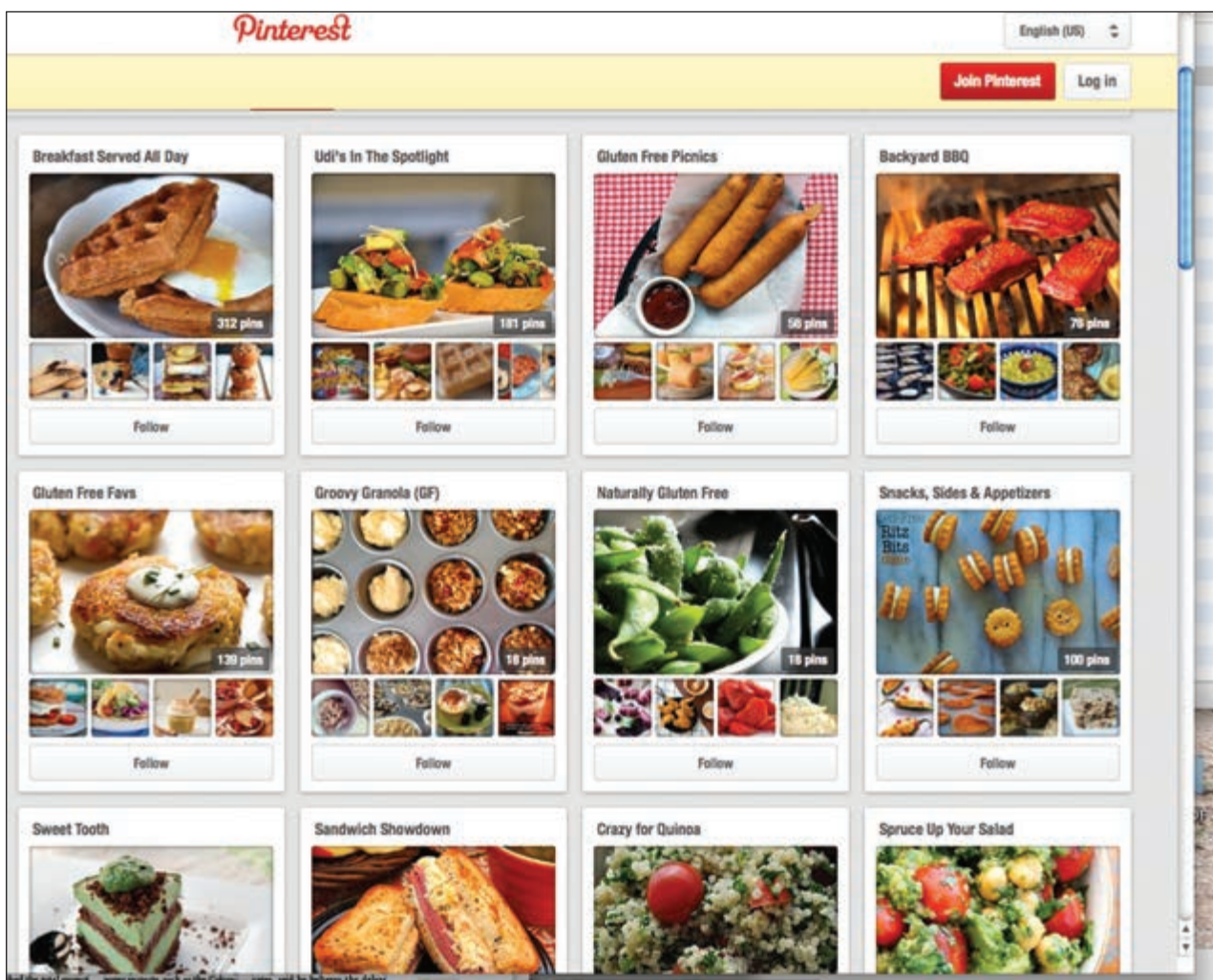
N/A: Not available.

*Secondary ranking criteria is number of employees.

Researched by Mariah Tauer

Source: Business Report Survey

SOCIAL MEDIA



COURTESY ROOM 214 INC.

Udi's Gluten-Free, a brand of Niwot-based Boulder Brands Inc., generates fans and consumer interest on social-media sites such as Pinterest.

It pays to have online 'friends'

Marketing not just limited to Facebook any more, brands say

BY BETH POTTER
bpotter@bcbr.com

BOULDER – Brands such as Udi's Gluten-Free and Vail Resorts have been so successful with their own social media promotions that global social media site Facebook took notes on one recent campaign.

Udi's Gluten-Free – a brand of Boulder Brands Inc. in Niwot – has more than 1.2 million friends on Facebook. Eleven Udi's "community leaders" start blog discussions with users and answer questions in another brand marketing program, said Denise Sirovatka, Udi's vice president for marketing and communications. Udi's also uses Twitter, Instagram and Pinterest to get the message out to customers about its gluten-free products, Sirovatka said.

But a recent Udi's gift promotion for products worth about \$15 on Facebook was so popular in the first 24 hours that Facebook executives came calling to find out details, Sirovatka said.

UDI'S GLUTEN-FREE

Udi's Gluten-Free – a brand of Boulder Brands Inc. in Niwot – has more than 1.2 million friends on Facebook. Eleven Udi's "community leaders" start blog discussions with users and answer questions in another brand marketing program.

In a marketing campaign about a year ago, Udi's invited people in its Facebook community to send its gluten-free products as free gifts to friends who didn't have a gluten intolerance, Sirovatka

said. Within 24 hours, 75,000 Facebook users had requested the gifts, she said. Udi's gave away 10,000 gifts and handed out coupons to the rest of the requesters, Sirovatka said. Because of the popularity of the giveaway and the interest it generated, Facebook executives later wrote it up as a case study about a successful business campaign, she said.

Positive Facebook posts continued long after the promotion ended, Sirovatka said, creating untold brand loyalty that's hard to quantify in dollars and sense.

For example, general Udi's product sales went up after the gift promotion on Facebook, Sirovatka said without giving specifics. Company workers had a hard time "drilling down" to individual stores to figure out where sales increased the most, however, she said. And users would post messages on Facebook saying they loved Udi's gluten-free brownies, but there was no way to tell if they bought

► See **Friends, 17A**

Software puts buyers' tastes in SpotRight

BY BETH POTTER
bpotter@bcbr.com

BOULDER – SpotRight Inc. chief executive Ed Messman can predict if you're going to switch wireless carriers at the end of your contract.

In general, dissatisfied wireless customers tend to tell others about their experiences – mainly through social media, Messman said. They tend to use certain words to describe their displeasure with a wireless carrier, he said. If you can program SpotRight social data software to analyze the data of millions of mobile phone subscribers to look for those words, he said, you can find those customers.

Since top wireless phone companies such as AT&T, Verizon and T-Mobile spend an average of \$350 to find a new customer, this information is no small potatoes. One of the top five wireless carriers in the United States is a client of SpotRight's. The company turned over information of 6 million of its subscribers, Messman said. He declined to name the carrier for competitive reasons or to give financial details of the contract.

However, based on SpotRight's analysis, the company was able to offer special promotions targeted to the dissatisfied customers, Messman said. He did not say how many customers responded to the promotions.

The wireless project is one way SpotRight uses social data to help clients solve problems, Messman said. The company's "secret sauce" is its trademarked analytical Graph-Massive software, which pulls posting information from more than 300 million social profiles that are publicly available. Billions more connected relationships exist through channels such as Facebook, Twitter, Instagram and Pinterest. The software crunches the data to deliver various customer insights.

Paint-maker Sherwin-Williams Co. (NYSE: SHW) and Hallmark Cards count among SpotRight's customers.

One of SpotRight's key findings among American consumers now is that "birds of a feather buy together." Consumers who are connected to each other through social media often share similar lifestyles

► See **SpotRight, 17A**

SPOTRIGHT from 16A

and purchasing behaviors.

SpotRight was formed in 2010 when Giveo Inc., a nonprofit network software company in Boulder, merged with Spot Influence, a social-marketing firm. The company's social data helps increase brand loyalty and return on investment for many consumer-driven companies, Tom Ragen, chief executive of Precision Dialogue, a marketing company with offices in Illinois and Ohio, said in a press statement.

In fact, the more testing that client companies do with the software, the more they like it, Messman said, adding that every brand-name company has a large customer database.

"The nice thing about social is that it's always on. Everyone is talking about their experiences and likes and dislikes and interests," Messman said.

Many times, brand-name companies working with SpotRight want to make sure their customers are loyal to them, he said. So, for example, SpotRight can determine if someone who has been a Sherwin-Williams paint customer is now following Benjamin Moore, a competitor paint company.

"We're able to provide them insights on their existing customers and target known followers and consumers who are interested in the other brands," Messman said.

SpotRight plans to double its size in a year to 20 employees from its current 10, Messman said. The company was a TechStars business



JONATHAN CASTNER

Chief executive Ed Messman, second from right, joins his team at SpotRight Inc. Messman says his company's GraphMassive software pulls posting information from more than 300 million social profiles that are publicly available.

incubator graduate that raised its most recent \$2.8 million round of funding in July. Right now, social data, big data and advertising sectors all are "colliding," which is expected to drive the volatile sector even faster, Messman said.

"We're excited to continue to grow and build the business," Messman said.

Nonprofit groups such as the American Association of Retired Persons, or AARP, and the American Society for the Prevention of Cruelty to Animals, or ASPCA, have been customers, as have retail company brands such as Quiksilver, a surf and snowboard gear and clothing maker, and prAna, a yoga clothing maker. Both Quiksilver and prAna have

headquarters in California and retail stores in Boulder.

Investors include Grotech Ventures, based in the Washington metro area, Access Venture Partners in Austin, Texas, and FFP Holdings LLC in Houston. The company previously raised \$1.5 million in venture capital in November 2010.

FRIENDS from 16A

more brownies as a result of the posts, she said.

"We know it translates to the store, but we can't say Kroger (parent company of the King Soopers grocery stores in Colorado) is up 5 percent because of this," Sirovatka said.

But with about 15 percent of the U.S. population now identifying itself as having a gluten intolerance, for Udi's to have 1.2 million related Facebook fans is a huge marketing coup, Sirovatka said.

"We have been very on-point in making sure that we stay authentic with our customers," she said. "We ask them for advice and then we utilize it."

"My Gluten-Free Friend" is Udi's Gluten-Free's latest campaign. It has been so successful that some Udi's customers using Facebook have made friends with the people they have met in real life, Sirovatka said. For example, a woman in the U.S. Army connected with another woman in the Army on Facebook before connecting in real life, as the two commiserated about how to find gluten-free foods in their environment, Sirovatka said.

"It's an amazing story. It's indicative about what we're building that

Facebook community for," Sirovatka said.

In general, Facebook's number of regular users – both companies and individuals – have been declining in recent months as other social media sites gain traction, according to Socialbakers a.s., a social media tracking firm based in the Czech Republic that's used by Facebook advertisers. Social media site Facebook (Nasdaq: FB) in Menlo Park, California, had more than 1.05 billion global users in January, according to Socialbakers. The number of regular users in the United States declined by 6 million in the first six months of this year, according to Socialbakers, which did not define what amount of frequency determines a "regular" user.

Anecdotally, many Boulder Valley companies have Facebook sites and enjoy the additional marketing buzz it can bring. Specific statistics are not available on the number of Boulder Valley companies that have Facebook sites. Other social media sites gaining traction in recent years include Pinterest, Instagram, Twitter and LinkedIn, among others, according to industry marketing analysts.

Vail Resorts Inc. (NYSE: MTN) in Broomfield created the EpicMix

social media community in the 2010-2011 ski season. That year, 15 percent of all ski pass holders signed up to activate EpicMix accounts, Rob Katz, chief executive of Vail Resorts, has said.

The original online program didn't take off until Vail Resorts added photo capability to the social media site, though, Katz said. Photographers at Vail Resorts' ski areas take pictures of skiers, which can be posted on a user's EpicMix page.

Even people who are not social media users probably will go to the EpicMix site to see a picture of their kids skiing, Katz has said. Even though the benefit can't be quantified in terms of selling lift tickets, the program saw 275,000 Facebook posts in the first season it was in operation, all of which were positive, Katz said at the time.

Both the Udi's Gluten-Free brand and Vail Resorts have done well with their own social media campaigns because they capture the interest of communities of like-minded people, said Jason Cormier, a founder of Room 214 marketing agency in Boulder. Mountain Sun restaurant in Boulder has seen success with food specials posted on Facebook as well as blog posts, Cormier said. Eleva-

tions Credit Union handed out free lunches and flowers and posted the results on YouTube to engage customers, in a campaign masterminded by Room 214. National customer brands have included Hello Kitty – the brand favored by many teenage girls – as well as Forever 21, a clothing store for females.

