

BizWest

BOULDER VALLEY ♦ NORTHERN COLORADO



HEMP FARMS
Region accounts for one-third of registered growers to date. 3A

HEALTH CARE
◀ Hospice mergers on the rise. 7A

EXECUTIVE PAY WATCH
Level 3 CEO top earner. 19A

VOLUME 33 | ISSUE 9 | MAY 16-29, 2014

Floods lower property values, tax revenue

BY MELISSA SCHAAF
reporter@bizwestmedia.com

After the waters receded last September in what would become the second most expensive flood in Colo-

rado history, Larimer and Boulder counties saw \$420 million in property value evaporate.

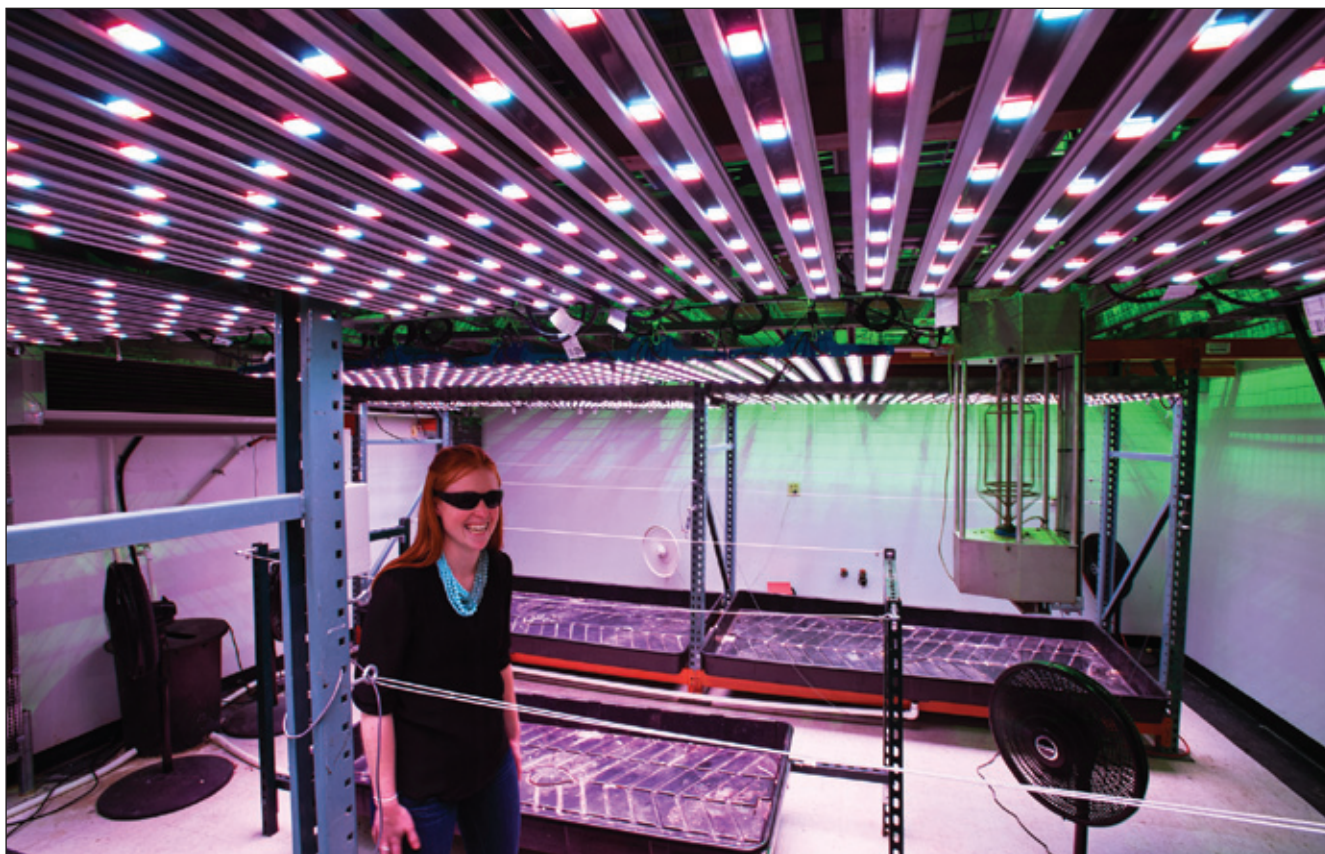
Boulder County was hardest hit, losing \$320 million in value, while Larimer County lost \$100 million.