"Your (social media) tactics are different when people are passionate about a brand (versus) if it's business-to-business or cloud-based, or to another business," Cormier said.

Mountain Sun restaurants offer specials on Facebook and put up blog posts.

"Visual storytelling" in any social media campaign also seems to keep customer interest and encourages social media users to share posts with others, Cormier said. Twitter often is used to market "niche" products, while Pinterest is good for marketing retail fashion brands, he said.

Room 214's Forever 21 social media campaign uses Pinterest exclusively, Cormier said.

"A few years ago, the question was, 'Is your company on Facebook?'" Cormier said. "Now that's not so much the case. It's really, 'Whatever you're doing on social media, how is that working?'"

Two new breweries coming to Longmont

BY JOSHUA LINDENSTEIN

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LONGMONT – The suds keep flowing in Longmont. And they're getting hairy.

The three founders of Grossen Bart Brewing Co. launched a CommunityFunded.com crowdfunding campaign on Sept. 10 to aid in their efforts to open a new beard-themed brewery in Longmont by February. That campaign launch came just a few days after news broke that the owners of 300 Suns Co., announced their plans to open 300 Suns Brewing at 335 First Ave., by the end of the year.

Grossen Bart, already a licensed brewery, is operating out of the garage of co-founder Chad Jorgensen, who lives in Frederick. The trio originally was looking to open their new location in Frederick, but those plans didn't work out.

"Our sights are set on Longmont," Shad Chancey, one of the other two founders along with Taylor Wise, said. "This is where we want to be."

Chancey said Grossen Bart – Ger-

man for big beard – needs to raise about \$60,000 to get its still-to-be-determined new location built out and rolling. The company is looking to raise half of that during the 40-day crowdfunding campaign. Those who donate will get swag ranging from brewery stickers to a private taproom party with 30 friends, depending on donation size.

Chancey said the brewery was looking for a location downtown but has expanded the search to other areas of Longmont as well for the planned seven-barrel operation and taproom.

Each of Grossen Bart's beers is named after a different facial hair style, and all three founders are featured on the company website with bushy beards themselves. Beards won't be required for entry to the taproom, although there will be bubble gum machines at the entrance dispensing stick-on beards and mustaches for the clean-shaven who feel out of place.

The Grossen Bart founders all come from different backgrounds. Chancey is a freelance graphic

designer who currently does work for Orbotix in Boulder, Jorgensen installs and services home medical equipment and Wise is a painter.

Their new brewery will join a craft beer scene in Longmont that already includes giants Left Hand and Oskar Blues, as well as a downtown fixture in The Pumphouse. In addition to 300 Suns' opening, Boulder-based Mountain Sun announced recently that it will open a pub in downtown Longmont, although it will not brew any beer onsite.

"The demand is definitely still there," Jorgensen, the head brewer, said of Longmont. "It's the next hot spot."

The 300 Suns owners would agree.

That new brewery will locate in 3,000 square feet of leased space just east of Main Street.

Co-founder Mark Lusher said the central address and price attracted the group to the location, which falls within Longmont's "1st and Main" area that is being eyed by the city for revitalization and potentially a Regional Transportation District FasTracks depot.

The location also is near the Dickens Farm Park that the city plans to build along the St. Vrain River from Main to Martin streets.

"We're hoping to get a little exposure from that and be a place for people to hang out in the summer," Lusher said.

Lusher, who works in IT and web development and owns a co-working space in Boulder, is starting 300 Suns with his fiancée, Candace Newcomb, and Dan and Jean Ditslear. Newcomb is an accountant and the Ditslears own a marketing firm in Longmont.

Lusher said startup costs have reached into six figures but didn't disclose how high.

300 Suns will feature a 1,250-square-foot tasting room and has the option to expand in its current building if needed.

Lusher said the brewery has applied for its federal, state and local licenses and plans to start brewing before the taproom officially opens.

"Hopefully we'll be able to do that by late November," Lusher said.

RATE from 1A

other states, according to the insurance division.

A Colorado family buying insurance coverage through an employer paid \$13,600 for health insurance in 2009 on average. The amount was \$3,838 more than the average \$9,522 it paid five years earlier, according to the state. The state agency calculated figures using statistics from a federal survey, with 2009 being the most recent period of information available.

The state agency approved 541 health-insurance plans from 18 companies in advance of the Affordable Care Act, which will require all U.S. residents to carry health insurance by Jan. 1. Of those plans, 116 were created specifically for the new online insurance shopping site called Connect for Health Colorado that the state will put up on Oct. 1 in connection with the new rules.

The sometimes controversial Affordable Care Act – also commonly called "Obamacare" – was approved

by Congress in 2010. Starting next year, people who don't buy health insurance can be penalized on their tax returns. Companies with more than 50 employees who don't offer health insurance also can be penalized on tax returns.

Monthly premiums and coverage in the new plans vary widely, according to the Division of Insurance. If an individual customer wants his or her health costs to be 60 percent covered by an insurance plan, the person is expected to pay between \$150 and \$250 per month, depending on where he or she lives in Colorado, as just one example of the premiums and coverage offered by the plans. Details of all of the approved health-insurance plans are at <http://cdn.colorado.gov/cs/Satellite/DORA-HealthIns/CBON/DORA/1251627738584>.

Some state business leaders agree that a wide range of choices and increased competition are likely to result in downward pressure on Colo-

rado premiums in coming years.

Several provisions of the Affordable Care Act are helping create more choice, according to Adam Fox, director of strategic engagement at Colorado Consumer Health Initiative, a Denver-based health policy think tank. He said customers can buy plans from Connect for Health Colorado or privately. Consumers who purchase plans on the exchange will be eligible for federal subsidies that will help them pay for their coverage.

New plans also have been designed for individuals and small groups on four levels of coverage. The four levels are: bronze, which means that 60 percent of costs are covered by the plan; silver, which covers 70 percent of costs; gold, which covers 80 percent; and platinum, which covers 90 percent.

The individual market offers one additional tier, a special bare-bones "catastrophic" plan that has lower premiums and is designed for individuals younger than age 30 – or older

than 30 if they meet certain financial eligibility requirements.

Tim Gaudette, Denver-based outreach manager for the Small Business Majority, an advocacy group for independent businesses, said the rise in competition is helping suppress rate hikes.

Rates "were much more reasonable than people expected, and that has to do with competition," Gaudette said.

But comparing 2014 rates with those from years previous is difficult because several new requirements were included by the Affordable Care Act, according to the Division of Insurance.

No patient can be denied coverage because of a pre-existing condition, for example. And dependent children up to age 26 can remain on their parents' plans. Ten "essential health benefits" also must be included in new health insurance plans, including prescription drug coverage, maternity and newborn care and rehabilitative services, among others.

DILLARDS from 1A

The new Village at the Peaks shopping center is slated to open in early 2015 on the former Twin Peaks site on Hover Street north of the Diagonal Highway. A 100,000-square-foot Sam's Club, a 30,000-square-foot Whole Foods Market (Nasdaq: WFM) grocery store and a movie theater have signed on to anchor Village at the Peaks.

The three-person board may set a preliminary compensation amount in the case, after Mallard asked each side to name three nominees to the board,

based on court documents. A jury trial requested by Dillard's attorneys also may be held the week of Dec. 16 to set the final price, based on court documents. Juries often award higher amounts in eminent-domain cases than judges or three-person boards would, legal experts say.

City officials offered to purchase the Dillard's property for \$3.6 million earlier this year, but Dillard's has requested \$5 million. An appraisal done by the city in November valued the property at \$3.03 million.

No new court dates had been set in the case as of Sept. 10, according to a Boulder District Court clerk.

Once a price has been set, Twin Peaks Mall owner NewMark Merrill Mountain States plans to pay for the store and get reimbursed by city officials, according to Allen Ginsborg, managing partner of NewMark Merrill.

City officials would reimburse NewMark Merrill through a \$27.5 million public financing package approved to help pay for infrastruc-

ture in the redevelopment project. The Dillard's purchase is an "eligible cost," for the infrastructure improvements, Ginsborg has said. By state law, eligible costs can include things such as demolition and public improvements.

An urban renewal funding mechanism called "tax increment financing," is expected to be used to pay for the public financing package. Such TIF funds come from the increased property and sales tax revenues generated from a redevelopment project.

WATER from 13A

agreed to pay millions more than expected for environmental mitigation and watched the total project cost estimate jump nearly 28 percent, from \$223 million to \$285 million. That's roughly \$1,033 per household.

Similar delays and cost overruns have plagued nearly every other major Colorado water-development project that has sought regulatory approval since the 1990 defeat of Two Forks Dam. Proposed by Denver Water, the \$1 billion Two Forks project passed through NEPA with government approval before the Environmental Protection Agency vetoed the decision because of study inadequacies and unresolved water-quality impacts.

After more than a decade of drought and a new wave of growth, water utility planners believe the project review system is broken and must be fixed. Legal experts and environmental watchdogs say the projects themselves are outdated in concept and that utilities need to rethink how they obtain, store and deliver water.

Drager has had to ask Windy Gap Firing Project partners for an extra \$1 million four separate times in the past five years to pay for unexpected mitigation. Consideration of the upper Colorado as a federally designated wild and scenic river triggered additional analysis. State fish and wildlife managers required further mitigation plans,

including a study for a fish bypass around Windy Gap Reservoir. The project will take flows from the Colorado River, so Northern Water had to agree to enhance river habitat and operate water diversions to support endangered fish. The EPA filed comments that led to further changes. When an end seemed near in June 2012, Grand County exercised its "1041 powers," requiring a new permit and an agreement from partners to improve clarity for Grand Lake, which has deteriorated in part because of Northern's water diversions. Now mostly settled, the Grand Lake revision marked the fifth major project stoppage.

"It's not just NEPA," Drager said. "There are a whole bunch of federal requirements – the Endangered Species Act, the Clean Water Act – and then you've got a group of state laws which don't always work well with the federal laws. So, it's very hard to know when is the last step. When are you done?"

Communities and water districts that are footing the bill have weathered the delays and tacked-on costs so far.

The city and county of Broomfield has used money from water tap fees for its share of the project and paid the additional costs with reserve funds stashed away for such purposes, said public works director David Allen. But even with the added mitigation and expenses, managers say the project remains an inexpensive and pre-

ferred alternative to purchasing shares in existing water projects, such as the Colorado-Big Thompson system or buying out farmers' water rights and drying up local agriculture.

Since Two Forks, federal agencies involved with NEPA reviews are "gun shy," said Dave Little, planning director for Denver Water, which also has spent more than 10 years seeking approval for its own major water project, the Moffat Collection System.

The Moffat project would expand Gross Reservoir, southwest of Boulder, and fill it with flows diverted from the Fraser River near the Continental Divide. But progress has been slow, Little said, as government consultants have conducted detailed studies and assessments of low-probability or marginal scenarios. As an example, Little mentioned a "full-blown" environmental assessment that had to be done on the utility's southern reservoir operations, which are located 100 miles from Gross Reservoir and would be minimally altered by the Moffat project. Such detours have contributed to Moffat's estimated price tag doubling to \$280 million since formal review began a decade ago.

Jim Lochhead, Denver Water chief executive, said he hopes the process can be improved and perhaps expedited.

"We're committed to doing this the right way, but we seem caught in this series of processes that really

inhibit our ability to meet the needs of our customers," he said. "Circumstances are changing much more rapidly than in the past, and we have a very rigid regulatory process that is not nimble, adaptable or capable of allowing for critical, timely decisions on key infrastructure."

Part of the problem also may stem from agencies lacking the personnel and resources to effectively perform reviews. This summer, Northern Water gave the Army Corps \$140,000 for a project manager position to keep moving forward with review of the Northern Integrated Supply Project, which would build Glade and Galeton reservoirs to serve up to 80,000 new households in the region.

Drew Beckwith compares large water projects to the lyrics of sad country-western songs: They're always late and in need of money. They don't live up to expectations and they're risky. Beckwith, who works for Boulder-based conservation group Western Resource Advocates, said he believes the delays and overruns are more indicative of a planning issue than a process problem.

"It's no surprise that the environmental-review process takes a long time," he said. "These are big, complex projects that have lots of impacts on communities and the environment, and it's appropriate to take a long hard look."

SUNDROP from 13A

same. It transports the same. Everything is identical."

The success of Sundrop Fuels' integrated commercial and demonstration plant will put in motion the company's plan to build a series of renewable gasoline "megaplants," each producing more than 200 million gallons of cellulosic biofuel annually. Sundrop Fuels expects eventually to have four such facilities in operation, representing a combined production capacity of more than one billion gallons – a significant percentage of the total cellulosic advanced biofuels goal set by the nation's Renewable Fuels Standard.

Sundrop's proprietary technology differs greatly from other biofuels, especially those converting woody biomass to biofuels. Essentially, the goal in creating transportation fuels, such as gasoline, is to reach a 2-to-1 ratio of hydrogen to carbon, and Sundrop does that by adding hydrogen-rich methane.

"Most of the other technologies get there by actually reducing the carbon in the biomass," Silvers said. Sundrop, on the other hand, can approach utilizing 100 percent of the carbon in the biomass, meaning it may sequester more carbon than the other processes.

So when it comes to examining the life-cycle analysis of the process and its effect on greenhouse emissions, Sundrop may have a leg up on the competition.

The process allowed the fuel to

qualify for the renewable classification as determined by the Environmental Protection Agency, in which the production pathway has to represent a 60 percent decrease as compared with petroleum, Silvers said. That's an important designation for the future of this company, for even as company officials envision being able to produce gasoline for roughly \$2 a gallon – or about the same as gasoline produced from oil – the vision is the corner a significant portion of the market for fuels created from biomass.

Plans are for Sundrop Fuels to achieve a combined production capacity of more than 1 billion gallons by 2020 – a significant percentage of the cellulosic advanced biofuels goal set by the Renewable Fuels Standard. So even if domestic production drives down the cost of gasoline – a big "if" – the plentiful supply of natural gas from many of the same sources could be helping drive eventual profits for Sundrop.

Significant backing for Sundrop Fuels comes from Chesapeake Energy Corp., the largest producer of natural gas in northern Louisiana's Haynesville Shale Field and second-largest producer in the nation. Chesapeake invested \$155 million in Sundrop Fuels in mid-2011.

The company's investors also include two of the world's premier venture capital firms, Oak Investment Partners and Kleiner Perkins Caulfield & Byers.

SCARS from 3A

which means it's revolutionizing the first aid and 'cosmeceutical' market."

Cosmeceuticals combine the properties of cosmetics and pharmaceuticals.

The 22 active ingredients in Celsus, some of which are certified organic, include aloe vera, gotu kola, plantain leaves and shea butter.

Launched in 2010 with the product finished and available by 2011, Paracelsus Labs manufactures Celsus cream in Denver. Online orders are taken in Boulder through the company's website.

Additional online outlets include Amazon.com, Drugstore.com and iHerb.com. Retail channels include Target, Whole Foods Market in the Rocky Mountain region, Pharmaca Integrative Pharmacy in Colorado and on the West Coast, Alfalfa's and King Soopers.

United Natural Foods, Inc., an independent national distributor of natural and organic foods, has picked up Celsus.

The scar cream stretches wide into a variety of channels – from online and natural to mass appeal and grocery. Additionally, Oosthuizen has his sights set on stores such as REI, which caters to climbers who get scratched and scraped on a regular basis.

Celsus comes in a standard 0.7-ounce tube with a suggested retail price of \$19.99 to \$22.99, a price Oosthuizen said is on par with main mass-market competitors. "Our price point is in the middle of that market," he said.

The company is running on an initial investment of \$260,000 from friends and family.

"As we were launching, banks were crashing around us," Oosthuizen said. "When you don't have mounds of cash, you have to learn to totally bootstrap before you can get to the place where they'll look at you."

Profitability for Celsus looks good as long as it gets into and stays in the hands of its prime market, he said, adding that sales are on course to be 100 percent over last year.

The cosmeceutical industry is hovering at about \$10 billion and has been growing steadily over the years – recession or not. Its growth is almost double the rate of the cosmetic industry because of the anti-aging emphasis, Oosthuizen said.

"There are over 50 million surgeries a year in America, and 60 million reported scarring incidents from people who showed up at their doctor's office," he said. "One-third of all births – about three million a year – are C-sections, which leave people with scars and stretch marks."

Oosthuizen was doing imports and exports before taking on the scar-cream industry and admits to being skeptical about it initially.

"As I did more and more research, I saw the need for this and the potential of these properties."

His business plan aims to be in 20,000 locations over a six-year period.

FOR THE RECORD

Bankruptcies

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

This information is obtained from SKLD Information Services.

Foreclosures

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

State Tax Liens

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

Judgments

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

Warranty Deeds

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

BANKRUPTCIES

Boulder County

Chapter 7

MARY CHRISTINE COSGROVE, 2013 CHARRO AVE, LONGMONT; CASE #2013-23855, DATE FILED: 8/14/2013

DONNA JOANN WARNER, 5911 NE COUNTY LINE ROAD, ERIE; CASE #2013-23855, DATE FILED: 8/14/2013

JOAN R HODGSON, 9126 DAVIDSON WAY, LAFAYETTE; CASE #2013-23917, DATE FILED: 8/15/2013

KATHLEEN MARIE PATRICK, 1664 CENTAUR CIR, LAFAYETTE; CASE #2013-23919, DATE FILED: 8/15/2013

MOLLY E OBRIEN, 3920 BEASLEY DR, ERIE; CASE #2013-23920, DATE FILED: 8/15/2013

MARLIE FRANCES LANEY, 78 WEAVER DR, BOULDER; CASE #2013-23922, DATE FILED: 8/15/2013

WILL JORDAN SOLIS, 1527 S VIVIAN STREET, LONGMONT; CASE #2013-23931, DATE FILED: 8/15/2013

SUSAN DIANE LINDLEY, 1185 BEAR MOUNTAIN DRIVE UNIT B, BOULDER; CASE #2013-23954, DATE FILED: 8/15/2013

PETE MARTINEZ AGUIRRE, 506 E ST CLAIR AVE, LONGMONT; CASE #2013-23973, DATE FILED: 8/16/2013

JOANNA IRENE McMURRAY, 1501 GOSHAWK DR, LONGMONT; CASE #2013-23974, DATE FILED: 8/16/2013

SCOTT WILLIAM SHOUP, 2172 HOLYOKE LANE, LOUISVILLE; CASE #2013-24023, DATE FILED: 8/16/2013

JOY ALICIA CAMERON, 4285 CORRIENTE PLACE, BOULDER; CASE #2013-24125, DATE FILED: 8/17/2013

ANDREW P JR GONOGON, 1751 SUMAC ST, LONGMONT; CASE #2013-24171, DATE FILED: 8/20/2013

MICHAEL JAY HIRSCH, PO BOX 18508, BOULDER; CASE #2013-24183, DATE FILED: 8/20/2013

REBECCA ROSE GRAMM, 1612 SUNSET DR, LOUISVILLE; CASE #2013-24184, DATE FILED: 8/20/2013

JEFFREY EDWIN GOELLER, 805 W MOORHEAD CIR UNIT D, BOULDER; CASE #2013-24220, DATE FILED: 8/20/2013

MARGARITA CARMEN RUBIERA, 4729A SPINE RD, BOULDER; CASE #2013-24225, DATE FILED: 8/20/2013

CALEB WAYNE PERRY, 3474 BRIGHT ANGEL, LONGMONT; CASE #2013-24230, DATE FILED: 8/20/2013

CHARLES EDWARD EVANS, 3043 STEVENS CIRCLE N, ERIE; CASE #2013-24269, DATE FILED: 8/21/2013

CHASE EUGENE DUMLER, 951 WOLF CREEK DR, LONGMONT; CASE #2013-24274, DATE FILED: 8/21/2013

ROBERT PAUL EMMER, 123 DAWSON PLACE, LONGMONT; CASE #2013-24281, DATE FILED: 8/21/2013

MICHAEL SZYGOWSKI, 2600 S ROCK CREEK PARKWAY #3120, SUPERIOR; CASE #2013-24287, DATE FILED: 8/21/2013

WILLIAM NASH, 2408 CONCORD CIR, LAFAYETTE; CASE #2013-24326, DATE FILED: 8/22/2013

DENNIS M ORR, 1365 STONEHAM STREET, LOUISVILLE; CASE #2013-24327, DATE FILED: 8/22/2013

DAVID ANTHONY ESTES, 15 EMPIRE PLACE, LONGMONT; CASE #2013-24348, DATE FILED: 8/22/2013

SHAWLENE SPEAR, 15 ANNIVERSARY LN, LONGMONT; CASE #2013-24359, DATE FILED: 8/22/2013

BRET HOLDEN GARDNER, 1355 STONEHAM STREET, SUPERIOR; CASE #2013-24373, DATE FILED: 8/23/2013

SHANE ALLEN WILSON, 630 PECK DRIVE, LONGMONT; CASE #2013-24413, DATE FILED: 8/23/2013

BERNADINE ALISHA VIDERREED, 835 SO BROSS ST, LONGMONT; CASE #2013-24421, DATE FILED: 8/23/2013

Chapter 13
JAMES DAVID JR OSBORNE, 204 LUCERNE WAY, LAFAYETTE; CASE #2013-23867, DATE FILED: 8/14/2013

JEFFREY DEAN RAGSDALE, 1314 HICKORY DRIVE, ERIE; CASE #2013-23967, DATE FILED: 8/15/2013

CAROL JANE KILDOW, 929 POPE DR, ERIE; CASE #2013-24293, DATE FILED: 8/21/2013

MICHAEL J BERGER, PO BOX 1304, NEDERLAND; CASE #2013-24295, DATE FILED: 8/21/2013

JILL DENISE TENNYSON, 1204 REDBIRD ST, LONGMONT; CASE #2013-24364, DATE FILED: 8/23/2013

SCOTT STEVEN STEIGER, 2808 TROXELL AVE, LONGMONT; CASE #2013-24365, DATE FILED: 8/23/2013

Broomfield County

Chapter 7

PAMELA K BARTHOLOMEW, 1101 E 1ST AVE, BROOMFIELD; CASE #2013-23801, DATE FILED: 8/14/2013

JEFFREY SCOTT LANGNES, 9918 GARLAND DRIVE, BROOMFIELD; CASE #2013-23916, DATE FILED: 8/15/2013

MICHELLE KIDD, 13625 PLASTER CIR, BROOMFIELD; CASE #2013-23918, DATE FILED: 8/15/2013

JOSEPHINE CASTALDO, 402 HICKORY ST, BROOMFIELD; CASE #2013-24396, DATE FILED: 8/23/2013

Chapter 13
JANE MARIE TOKAR, 10471 NEWCOMBE ST, BROOMFIELD; CASE #2013-23847, DATE FILED: 8/14/2013

FORECLOSURES

Boulder County

BORROWER: STEVE ARAGON, 427 THISTLE PL, LONGMONT. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$90684. CASE #3332160. 8/1/2013

BORROWER: GAVIN R CREER, 1253 LINDEN ST, LONGMONT. LENDER: MIDFIRST BANK, AMOUNT DUE: \$171397. CASE #3332161. 8/1/2013

BORROWER: HARRIE & VIVIAN ENFINGER, 1212 WILDFIRE CT, LONGMONT. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$298669. CASE #3332162. 8/1/2013

BORROWER: RICHARD J LEARY, 665 MANHATTAN DR APT 5, BOULDER. LENDER: CITIMORTGAGE INC, AMOUNT DUE: \$54168. CASE #3332163. 8/1/2013

BORROWER: DANIEL S & AMY B NUSSBAUMER, 600 ELLIOTT ST, LONGMONT. LENDER: COLORADO HOUSING FINANCE AUTHO, AMOUNT DUE: \$188606. CASE #3332856. 8/5/2013

BORROWER: GARY L & SANDRA K SWALLOW, 12487 ROCK LN, LONGMONT. LENDER: GREEN TREE SERVICING LLC, AMOUNT DUE: \$202924. CASE #3332857. 8/5/2013

BORROWER: JAMES & CHRYL TAYLOR, 153 HARPER ST, LOUISVILLE.