Property owners in both counties will experience lower tax bills this year as a result of last year's flood. County governments will see a decline in tax revenues as well, with Boulder forecasting a loss of nearly

\$575,000 and Larimer estimating an overall decline of \$700,000 to \$1 million.

Although both counties are experiencing a strong rebound in construction,

► See **Assess, 18A**



JONATHAN CASTNER/FOR BIZWEST

Katie O'Block stands in Surna Inc.'s test grow room. The company has developed a new chiller it believes will improve yields from marijuana plants.

TECH BACKERS SEE COLO. AS 'SILICON VALLEY OF WEED'

BY STEVE LYNN
slynn@ncbr.com

BOULDER – Tom Bollich sees similarities between the marijuana business and the tech sector in which he saw extraordinary success.

Bollich, co-founder of Zynga Inc. (Nasdaq: ZNGA), the San Francisco-based online gaming company that developed the popular franchise FarmVille, has entered Colorado's fledgling legal marijuana industry as chief executive of Surna Inc. (OTCQB: SRNA) in Boulder. With plans to

► See **Surna, 4A**

Colorado joins quake work group

BY STEVE LYNN
slynn@bizwestmedia.com

Colorado is joining a 10-state working group examining earthquakes caused by disposal of wastewater from hydraulic fracturing into wells thousands of feet underground.

Colorado officials will work with the Interstate Oil and Gas Compact Commission and the Groundwater Protection Council, both based in Oklahoma City, to study links between human-caused earthquakes

► See **Earthquake, 34A**

Banner Health, others sue Medicare

BY MOLLY ARMBRISTER
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A new rule designed to reduce costs and limit charges to outpatients has so irked the hospital community that many institutions – including Banner Health and the American Hospital Association – have jointly

filed suit against the U.S. Department of Health and Human Services.

The "two midnights" rule, imposed by the Centers for Medicare and Medicaid Services, changes the way hospitals are paid by Medicare for patients who stay only one night in a

► See **Medicare, 17A**

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BizWest: New site to serve local startups