LENDER: WELLS FARGO BANK, AMOUNT DUE: \$246752. CASE #3332858. 8/5/2013

BORROWER: IVAN QUINONES, 505 E EMMA ST, LAFAYETTE. LENDER: BANK AMERICA, AMOUNT DUE: \$150166. CASE #3332859. 8/5/2013

BORROWER: JOHN D JONES, 815 BAKER ST, LONGMONT. LENDER: DEUTSCHE BANK NATIONAL TRUST CO, AMOUNT DUE: \$131571. CASE #3333259. 8/6/2013

BORROWER: JOYCE A & HUGH G SMITH, 2667 BEECH CIR, LONGMONT. LENDER: BANK AMERICA, AMOUNT DUE: \$229303. CASE #3333663. 8/7/2013

BORROWER: PATRICK VIGIL, 12454 BASELINE RD, LAFAYETTE. LENDER: JPMORGAN CHASE BANK NATIONAL A. AMOUNT DUE: \$269462. CASE #3333664. 8/7/2013

BORROWER: JEROME E REIF, 1610 BLUEFIELD AVE, LONGMONT. LENDER: CITIMORTGAGE INC, AMOUNT DUE: \$231500. CASE #3334406. 8/9/2013

BORROWER: LINDA A DORAZIO, 1885 TERRY ST APT 12, LONGMONT. LENDER: DEUTSCHE BANK TRUST CO AMERICA, AMOUNT DUE: \$76191. CASE #3334407. 8/9/2013

BORROWER: LORDES L BEAM, 2109 LOGAN LN, LONGMONT. LENDER: CHAMPION MORTGAGE CO, AMOUNT DUE: \$181974. CASE #3334408. 8/9/2013

BORROWER: SHAWN SINGH, 3395 TALISMAN CT APT C, BOULDER. LENDER: CITIMORTGAGE INC, AMOUNT DUE: \$129169. CASE #3335107. 8/13/2013

BORROWER: STEVE ARAGON, 427 THISTLE PL, LONGMONT. LENDER: JPMORGAN CHASE BK, AMOUNT DUE: \$33825. CASE #3335412. 8/14/2013

BORROWER: DAVID J & LISA M LADOUCEUR, 4584 ROBINSON PL, BOULDER. LENDER: HSBC BANK USA NATIONAL ASSOCIA, AMOUNT DUE: \$450000. CASE #3335413. 8/14/2013

BORROWER: KIRSTEN E CORDISCO, 1970 75TH ST, BOULDER. LENDER: WELLS FARGO BK, AMOUNT DUE: \$269032. CASE #3335665. 8/15/2013

BORROWER: ALAN W CUNNINGHAM, 8071 WOODLAND RD, LONGMONT. LENDER: PREMIER MEMBERS FEDERAL CREDIT, AMOUNT DUE: \$87220. CASE #3335942. 8/16/2013

Broomfield County
BORROWER: FRANKLIN L & KIMBERLY S PHILLIPS, 3142 W 133RD AVE, BROOMFIELD. LENDER: US BANK NATIONAL ASSOCIATION, AMOUNT DUE: \$90782. CASE #11950. 8/14/2013

BORROWER: BROOMFIELD PROFESSIONAL CAMPUS, MULT PROP. LENDER: GREAT WESTERN BANK, AMOUNT DUE: \$2866774. CASE #12012. 8/15/2013

JUDGMENTS

Boulder County
DEBTOR: PARTNERS CC LLC, CREDITOR: SOUTHERN WINE SPIRITS COLO. AMOUNT: \$694.21. CASE #C-13C-037499. DATE: 8/1/2013

DEBTOR: DAVID M & DAVID MICHAEL KEELEY, CREDITOR: ASPEN AT STREAMSIDE CONDO ASSO. AMOUNT: \$12406.72. CASE #C-11C-000251. DATE: 8/2/2013

DEBTOR: RKM FLATLINE CO INC,

CREDITOR: SHERWIN WILLIAMS CO. AMOUNT: \$15062.21. CASE #C-13C-032172. DATE: 8/5/2013

DEBTOR: RANDALL SMITH, CREDITOR: PREMIER MEMBERS FED CREDIT UNI. AMOUNT: \$6958.71. CASE #C-07C-000244. DATE: 8/6/2013

DEBTOR: PHILIP N HERNANDEZ, CREDITOR: CAPITAL ONE BK. AMOUNT: \$21517.53. CASE #D-13CV-030412. DATE: 8/7/2013

DEBTOR: GLENN ANDERSON, CREDITOR: JAN ANDERSON. AMOUNT: \$190640.92. CASE #D-10CV-002355. DATE: 8/7/2013

DEBTOR: BARBARA CILETTI, CREDITOR: AM EXPRESS BK. AMOUNT: \$6781.13. CASE #C-13C-031096. DATE: 8/7/2013

DEBTOR: BRETT T CRALL, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$2713.72. CASE #C-13C-031467. DATE: 8/7/2013

DEBTOR: JULI CLARK, CREDITOR: ACTIVE COLLECTION AGENCY INC. AMOUNT: \$68414.96. CASE #D-13CV-030627. DATE: 8/7/2013

DEBTOR: PATRICIA L SCHILLING, CREDITOR: CAVALRY SPV II LLC. AMOUNT: \$16066.53. CASE #D-13CV-030658. DATE: 8/7/2013

DEBTOR: JANE & JANE S BREWER, CREDITOR: GE CAPITAL RETAIL BK. AMOUNT: \$4922.97. CASE #C-13C-030896. DATE: 8/7/2013

DEBTOR: ROBERT G MCCONNELL, CREDITOR: CYPRESS FIN GROUP LLC LLC. AMOUNT: \$15455.1. CASE #C-13C-031737. DATE: 8/7/2013

DEBTOR: PAUL E GOODMAN, CREDITOR: LIBERTY ACQUISITIONS SERVICING. AMOUNT: \$11937.96. CASE #C-13C-031124. DATE: 8/8/2013

DEBTOR: ROSIE VARGAS, CREDITOR: PREMIER MEMBERS FED CREDIT UNI. AMOUNT: \$8955.93. CASE #C-11C-001216. DATE: 8/8/2013

DEBTOR: PRENTICE BUTLER, CREDITOR: SUNRIDGE PATIO HOMEOWNERS ASSO. AMOUNT: \$10415.24. CASE #C-13C-030422. DATE: 8/8/2013

DEBTOR: SHAWN SANDT, CREDITOR: CAVALRY PORTFOLIO SERVICES LLC. AMOUNT: \$15570.85. CASE #C-13C-032214. DATE: 8/8/2013

DEBTOR: CHUCK STARR, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$3669.38. CASE #D-13CV-031050. DATE: 8/8/2013

DEBTOR: JONATHAN FIEGEN, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$1358.54. CASE #D-13CV-031049. DATE: 8/8/2013

DEBTOR: ALBERTO C MONTES, CREDITOR: UNIFUND CCR PARTNERS. AMOUNT: \$6993.43. CASE #C-12C-030736. DATE: 8/8/2013

DEBTOR: DAMIAN JAMES HALL, CREDITOR: UNIFUND CCR PARTNERS. AMOUNT: \$5569.04. CASE #C-13C-030467. DATE: 8/8/2013

DEBTOR: ELIZABETH B SMITH, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$5220.57. CASE #C-13C-031471. DATE: 8/9/2013

DEBTOR: ANDREA LUCAS, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$2665.84. CASE #C-13C-031306. DATE: 8/9/2013

DEBTOR: MICHAEL J & MICHAEL J JOHNSON, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$4292.91. CASE #C-13C-031025. DATE: 8/9/2013

DEBTOR: ELIZABETH B SMITH, CREDITOR: BARCLAYS BK DELAWARE. AMOUNT: \$7618.3. CASE #C-13C-031472. DATE: 8/9/2013

DEBTOR: TANJA CARTER, CREDITOR: ADVANTAGE ASSETS II INC. AMOUNT: \$3302.94. CASE #C-13C-031503. DATE: 8/9/2013

DEBTOR: JOE C FORBES, CREDITOR: JPMORGAN CHASE BK. AMOUNT: \$105976.84. CASE #D-12CV-000602. DATE: 8/9/2013

DEBTOR: LENARD M SIPES, CREDITOR: CACH LLC. AMOUNT: \$10719.31. CASE #C-09C-004787.

DATE: 8/13/2013

DEBTOR: CESAR F CAMPOS, CREDITOR: TCF NATL BK. AMOUNT: \$2367.85. CASE #C-13C65065. DATE: 8/13/2013

DEBTOR: LUIS MONTES GUTIERREZ, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$2314.69. CASE #C-07C-001957. DATE: 8/13/2013

DEBTOR: STEPHEN R RUDDOCK, CREDITOR: SECURITY CREDIT SERVICES LLC. AMOUNT: \$15291.25. CASE #C-13C-031971. DATE: 8/13/2013

DEBTOR: TANYA WILLIAMS, CREDITOR: STANLEY SHORES CONDO ASSN INC. AMOUNT: \$3687.14. CASE #C-13C-035632. DATE: 8/14/2013

DEBTOR: ALMA LONGORIA, CREDITOR: CAVALRY SPV II LLC. AMOUNT: \$1831.83. CASE #C-12C-003185. DATE: 8/15/2013

DEBTOR: AMANDA C OHAGAN, CREDITOR: UNIFUND CCR PARTNERS. AMOUNT: \$10527.14. CASE #C-13C-030966. DATE: 8/15/2013

DEBTOR: THERESA A RUELLE, CREDITOR: UNIFUND CCR PARTNERS. AMOUNT: \$4999.51. CASE #C-13C-031258. DATE: 8/15/2013

DEBTOR: LONGMONT APOTHECARY, CREDITOR: KARI AUSTIN. AMOUNT: \$15399.17. CASE #D-13CV-030840. DATE: 8/19/2013

DEBTOR: JASON MERCE VELA, CREDITOR: LOBEL FIN. AMOUNT: \$4900.15. CASE #D-13CV-030929. DATE: 8/19/2013

DEBTOR: CRAIG THOMAS SKINNER, CREDITOR: EVAN FREIRICH. AMOUNT: \$8338.82. CASE #D-12DR-000141. DATE: 8/2/2013

DEBTOR: ASHLEY PAWELCZYK, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$1358.26. CASE #C-10C-000766. DATE: 8/2/2013

DEBTOR: RANDALL R RODAK, CREDITOR: LINDA COUILLARD. AMOUNT: \$183987.15. CASE #D-2001DR792. DATE: 8/2/2013

DEBTOR: ROBERT D LA RUE, CREDITOR: UNIFUND CCR PARTNERS. AMOUNT: \$2122.11. CASE #C-08C-001115. DATE: 8/6/2013

DEBTOR: KEVIN W BECK, CREDITOR: RENAISSANCE COMMUNITY ASSOC. AMOUNT: \$2633.06. CASE #C-08C-006103. DATE: 8/12/2013

DEBTOR: CAROLYNE EVANS, CREDITOR: MATTHEW TRYHANE. AMOUNT: \$9042.03. CASE #D-10CV-000377. DATE: 8/12/2013

DEBTOR: MARILYN E VANBROCKLIN, CREDITOR: COLO ST REVENUE. AMOUNT: \$2628.0. CASE #D-13CV-800180. DATE: 8/13/2013

DEBTOR: ROBERT JAMES NAGLER, CREDITOR: JOANNE MCKEIGUE NAGLER. AMOUNT: \$200000.0. CASE #D-10DR-000018. DATE: 8/15/2013

DEBTOR: BRIDGET N STRAND, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$1925.05. CASE #C-10C-006174. DATE: 8/16/2013

DEBTOR: BRIDGET N STRAND, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$10580.9. CASE #C-10C-002675. DATE: 8/16/2013

DEBTOR: MICHAEL D & DEBORAH A PLLARD, CREDITOR: COLO ST REVENUE. AMOUNT: \$3683.98. CASE #D-06CV-002927. DATE: 8/19/2013

DEBTOR: ARMANDO & ARMONDO C BARRAZA, CREDITOR: NORBEL CREDIT UNION. AMOUNT: \$15548.65. CASE #D-04C4736. DATE: 8/19/2013

Broomfield County
DEBTOR: LAURA & TODD A MCGEE, CREDITOR: BC SERVICES INC. AMOUNT: \$1719.61. CASE #C-13C-030276. DATE: 8/5/2013

DEBTOR: MARGARET BONGIOVANNI, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$5655.98. CASE #C-13C-030249. DATE: 8/5/2013

DEBTOR: LOUISE LILLY, CREDITOR: MIDLAND FUNDING LLC. AMOUNT: \$1338.15. CASE #C-12C-

FOR THE RECORD

ITE I, \$156.53, CASE #3334804, 8/12/2013

HITTECH APPLIANCE INC, \$1819.31, CASE #3334802, 8/12/2013

PACIFIC AUCTION LLC, \$2205.64, CASE #3336302, 8/19/2013

PERKYS COFFEE CREAMERY, \$783.5, CASE #3335540, 8/14/2013

PUBLIC ROAD INVEST LLC, \$871.03, CASE #3335541, 8/14/2013

PYATT STUDIO LLC, \$792.17, CASE #3332092, 8/1/2013

SIGNATURE RESTAURANTS INC, \$6268.91, CASE #3334805, 8/12/2013

STARK SOLUTIONS INC, \$1533.84, CASE #3336301, 8/19/2013

STICKS STONES WOOD WORKERS, \$6660.76, CASE #3332522, 8/2/2013

ZEE DEE SERVICES, \$205.77, CASE #3333698, 8/7/2013

Broomfield County AQUA BRIGHT CLEANERS INC, \$1900.18, CASE #11787, 8/12/2013

OAK TREE HARDWOOD FLOORS INC, \$1111.25, CASE #11446, 8/5/2013

RELEASE OF STATE TAX LIENS

Boulder County BURTON FAMILY REVOCABLE TRUST, \$0.0, CASE #3334725, 8/12/2013

BURTON FAMILY REVOCABLE TRUST, \$0.0, CASE #3334724, 8/12/2013

BURTON FAMILY REVOCABLE TRUST, \$0.0, CASE #3334723, 8/12/2013

DRUMTIME COLO, \$205.47, CASE #3333720, 8/7/2013

GRETCHEN EHEURING, \$0.0, CASE #3333093, 8/5/2013

IS STAFFING INC, \$0.0, CASE #3335874, 8/15/2013

LIONBRIDGE US INC, \$0.0, CASE #3335873, 8/15/2013

NAT SHERMAN INC, \$590.06, CASE #3334806, 8/12/2013

SCENIC INVEST LONGMONT FITNESS, \$938.78, CASE #3334808, 8/12/2013

SNOW LION SCHOOL, \$878.71, CASE #3334807, 8/12/2013

SPORTSONESOURCE LLC, \$1115.3, CASE #3334809, 8/12/2013

LUCY ATORREZ, \$0.0, CASE #3334659, 8/12/2013

LUCY ATORREZ, \$0.0, CASE #3334660, 8/12/2013

Broomfield County OMNI HOTELS MANAGEMENT CORP, \$4443.28, CASE #11996, 8/15/2013

OMNI HOTELS MANAGEMENT CORP, \$4032.42, CASE #11997, 8/15/2013

WARRANTY DEEDS

Boulder County Seller: ELEANOR D LEE LIVING TRUST

Buyer, Buyer's Address: PAUL J MCCORMACK, 4135 SUNRISE CT

Address: 4135 SUNRISE CT, BOULDER

Price: \$430000

Date Closed: 8/12/2013

Seller: GORDON CONSULTING P A SAVINGS

Buyer, Buyer's Address: LISA M LOVETT, 530 MOHAWK DR APT 87

Address: 530 MOHAWK DR APT 87, BOULDER

Price: \$342000

Date Closed: 8/12/2013

Seller: ROBERT WILLIAM FRENCH REVOCABL

Buyer, Buyer's Address: MAUREEN E JENKINS REVOCABLE TR, 2495 BLUE HERON CIR W

Address: 2495 BLUE HERON CIR W, LAFAYETTE

Price: \$952500

Date Closed: 8/12/2013

Seller: GREGG E & JENNIFER L LULOFS

Buyer, Buyer's Address: MARY JO MALLINCKRODT, 15 HILLTOP DR

Address: 133 EAGLE VALLEY DR, LYONS

Price: \$558000

Date Closed: 8/12/2013

Seller: WILLIAM D GIBSON

Buyer, Buyer's Address: MELODY B SNOWDON, 4745 WHITE ROCK CIR APT C

Address: 4745 WHITE ROCK CIR APT C, BOULDER

Price: \$162000

Date Closed: 8/12/2013

Seller: VISTOSO LLC

Buyer, Buyer's Address: JAMES W & DALE M GURNEY, 4500 BASELINE RD # 2 2306

Address: 4500 BASELINE RD # 2 2306, BOULDER

Price: \$285000

Date Closed: 8/12/2013

Seller: FANNIE MAE

Buyer, Buyer's Address: JOHN H JR SASSON, 2210 BALSAM DR

Address: 2331 SHERRI MAR ST, LONGMONT

Price: \$268800

Date Closed: 8/12/2013

Seller: ROBERT B & MARTHA T WALLEN

Buyer, Buyer's Address: ROBERT BUTLER WALLEN, 1643 DEER TRAIL RD

Address: 1643 DEER TRAIL RD, BOULDER

Price: \$430000

Date Closed: 8/12/2013

Seller: EDWARD V PIKE

Buyer, Buyer's Address: JESSICA & ROBERTO HERNANDEZ, 1046 NEON FOREST CIR

Address: 1046 NEON FOREST CIR, LONGMONT

Price: \$750000

Date Closed: 8/12/2013

Seller: MARK FISHBURN

Buyer, Buyer's Address: DOUGLAS L & EVELYN G WATKINS, 1508 CENTENNIAL DR

Address: 1508 CENTENNIAL DR, LONGMONT

Price: \$163200

Date Closed: 8/12/2013

Seller: ROGELIO PENA

Buyer, Buyer's Address: HEATHER V RALSTON, 3330 LOYOLA CT

Address: 3330 LOYOLA CT, BOULDER

Price: \$765000

Date Closed: 8/12/2013

Seller: TIMBERLI GRAHAM

Buyer, Buyer's Address: JEFFERY M SLUTZ, 2105 N FORK DR

Address: 2105 N FORK DR, LAFAYETTE

Price: \$276000

Date Closed: 8/12/2013

Seller: FADI AKL KASSOUF

Buyer, Buyer's Address: SARAH J MONROY, 73 MINEOLA CT

Address: 73 MINEOLA CT, BOULDER

Price: \$406000

Date Closed: 8/12/2013

Seller: EHS HOUSE MENDERS LLC

Buyer, Buyer's Address: JEFFREY S RAIKES, 313 ELK TRL

Address: 1057 W CENTURY DR APT 319, LOUISVILLE

Price: \$192000

Date Closed: 8/12/2013

Seller: JAMES D II FRANCIS

Buyer, Buyer's Address: HOWARD F SKLAR, 3601 ARAPAHOE AVE UNIT 420

Address: 3601 ARAPAHOE AVE UNIT 420, BOULDER

Price: \$1450000

Date Closed: 8/12/2013

Seller: SHAWNA RAPHAELA SUZYN

Buyer, Buyer's Address: AMY CANDELL, 800 LINCOLN ST APT I

Address: 800 LINCOLN ST APT I, LONGMONT

Price: \$142000

Date Closed: 8/12/2013

Seller: CHARLES LLOYD MATZEN

Buyer, Buyer's Address: DAVID W VANBUSSUM, 285 BROOKSIDE CT

Address: 2301 PEARL ST APT 58, BOULDER

Price: \$

Date Closed: 8/12/2013

Seller: NICHOLAS E NYBERG

Buyer, Buyer's Address: CASSIDY KAHN, 2301 PEARL ST APT 16

Address: 2301 PEARL ST APT 16, BOULDER

Price: \$155000

Date Closed: 8/12/2013

Seller: KATHERINE MACREYNOLDS

Buyer, Buyer's Address: TITO R GAY SAM, 2441 BLUFF ST

Address: 2441 BLUFF ST, BOULDER

Price: \$480000

Date Closed: 8/12/2013

Seller: PATRICIA H MOORE

Buyer, Buyer's Address: DREAM BUILDERS GROUP INC, 303 S BROADWAY STE 200 313

Address: 340 18TH ST, BOULDER

Price: \$550000

Date Closed: 8/12/2013

Seller: BK NEW YORK MELLON

Buyer, Buyer's Address: STEVEN MAERSKMOLLER, 7348 ERIN CT

Address: 7348 ERIN CT, NIWOT

Price: \$1100000

Date Closed: 8/12/2013

Seller: NATIONSTAR MORTGAGE LLC

Buyer, Buyer's Address: FEDERAL NATIONAL MORTGAGE ASSO, 14221 DALLAS PKWY STE 1000

Address: 428 NEWMAN CIR, LONGMONT

Price: \$

Date Closed: 8/12/2013

Seller: REVOCABLE TRUST ROBIN A DAVIS

Buyer, Buyer's Address: REVOCABLE TRUST ROBIN A DAVIS, 1853 FILLMORE CT

Address: 1853 FILLMORE CT, LOUISVILLE

Price: \$

Date Closed: 8/12/2013

Seller: SACHIN K & DANA TALUSANI

Buyer, Buyer's Address: TEAM T LIVING TRUST, 2007 BRAEBURN CT

Address: 2007 BRAEBURN CT, LONGMONT

Price: \$

Date Closed: 8/12/2013

Seller: EDWARD MARGUERITE BROSSMAN LIV

Buyer, Buyer's Address: EDWARD A & M A BROSSMAN, 14798 N 115TH ST

Address: 14798 N 115TH ST, LONGMONT

Price: \$

Date Closed: 8/12/2013

Seller: BETTY K BERNSTEIN

Buyer, Buyer's Address: DAVID S FERRIS, 7275 SIENA WAY

Address: 7275 SIENA WAY, BOULDER

Price: \$406000

Date Closed: 8/12/2013

Seller: ERIN & THOMAS SEAVEY

Buyer, Buyer's Address: PUNI RENEE DESAI, 2284 S COORS CT

Address: 1851 22ND ST APT 6, BOULDER

Price: \$330000

Date Closed: 8/12/2013

Seller: WILLIAM & CRISTINA ARMSTRONG

Buyer, Buyer's Address: ANDREW G & PAMELA J JOE, 322 MCCONNELL DR

Address: 322 MCCONNELL DR, LYONS

Price: \$645000

Date Closed: 8/12/2013

Seller: GREGORY & LORETTA KRAUS

Buyer, Buyer's Address: JACK & TIFFANY L ELSTON, 530 MOHAWK DR APT 77

Address: 530 MOHAWK DR APT 77, BOULDER

Price: \$241300

Date Closed: 8/12/2013

Seller: DOUGLASS KWART

Buyer, Buyer's Address: PETER M GRAHAM, 4801 N FOOTHILLS HWY

Address: 8401 N FOOTHILLS HWY, BOULDER

Price: \$330000

Date Closed: 8/12/2013

Seller: BECKY L ASHCRAFT

Buyer, Buyer's Address: ANNA ASHCRAFT, 3047 W 21ST AVE

Address: 802 S GAY ST, LONGMONT

Price: \$

Date Closed: 8/12/2013

Seller: CHRISTINE W CZYSZCZEWSKI

Buyer, Buyer's Address: JUSTIN J CZYSZCZEWSKI, 3701 ARAPAHOE AVE UNIT 303

Address: 3701 ARAPAHOE AVE UNIT 303, BOULDER

Price: \$248000

Date Closed: 8/12/2013

Seller: 1000 ROSEWOOD LLC

Buyer, Buyer's Address: BRETT JEREMY ASTOR, 901 ROSEWOOD

Address: 901 ROSEWOOD, BOULDER

Price: \$591300

Date Closed: 8/12/2013

Seller: MICHAEL RUSSELL DIROSA

Buyer, Buyer's Address: ROBERT G B BRAIG, 1207 FALL RIVER CIR

Address: 1207 FALL RIVER CIR, LONGMONT

Price: \$250000

Date Closed: 8/13/2013

Seller: 1000 ROSEWOOD LLC

Buyer, Buyer's Address: DAVID & MICHELLE POLLITT, 4464 9TH ST #11

Address: 4464 9TH ST #11, BOULDER

Price: \$202200

Date Closed: 8/13/2013

Seller: JACOB W & BRIANNA J KENNEL

Buyer, Buyer's Address: ROBERT P & ELIZABETH D DAZEY, 1520 SHERRI MAR ST

Address: 1520 SHERRI MAR ST, LONGMONT

Price: \$165000

Date Closed: 8/13/2013

Seller: TOBY ERR

BUSINESS DIGEST

OPENINGS

Beth Powell launched **POP! Media**, a Boulder-based social media strategy and content marketing business. Services include copywriting for social media and Web, email marketing and media relations. Niches include organic foods, health, energy, environment and retail. Details at popmediastudio.com.

Law firm **Donelson Ciancio & Grant PC** has restructured its business into three separate firms, according to a press statement from the firm. Financial terms of the transaction were not disclosed, although the amicable split mainly involves dividing up shareholder-owned property, said Gene Ciancio, a partner in the law firm. The three new firms will continue to operate from the same location occupied by Donelson Ciancio & Grant at 8001 Arista Place in Broomfield. All employees of the law firm are expected to continue to work for the three separate firms. **Ciancio Ciancio Brown PC** will operate as a boutique litigation firm, with Gene Ciancio's daughter Cindy Ciancio as managing partner. **Donelson & Stross PC** will operate as a business and transactional firm; and **The Law Firm of Daniel T. Goodwin** also will operate separately.

The **Second Kitchen** co-op opened Sept. 5 in the former Delilah's Pretty Good Grocery space at 904 College Ave. in Boulder. The food co-op has 120 members and plans to add new members every month, said Sarah Brody, who co-founded the business with Beth Burzynski. Nonmembers also can shop at The Second Kitchen, which will feature more than 200 local and organic products, including local baked goods, coffee, sandwiches, bulk goods and produce. Initial funding for the co-op comes from members, a \$40,000 online Kickstarter fundraising campaign spent on updates to the store space and an angel investor who is paying the rent for the space for nine months, Brody said. The member-owned cooperative can offer lower prices, in part, because members staff the store on a volunteer basis, she said.

Sanitas Brewing Co., held a grand opening Sept. 6 at its location at 3550 Frontier Ave. in Boulder. Sanitas is open Tuesday to Friday, from 3 to 10 p.m. and Saturday and Sunday from noon to 10 p.m. Boulder's latest craft brewery has a 15-barrel brewhouse, 60-barrel fermenters, a 1,500-square-foot taproom and 3,000 square feet of outdoor space on a deck and beer garden.

Oskar Blues Brewery said its CyclHOPS Bike CAN-tina will open by the end of this year at 600 S. Airport Road in Longmont. The eatery will seat up to 300 people and offer 20 craft beers on tap as well as 43 premium tequilas in a tequila tasting room. The taqueria will feature handmade tortillas and a menu inspired by "authentic and traditional taco-makin' techniques." A full-service bike shop and retail location for Oskar Blues' REEB Cycles also will be housed in the location.

MOVES

Boulder-based **Revelry Brands LLC**, an investment firm focused on providing growth-stage private equity to natural foods and consumer products businesses, has moved Sun Valley, Idaho-based PACT Apparel Inc. into its Boulder offices. Founded in 2009, PACT is an apparel company that makes underwear, socks and other basics. PACT's sales, marketing, operations and finance functions will move to Boulder. PACT joins Only Natural Pet Store, "I and love and you" and EVOL Foods as the fourth Revelry company based in Boulder.

BRIEFS

Safeway Inc. agreed to pay a \$600,000 fine and carry out a plan to reduce emissions of ozone-depleting substances from refrigeration equipment at 659 of its stores nationwide, including locations at 1050 Ken Pratt Blvd. in Longmont and 2798 Arapahoe Ave. in Boulder, as well as locations in Greeley and Brighton. The plan is estimated to cost Pleasanton, California-based Safeway (NYSE: SWY) \$4.1 million, the U.S. Environmental Protection Agency and Department of Justice said. The settlement involves the larg-

est number of facilities ever under the Clean Air Act's regulations governing refrigeration equipment. EPA accused Safeway of failing to repair leaks of HCFC-22, a hydro-chlorofluorocarbon that is a greenhouse gas and ozone-depleting substance used as a coolant in refrigerators. The company also failed to keep adequate refrigeration equipment service records, EPA said.

Western Disposal Services Inc. saw completion of a 190-kilowatt solar awning system that will offset about 30 percent of the Boulder company's electricity usage. The system, which will power Western's filling-station pumps for its natural gas-powered trucks as well as the company's operations building, was designed and built by a trio of Boulder companies. Lighthouse Solar completed the solar system installation, Lumos Solar supplied the frameless solar modules and Wyatt Construction built the support structure. Western's Frank Bruno, who recently replaced Gary Horton as president of the company as Horton transitions into retirement in more of an advisory role, said the \$600,000 system is expected to pay for itself in about seven or eight years with the energy cost savings it will provide. The system will produce the equivalent electricity needed to power about 25 to 30 average homes in Colorado.

Colorado's federally funded laboratories provided \$2.3 billion in economic impact in 2011 and 2012 and another estimated \$2 billion in 2013, according to a report released by **CO-LABS**, an organization that helps create connections between the business, educational and government sectors in the state. The Business Research Division at the University of Colorado-Boulder's Leeds School of Business conducted the report, titled Colorado Economic Impact Study: Economic and Fiscal Impacts of Federally Funded Research Facilities in Colorado, FY 2011-13. Boulder County benefits greatly from the presence of federal labs, and the labs located here provide much of the economic benefit statewide. According to the report, the county enjoyed \$743 million in economic impact in fiscal year 2012, the year most closely examined in the report. Statewide, federal labs accounted for 7,966 full, part-time and contract jobs in the state, with nearly 3,600 of those located locally with average annual earnings and benefits of \$107,942.

Splick-it Inc. – a company that helps you order food and pay for it at restaurants from your mobile device – has raised \$4.7 million of a \$6.6 million equity funding round, according to a Securities and Exchange Commission document. The Boulder-based company plans to use the funds to grow its operations in the mobile ordering and payments realm, said Vijay Bangaru, chief executive. Splick-it plans to make two related business growth announcements in the next few weeks, Bangaru said. The new funding is divided into two parts: \$3 million in new investment and \$3 million in existing equity that was converted from previous debt. Some 24 investors were involved in the latest fund-raising round, according to the SEC document.

Golden Spike Co. has raised \$100,000 through a pair of unspecified investors, according to a filing made with the Securities and Exchange Commission. The equity offering remains open, and it's unclear how much the company is looking to raise. Boulder-based Golden Spike launched last year, with the goal of offering commercial expeditions to the moon by 2020. The company contracted with Northrop Grumman to help design its lunar lander pods.

Encision Inc. leader **Fred Perner** died unexpectedly Aug. 31 from an apparent heart attack. He was 59. Perner joined Boulder-based Encision (ECLA: PK) in September 2011 as chief executive. Encision makes medical devices used in minimally invasive surgeries. Encision's board of directors named Pat Pace to serve as company chairman and executive chairman of the board of directors, following Perner's death, according to a press statement. Pace is an adviser at EDG Partners LLC, in Alexandria, Virginia, a private equity firm focusing on health care.

RoundPegg Inc. has raised \$2,416,833 in eq-

uity investment since mid-August, according to a regulatory filing with the U.S. Securities and Exchange Commission. Boulder-based RoundPegg said 19 investors were involved in the latest equity raise, which also includes conversion of outstanding promissory notes, according to the regulatory filing. A company spokesman did not immediately return a request for comment about the campaign. The total offering amount is \$2,919,155, according to the regulatory filing. RoundPegg makes software that helps companies hire employees whose cultural values align with those employers' stated values.

A \$6 million University of Colorado-Boulder instrument designed to study the behavior of lunar dust was launched Sept. 6 from NASA's Wallops Flight Facility in Virginia on a mission to the moon. The mission, known as the Lunar Atmosphere and Dust Environment Explorer, or LADEE, is to orbit the moon to better understand its tenuous atmosphere and whether dust particles are being lofted high off its surface. The \$280 million LADEE mission, designed, developed, integrated and tested at NASA's AMES Research Center in Moffett Field, California, will take about a month to reach the moon and another month to enter the proper elliptical orbit and to commission the instruments. A 100-day science effort will follow.

The STPSat-3 satellite built by Boulder-based **Ball Aerospace and Technologies Corp.** arrived at NASA's Wallops Flight Facility in Virginia. Slated to launch Nov. 4 aboard a Minotaur I rocket, the STPSat-3 is the primary satellite for the U.S. Air Force Operationally Responsive Space 3 enabler mission. The satellite is the second spacecraft Ball has built for the Department of Defense's Space Test Program Standard Interface Vehicle program.

Engineers tested a scale-model replica being built as part of a \$60 million public whitewater kayaking facility in Oklahoma City. Boulder-based **Elton R. Construction LLC** built the three-dimensional model for about \$70,000 to \$100,000 for S2O Design and Engineering in Lyons, said Elton Randall, owner of the construction company. Specific terms of the contract were not disclosed. S2O Design founder Scott Shipley is a former Olympic athlete and a member of the board of directors of USA Canoe Kayak, an industry group based in Oklahoma City. Engineers tested the currents of the water running through the model and did other measurements to make sure the real-life version will work as they expect it to, Randall said. The model was built in a 6,000-square-foot warehouse in Boulder and was to be deconstructed once the tests are complete, he said. Randall did not give details of the warehouse or its location, because it is not open to the public. Four workers built the scale model at one-12th the size of the real thing in about six weeks, Randall said. The real-life version is being built on a seven-mile stretch of the North Canadian River that has been renamed the Oklahoma River as part of a project that includes recreational trails and other outdoor features.

A Louisville man must pay a total of \$355,058 after the U.S. Securities and Exchange Commission sanctioned him for forging documents and for misleading his firm's compliance officer. Of the total, former assistant portfolio manager **Carl Johns**, 49, must pay a \$100,000 fine, \$231,169 in profits he made during the misconduct and \$23,889 in interest, according to the SEC. He also has been barred from working in the securities industry, although he can reapply in five years, according to an SEC document. Johns did not return a call for comment. According to the SEC, Johns concealed his failure to report hundreds of personal trades made from 2006 to 2010 at Boulder-based Boulder Investment Advisers LLC and the affiliate Rocky Mountain Advisers LLC. He resigned from his job in 2011. Johns reached a settlement with the SEC in which he neither admitted nor denied the findings of the investigation.

MWH Global, a water infrastructure-focused strategic consulting, environmental engineering

and construction services firm based in Broomfield, announced that it is the 15th-largest majority employee-owned company in the United States, according to the National Center for Employee Ownership's latest Employee Ownership 100 list. To appear on the list, a company must have a majority of its stock owned by an ESOP or other broad-based employee ownership plan. MWH Global has nearly 8,000 employees in 35 countries worldwide.

EARNINGS

Rally Software Inc. reported record revenue of \$19.8 million and a net loss of \$2.3 million in the quarter that ended July 31. The Boulder-based business's loss amounted to 9 cents per share, and was roughly the same as the same period a year ago. The losses have come as the company continues to invest in future growth of the business. Revenue leaped more than \$6 million over the same period a year ago and eclipsed last quarter's revenue by nearly \$4 million. Rally (NYSE: RALY) raised \$89.8 million through its initial public offering in April. In June, the company reported revenue of \$16 million and a loss of \$5.8 million in its first quarterly report as a publicly traded company.

CONTRACTS

Longmont-based **Oskar Blues Brewery LLC** is partnering with Auburn University on a graduate-level certificate program in Brewing Science and Operations that could eventually morph into a full-blown master's degree program. The 18-credit-hour program will be offered online beginning in the fall of 2014, and the brewery and the Alabama university now are collaborating on the creation of course materials. Oskar Blues founder Dale Katechis is an Auburn alum.

Sun Pacific, producer of Cuties California Clementines, has named **Sterling-Rice Group**, its agency of record to provide brand positioning, traditional and digital creative-development, marketing, planning, social media, consumer promotions, in-store activation and public relations.

Level 3 Communications Inc., has signed an agreement with Praxair Colombia, a regional subsidiary of industrial gas company Praxair Inc. The agreement expands Broomfield-based Level 3's (NYSE: LVL) existing relationship with the company. Praxair Colombia has selected Level 3 as its provider for IP telephony, dedicated internet access, managed security and data center services, enhancing network connectivity and security throughout all of its locations. Level 3 also announced that Hexcel Corp., in London, a manufacturer of advanced composites for aerospace and industrial applications, has selected Level 3's internet protocol virtual private network and colocation services to support its continued global expansion.

Longmont-based **Dot Hill Systems Corp.** (Nasdaq: HILL), a provider of SAN storage solutions, announced its AssuredSAN Pro 5000 Series arrays with RealStor real-time auto-tiering have been selected by the United Kingdom's The Leeds Teaching Hospitals NHS Trust to support the rollout of numerous applications. The AssuredSAN Pro 5000 systems are part of a larger IT project that will help the hospitals improve the overall patient experience while also providing scalability to accommodate data growth across the organization.

GRANTS

Globelimmune Inc. received a \$4 million grant to study how its patented Tarmogen drug candidates may be used to treat tuberculosis infection and drug-resistant forms of tuberculosis. The Louisville-based drug research and development company is collaborating with Colorado State University professor Ian Orme on the project, which is funded by the National Institute of Allergy and Infectious Diseases of the National Institutes of Health, the company said in a press statement.

MERGERS & ACQUISITIONS

Cancer treatment analysis company **ArcherDx Inc.** was bought by Enzymatics Inc. in a cash and stock transaction worth up to \$50 million.

► See **Digest, 23A**

CALENDAR

SEPTEMBER

13 The Boulder Area Realtors Association will hold its second annual **photo day event** for its members' business cards and websites from 9 a.m. to 4 p.m. Friday, Sept. 13, at its new offices: 4790 Table Mesa Drive, Suite 200, Boulder. Cost \$50. A hair stylist and make-up artist will be available. Call 303-442-3585 to reserve a time.

18 The Boulder County Business Report will present **Pulse: the State of Health Care** from 7:30 a.m. to 1:30 p.m., Wednesday, Sept. 18, at the Plaza Convention Center, 1850 Industrial Circle, Longmont. Panel discussions plus keynote speakers Rulon Stacey, president of University of Colorado Health, and Michael Slubowski, president and CEO of SCL Health System. Cost is \$39, includes continental breakfast and lunch. Tickets available online at www.bcbr.com.

22 The **4th annual Boulder Green Streets Ciclovía** will be held in down-

town Boulder from 10 a.m. to 4 p.m., Sunday, Sept. 22. Dancing, arts and crafts, martial arts, yoga, fashion shows, food. Streets closed to cars and buses from 15th and Pearl streets to the North Boulder Recreation Center at 3170 Broadway. More information at www.boulder-greenstreets.org.

25 The Louisville and Lafayette chambers of commerce will present the third annual **L & L Business Showcase** from 4 to 7 p.m. Wednesday, Sept. 25, at The Gatehouse, 1055 S. 112th St., Lafayette. Apply for a vendor table at louisvilechamber.com and click on events, or call 303-666-5747.

26 The Women's Leadership Foundation will host the workshop **Women Leading Change** from noon to 1:30 p.m. Thursday, Sept. 26, at 1350 17th St., Suite 100, Denver. Presented by Mary Ricketson, dean emerita and professor, University of Denver. Participants will learn which leadership styles are the most effective in creating change and growth.

This workshop will interest women who aspire to join a board, serving on a board or are in other leadership positions. Cost is \$19 for members of the Colorado Women's Chamber of Commerce, and \$29 for nonmembers and walk-ins. Register online at coloradowomen-chamber.chambermaster.com/events.

OCTOBER

28 The Boulder Chamber will present **Esprit Entrepreneur** Monday and Tuesday, Oct. 28-29, at the St Julien Hotel and Spa, 900 Walnut St. Boulder. For more information, go online at www.boulderchamber.com.

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

BIOSCIENCE

Robert E. Conway was appointed to the board of directors at Broomfield-based ARCA Biopharma Inc. (Nasdaq: ABIO), which develops genetically-targeted therapies for cardiovascular diseases. He will serve on the audit and compensation committees. Conway has 30 years of leadership experience in the pharmaceutical and biotechnology industries, serving as chief executive and member of the board of directors for Array BioPharma Inc. (Nasdaq: ARRY) from 1999 to 2012.

ECONOMIC DEVELOPMENT

Mark Sirangelo, head of Louisville-based Sierra Nevada Corp., Space Systems, was named by Gov. John Hickenlooper as the state's new chief innovation officer and chairman of the Colorado Innovation Network. COIN was formed by Hickenlooper in 2011 to help



Sirangelo

foster innovation among Colorado's public, private and academic organizations, with the ultimate goal of job creation and growth of the Colorado economy. Sirangelo replaces Ajay Menon, dean of the Colorado State University College of Business, whose term expired. At Sierra Nevada, Sirangelo is helping to oversee development of the Dream Chaser, an orbital space plane being designed through a public-private partnership with NASA as a replacement for the space shuttle. A founding member of COIN, he also co-chairs the Colorado Competes initiative that helps advance the state in sectors such as bioscience, renewable energy and aerospace. He is founder and chairman of eSpace, The Center for Space Entrepreneurship, a nonprofit that targets the development of science, education, jobs and tech startups.

HEALTH CARE

Hearing-aid manufacturer Sophono, Inc. has a medical doctor as its new chief executive. **Dr. Peter Ruppertsberg** plans to expand sales of Sophono's implantable hearing-aid devices into Asian markets, according to a press statement. James Kasic, the Boulder company's

founding CEO, will continue to support Sophono in a consulting role. Before coming to Boulder, Ruppertsberg most recently was CEO of the Valtronic Group, a Geneva, Switzerland-based medical device manufacturing firm with 400 employees. He previously was active in venture-capital and private-equity firms. Sophono has its headquarters and manufacturing operations in Boulder as well as an office in Germany.



Ruppertsberg

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

PRODUCT UPDATE



NEED CREDIT

Louisville-based Third Street, Inc. is launching a line of unsweetened premium ready-to-drink black and green iced teas exclusively with Whole Foods Market. Packaged in 1-liter bottles, it carries USDA-Organic, Fair Trade and gluten-free certifications and is non-GMO Project Verified. The teas will retail for \$2.49 and be carried nationally.

Broomfield-based **Vail Resorts Inc.** (NYSE: MTN) Epic Pass customers can now get five days of skiing at Les 3 Vallees in France in addition to days already offered at resorts in Austria and Switzerland. The \$689 Epic Pass includes unlimited skiing at Eldora, Vail, Beaver Creek, Keystone, Breckenridge and Arapahoe Basin resorts in Colorado as well as resorts in Utah, California, Minnesota and Michigan.

NONPROFIT NETWORK

GOOD DEEDS

The Boulder County mountain town of Ward received a new fire truck this summer with funds raised by **Wright Kingdom Real Estate** for wildfire relief efforts. Wright Kingdom and its associates launched a Facebook campaign promising a \$50 contribution to The Community Foundation of Boulder County for every "like" or "share" of their wildfire-relief photo, up to \$25,000. The campaign quickly went viral and Wright Kingdom met its goal in less than eight hours. The funds enabled the Indian Peaks Fire Protection District to make the down payment on a fire truck.

Merry Maids of Boulder and Larimer counties has formed a team to participate in the Saturday, Sept. 14, Walk to End Alzheimer's and will make a donation to the cause for everyone who joins the team. The team is called The

June Bugs in honor of June Skillingberg, the mother of Merry Maids owner Jason Skillingberg, who died from Alzheimer's in 2008.

Xilinx Inc. has pledged \$25,000 to the Longmont Museum's capital campaign that will expand the facility by more than 11,000 square feet, adding a 250-seat auditorium and educational and event spaces. The gift is the largest Xilinx has made in Longmont since arriving in 2003.

GRANTS

WOW! Children's Museum has received a \$15,000 grant from The Amgen Foundation that it will use to support science, technology, engineering and math-focused exhibits and educational programs. The museum provides educational interactive exhibits, activities and programs for children.

DIGEST from 22A

Boulder-based ArcherDx is expected to grow to 15 or 20 employees from its current 10 following the announcement from Beverly, Massachusetts-based Enzymatics, a DNA sequencing company. ArcherDx's research and development is expected to remain in Boulder, while future manufacturing is expected to be done in Massachusetts. ArcherDx makes diagnostic kits and analytical software to help hospitals and researchers assess genetic information from patients.

Corden Pharma Colorado Inc. expects to see "synergies" in Boulder in connection with parent company International Chemical Investors Group's recent plan to buy peptide manufac-

turer Peptisyntha, a spokesman said. The Boulder plant also was mentioned in a press release from ICIG in conjunction with the purchase announcement. Frankfurt, Germany-based ICIG did not disclose the price the company plans to pay for Peptisyntha, which is headquartered in Brussels, Belgium. The sale is expected to close in October. Along with Peptisyntha, the Boulder plant and a plant in Liestal, Switzerland, offer "development capacities, Christian Ewers, chief operating officer of CordenPharma's active pharmaceutical ingredients division, said in a press release. Corden Pharma acquired the Boulder facility in 2011, when it purchased Boulder-based Roche Colorado Corp.

AWARDS

Attorneys **Sharon E. Caulfield** and **W. Stuart Stuller** of Caplan and Earnest LLC were named Best Lawyers in the 2014 edition of The Best Lawyers in America. Caulfield was cited for her work in health-care law. Her practice focuses on regulatory compliance and litigation for health-care providers such as hospitals, senior services organizations, ASCs, and physician practices. Stuller was cited for his work in educational law. His practice also focuses on constitutional law, litigation and appeals.

Williams Title Guaranty and Escrow Agency, owned by Elizabeth "Betsy" Newell Williams, was named to ColoradoBiz Magazine's Top 50 Minority-Owned Companies in Colorado. Williams Title Guaranty and Escrow Agency is an independent agent of Alliant National Title Insurance Co. The magazine assesses companies based on revenue and how well business owners have increased awareness of diversity in the workplace.

The **town of Erie's** economic development mobile application received the 2013 President's Award for most outstanding marketing program and an award for most innovative marketing tool for economic development at the SAVVY Awards, presented by the City-County Communications and Marketing Association in Scottsdale, Arizona. Erie's app provides free access to retail-development opportunities in Erie and was created to amplify the town's marketing presence at the International Council of Shopping Centers in Las Vegas.

City of Boulder information technology director **Don Ingle** was named IT Manager of the Year by the Colorado Information Management Association. The award recognizes a supervisor or manager who has led a team to success through encouragement of teamwork, external partnerships, open communication and mutual trust, support and respect. Ingle has led Boulder's IT department since 2007, seeing the department through the recent launch of a constituent-relationship management system and redesign of the city website.

Inovonics' Area Control Gateway, the EN6080, won a New Product of the Year Award from Security Products Technology Magazine. The EN6080 provides IP-based interoperability of Inovonics' commercial wireless devices with access control, video and area control systems. The product also received honorable mention for the Security Industry Association's New Product Showcase.



Seal



Cribbs

Elevations Credit Union's **Patrick Seal** and **Robert Cribbs**, registered representatives affiliated with broker dealer and registered investment advisor CUSO Financial Services LP were recognized with 2012 Pacesetter Awards for their outstanding performance in investment services. The credit union's investment services group was recognized with a CFS 2012 Breakthrough Award.

Boulder-based **Rally Software Development Corp.** (NYSE: RALY) and **Namaste Solar Electric Inc.** were named to the B Corp Best for the Workers List, the third installment of B Corp's Best for the World series. The Best for Workers list honors businesses that earned an overall score in the top 10 percent of all Certified B Corporations for their positive impact on their workforce.



COURTESY NAROPA UNIVERSITY

An artist's rendering depicts an all-season pavilion under construction at Naropa University's main campus at 2130 Arapahoe Ave. in Boulder.

Pair of downtown Boulder buildings in works

BOULDER – Two more property owners could soon help quench what seems to be an insatiable thirst for retail, restaurant and office space in downtown Boulder.

The city's planning department has approved the site plan submitted by the owners of 901 Pearl St., that calls for a restaurant and four condominiums at the northeast corner of Pearl and Ninth streets in place of the former Tesla Motors showroom.

Plans also have been submitted for design and site review by the owners of 909 Walnut St., one of the few remaining infill sites downtown.

The 901 Pearl property is owned by a development group that is led by Daneuve Construction Services president Phil Shull and also includes Boulder city councilman George Karakehian and Communication Arts founding partners Richard Foy and Henry Beer.

The next step for the Pearl property is the submission for building permits, which city planner Sam Assefa said could take a couple of months. The ownership group had similar plans approved in 2008, but those plans stalled with the economy, Shull said.

The 901 Pearl plans include a 21,604-square-foot, three-story

building, with two condos on each level. Shull said he hopes for demolition of the current building to occur in December and for the core and shell to be built by late summer of 2014. Daneuve will serve as general contractor, said Shull, a former co-owner of the Bookend Café and a partner in the Riffs Urban Fare restaurant that is in that location now.

A sales agreement for both the restaurant and condos at 901 Pearl has been reached with a restaurant operator who will complete the buildout, although Shull declined to say who the deal was with.



REAL ESTATE
Joshua Lindenstien

The property at 909 Walnut is owned by 1833-37 Partners LLC, according to Boulder County property records. James Trewitt of the Arch 11 architecture firm in Boulder, who filed plans for the project, could not be reached.

Plans for the 909 Walnut property call for a 3,505-square-foot basement, a 4,352-square-foot ground floor for a restaurant and close to 8,700 square feet of commercial

office space on the second and third floors.

NAROPA EXPANDING: Naropa University plans to begin construction the week of Sept. 16 on an all-season pavilion on its main campus at 2130 Arapahoe Ave.

The pavilion will provide a 1,350-square-foot student gathering space, and will connect Sycamore Hall to the Performing Arts Center. At the same time, Naropa will install an Americans with Disabilities Act-compliant wheelchair ramp onto the back of the historic Lincoln building.

The pavilion allows for more gathering space at the Performing Arts Center, as well as more student lounge space and upgrades and expansion to the Naropa Café. Construction is slated for completion by the end of the year.

The project follows the university's recently completed 1,850-square-foot addition to its Paramita campus at 3285 30th St. that will accommodate an increased number of students in the graduate psychology program there. Plans also are being formulated for improvements to Naropa's Nalanda campus at 6287 Arapahoe Ave., which houses the university's visual and performing arts programs.

PEARL SPACE SELLS: FH Properties LLC has paid \$1 million to purchase commercial condominium unit C-1 at 1949 Pearl St.

The 2,671-square-foot unit previously was occupied by residential real estate brokerage Pedal to Properties, which moved to 2014 Pearl St. about six months ago.

Geoff Keys and Ashley Overton of Keys Commercial Real Estate represented FH Properties in the deal. Chris Boston and Dan Ferrick of Gibbons-White represented the seller, Raja Investments LLC.

Keys said FH Properties is a new company but could not disclose what it is at this time. He said the purchased property at 1949 Pearl will be partially occupied by FH Properties, with about 1,000 square feet leased for retail.

LONGMONT

MOUNTAIN SUN EXPANDING: The Roosevelt Park Apartments mixed-use development in Longmont has its first two retail tenants, with Boulder-based brewery Mountain Sun planning to open a new restaurant there and Inspire Salon & Spa opening as well.

Mountain Sun will occupy 4,500 to 5,000 square feet at the corner of Longs Peak Avenue and Main Street,

► See **Real Estate, 25A**

REAL ESTATE from 24A

said developer Keith Burden of Burden Inc.

Mountain Sun proprietor Kevin Daly said he's leaning toward naming his new space the Longs Peak Pub and Taphouse, although it's not official yet. He is aiming for a March or April opening day.

The new pub will not brew beer onsite. Mountain Sun has three locations in Boulder – Mountain Sun, Southern Sun and Under the Sun – in addition to its flagship brewery at 1700 Vine St. in Denver. The Denver brewery has the capacity to brew beer for two or three locations, Daly said.

Inspire Salon & Spa will occupy nearly 2,000 square feet along Main Street, with a December opening targeted.

Burden said two artists' studios also will open along Main Street and be leased by the Longmont Downtown Development Authority as incubator space. The only other retail space to lease is a 2,700-square-foot spot at the corner of Longs Peak Avenue and Coffman Street, where Burden said he's trying to land a breakfast/lunch café or bistro.

In addition to the ground-level retail space, the \$20 million develop-

ment is slated for a parking garage and a 115-unit apartment complex, complete with a central courtyard.

BUSINESS CENTER SALE: Denver-based real estate investment and management company Etkin-Johnson Group LLC recently sold the 1500 Kansas Avenue Business Center in Longmont for \$3.55 million.

The buyer was 1500 Kansas Ave. Industrial Property LLC, which is owned by real estate investor Mark Stonehocker of Brighton.

Jeremy Ballenger and Tyler Carner of CBRE Inc. represented the seller in the deal, while Alec Rhodes, Tyler Smith and Aaron Valdez of Cassidy Turley represented the buyer.

Ballenger said the property at 1500 Kansas Ave. – which includes four buildings and a total of 57,600 square feet of office and light industrial space on 4.7 acres – is 100-percent leased by a total of 11 tenants. Two of the bigger tenants include Workforce Boulder County and Sage Electronic Engineering LLC.

Rhodes said the buyer plans to continue operating the property as is.

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

ONLINE from 8A

tion from companies like AOL and Reuters and others, these pages are not easy to get on," Sheinbaum said. "For us to be selected by them as trusted partners is (helping us grow our business)."

LinkSmart received a \$5 million round of venture capital this spring. It is backed by Boulder-based Foundry Group and Costanoa Venture Capital in Palo Alto, California. The company is in growth mode and has not yet posted a profit, Sheinbaum said.

The company in October will unveil its new "marketplace" software in which customer companies can share their web reader traffic, among other tools. The "marketplace" can help with web user traffic circulation and "audience shaping," Sheinbaum said.

The only possible worry for a marketing company to focus on hypertext linking would be if readers are not aware that the hyperlinks are related to marketing, said Jeff Sonderman, deputy director of the American Press Institute, adding that he was not familiar with LinkSmart's particular model. Sonderman researches how digital technology can be used to develop additional revenue sources for news media. The American Press Institute in Arlington, Virginia, is an industry group dedicated to helping the news industry fulfill its First Amendment role of a free press in the public interest, according to the group's website.

"People reading news stories expect to see links that were inserted by a journalist as an indepen-

dent journalistic service, pointing to more information," Sonderman said. "They don't expect to see links that function as advertising leading to commercial information."

Sheinbaum said LinkSmart's software is more about "developing audiences" as well as documenting how readers engage with content on the web. Smaller companies can create relationships with larger networks of publishers and marketers through LinkSmart then they might be able to do on their own, he said. He compared the company's software with a solar array with mirrors that reflect light. All of the mirrors can be angled in such a way to boil water, where one individual mirror would not have the same effect.

LinkSmart has 22 employees in Boulder and a New York City office.

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Bolstering private-sector links aids CU

Difficult budgetary times require creative thinking. The University of Colorado, along with the state's other institutions of higher education, has weathered years of declining state funding, and current cutbacks and uncertainty in the federal budget don't help, either. Ever heard of sequestration?

So CU has embarked on various initiatives to increase collaboration with private industry, seeking to create a solid base of private-sector revenue streams, even as it continues to pursue federal research grants.

CU, of course, is no slouch when it comes to federal research dollars. The university reported last week that it had attracted \$774 million in federal research funding during the 2012-13 fiscal year, based on preliminary data. That included \$351.9 million awarded to CU-Boulder. But a 5.6 percent decrease in systemwide research awards shows that nothing should be taken for granted in an era of heightened competition for federal dollars.

EDITORIAL

Fortunately, CU is taking nothing for granted. At least two new initiatives are under way, including:

- Launch of the Office of Industry Collaboration at the University of Colorado-Boulder. This office, headed by Caroline Himes, will help connect companies with researchers on the Boulder campus.
- Systemwide, CU has launched a similar effort headed by Laura Simon, director of strategic initiatives. The effort will attempt to create partnerships that will see some of the university's innovations make their way into the marketplace.

CU's efforts – both on the Boulder campus and systemwide – make sense. Strong research universities serve as the bedrock of the Colorado economy. With limited appetite at the state level for increasing funding, and with federal lawmakers in budgetary disarray, university leaders must think proactively to expand collaborations with private industry.



Ties to university run deep

Personal, business matters keep publisher engaged with alma mater

Forever Buffs. Lately, I've been reflecting on my personal as well as professional connections with the University of Colorado-Boulder. The "Forever Buffs" initiative of the CU Alumni Association rings true. The program seeks to encourage connections among CU-Boulder alumni and students, and with the university overall.

It's been 25 years since I graduated from CU with a bachelor's degree in journalism in 1988. (That milestone just dawned on me at this writing.) CU-Boulder is where I landed after completing four years with the U.S. Marine Corps, and I count my years at CU among the best of my life. (And it's where I met my wife of 23 years.)

Since returning to Boulder to run the Boulder County Business Report in 2008 after five years at the Denver Business Journal and 13 years at the Northern Colorado Business Report in Fort Collins, I've found myself thinking almost daily about CU – past and present – for one reason or another.

I'm on campus or involved with

CU a lot. Here are some of the CU-related activities I've had on my calendar in recent weeks:

- Various trips to see my son, Tommy, now a junior at CU, majoring in journalism. While my journalism courses focused on news writing, editing, mass-communication law and other topics, he undoubtedly will study the challenges facing journalism in the wake of the decline of daily newspapers. We try to have lunch once a week, often in the Alferd Packer Grill (not all that much different in terms of food fare than when I attended CU.)

- CU Buffs Kickoff Luncheon, Aug. 29. It's always a fall highlight to attend this annual celebration of CU athletics and pep rally for the football team. This year, the Business Report was able to distribute our new Buffalo Kickoff Fall Football Preview to the more than 900 attendees at Balch Fieldhouse. We even had a Colorado State University grad at our table. She was a great sport (although I don't think she joined in the CU

fight song.)

- CU's home football opener against Central Arkansas. My family attended this game, walking through the beautiful campus and joining a crowd of mostly students singing the fight song afterwards as we exited Folsom Field.

- Conference call with CU and city of Boulder officials to discuss Net Zero Cities, a two-day event that we organize in concert with the Northern Colorado Business Report, the cities of Fort Collins and Loveland, and the Colorado Clean Energy Cluster. This event might come to Boulder in 2014.

- Discussions with officials from CU-Boulder, as well as the University of Colorado Anschutz Medical Campus and Colorado State University, about the next edition of Research Colorado, highlighting research initiatives at the three schools, as well as other research institutions in Colorado.

- Read with interest reports of CU-Boulder's new Office of Industry Collaboration and a similar initiative systemwide. (See related editorial.)

And on and on. CU represents an integral part of the Boulder and Colorado economies. But some ties run deeper.

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PUBLISHER'S NOTEBOOK
Christopher Wood

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BCBRDAILY from 2A

café in the north wing of the library, as well as building a playground in the park near the library.
Posted Sept. 4.

AIM gets bigger in Boulder

BOULDER – Active Interest Media Inc. continues to increase its presence in Boulder with the announcement that the company has purchased a trio of Canadian magazines.

AIM, which has its corporate offices in El Segundo, California, bought women's health and fitness magazine Oxygen, healthy diet and nutrition magazine Clean Eating and bodybuilding magazine MuscleMag International from Robert Kennedy Publishing for an undisclosed sum. Robert Kennedy Publishing is based in Mississauga, Ontario, a suburb of Toronto. The three magazines will be part of AIM's healthy-living group, which will be moving its base operations to Boulder from San Francisco by Oct. 31.

Clean Eating will also be moving to Boulder, and Yoga Journal moves from San Francisco to Boulder as part of the shakeup.

AIM president and chief operating officer Andy Clurman said the moves will bring about 40 jobs to Boulder, including about 25 new total new hires in the editorial, digital, production, sales and marketing

aspects of the company. The acquisitions and moves will give AIM about 215 employees in Boulder, Clurman said. The company has two locations in east Boulder, and Clurman said AIM would be looking to acquire more space for its new additions.

In May, AIM bought Boulder-based Ski and Skiing magazines, along with Warren Miller Films, from Bonnier Corp. AIM's outdoor group is based in Boulder along with its equine network of publications that includes American Cowboy and Practical Horseman. AIM also has a custom publishing office in Lafayette.
Posted Sept. 4.

Butterball-Longmont trial set

LONGMONT – A trial date has been set in the lawsuit filed earlier this year by Butterball LLC against the city of Longmont over the city's rezoning of the company's former turkey packaging facility and surrounding area. The six-day trial is set to begin April 14 in Boulder District Court.

The Butterball plant in downtown Longmont, which is about 300,000 square feet, closed in December 2011. In January, the Longmont City Council voted 5-2 to rezone the area around the intersection of First Avenue and Main Street from light industrial to mixed use.

Butterball has contended that the rezoning hampers the company's efforts to sell and market the building to potential buyers interested in using the facility for food processing. In its lawsuit, the company says the city lacked authority to approve such an ordinance and that the ordinance is unconstitutional.

Butterball also alleges in the lawsuit that Longmont failed to give proper notice of public hearings and meetings. The city is in the process of redoing the public hearing process, and Judge Andrew Macdonald has granted the city time to do so to cure such a potential defect to the zoning ordinance.

As part of that process, the planning and zoning commission will conduct a public hearing on Sept. 18. There will also be a public hearing at the Oct. 8 city council meeting, during which the council could re-vote on whether to rezone the First and Main area.
Posted Sept. 3.

150 local Level 3 layoffs

BROOMFIELD – Level 3 Communications Inc. is in the midst of a round of layoffs that will impact about 6.6 percent of its employees worldwide, including 150 locally.

A statement from Broomfield-based Level 3 (NYSE: LVL) said the company would be laying off

700 employees out of its 10,600 total. The operator of global fiber optic networks employs about 2,700 people in Broomfield. The layoffs began recently and will occur over a period of weeks, with Sept. 30 being the last day for most of the affected employees.

Level 3 reported revenue of \$1.57 billion and a net loss of \$24 million for the second quarter of this year. While the company has narrowed losses recently, its second-quarter report this year marked the 18th in a row in which Level 3 reported a loss.
Posted Aug. 30.

Ex-TechStars boss to AOL

BOULDER – Luke Beatty, who announced he's leaving his post as managing director of TechStars Boulder, joined AOL Sept. 9 as head of strategic partnerships.

Beatty, founder of Associated Content, served as a vice president at Yahoo! after Yahoo! acquired Associated Content in 2010. He left Yahoo! last year, and served as an entrepreneur in residence for TechStars, a startup accelerator, before stepping into the role as managing director.

Nicole Glaros returns to Boulder to replace Beatty in her former post after spending a year in the same role with TechStars New York.
Posted Aug. 28.

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