BY BIZWEST STAFF

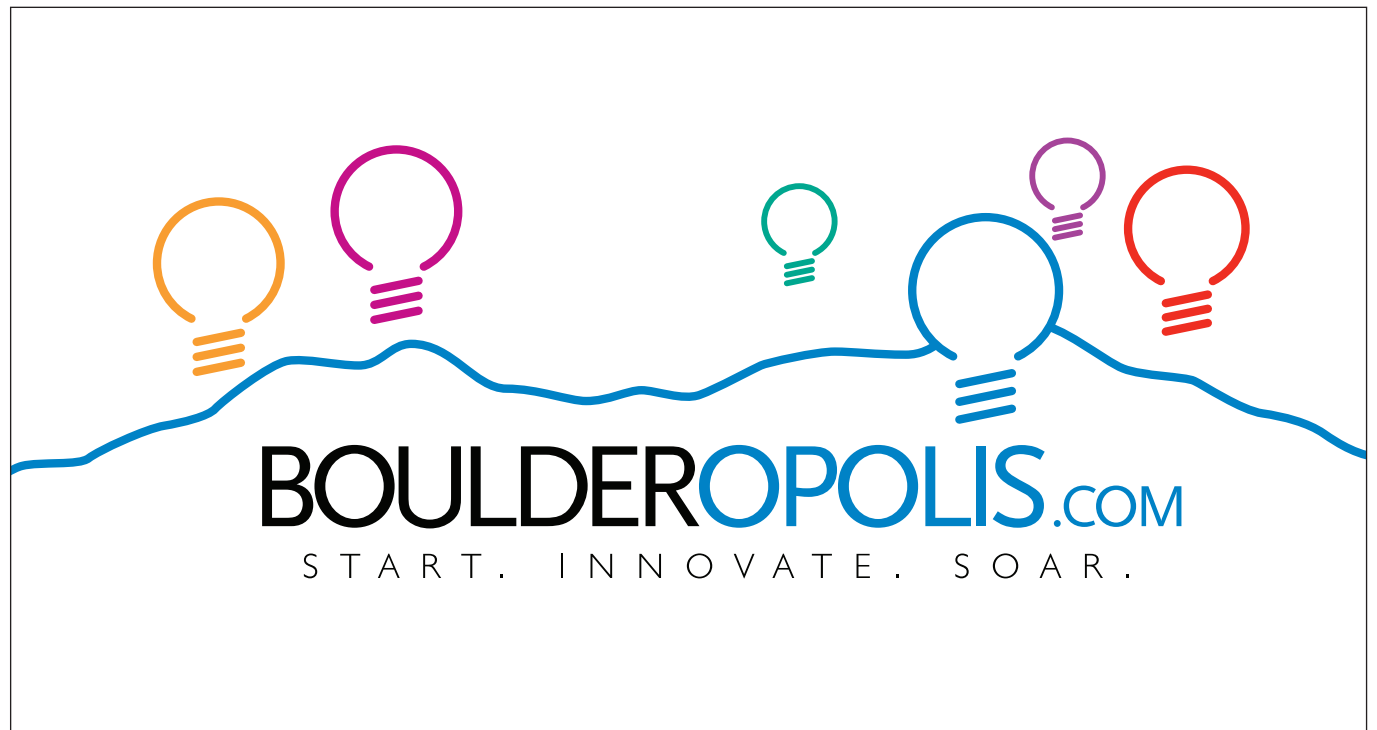
BizWest Media LLC on May 22 officially will launch a new website geared toward startups and the innovation economy of Boulder County.

Boulderopolis.com went live with a soft launch on May 15.

The new site will cover everything from tech startups to natural and organic foods companies, bio-science and craft beer – the industries that make Boulder's entrepreneurial community unique and vibrant.

BizWest Media is the publisher of BizWest, a bi-weekly business news publication covering Boulder, Broomfield, Larimer and Weld counties. BizWest also publishes the Wyoming Business Report.

In addition to reporting on area news, Boulderopolis will strive to provide startup leaders and others in the community with insights on how to run their businesses and how to make their mark in Boulder's startup environment, from raising venture capital to attracting talent and landing office space in Boulder's tight commercial real estate environment.



Catering to the area's work-play mentality, Boulderopolis will also carry a solid amount of lifestyle content in addition to providing a jobs board and calendar of area events.

Finally, the site will serve as a database of sorts where area startups can list their company informa-

tion. Lists will rank local companies in various industries, much as BizWest has done with its own lists in the past.

BizWest reporter Joshua Lindenstein will head up the editorial endeavors of Boulderopolis. Press releases and newstips should be sent

his way at jlindenstein@boulderopolis.com.

The site no doubt will evolve as we grow it, and we want to encourage your feedback on what features need to be added, subtracted or improved. Check it out, and let us know what you think.

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Hemp farms beginning to sprout across state

Growers eye research, new products for crop

BY STEVE LYNN

slynn@bizwestmedia.com

Boulder, Larimer and Weld counties account for a third of the more than 150 applications statewide to grow hemp that have been submitted to the Colorado Department of Agriculture.

People in Boulder Valley and Northern Colorado counties submitted 53 of the 159 applications received by the state, according to the agriculture department. The deadline to register was May 1.

Statewide, prospective hemp growers have applied to grow the crop on 1,600 acres, with applicants coming from nearly every part of the state, including the Western Slope, San Luis Valley and southeast Colorado. The agriculture department declined to provide acreage of individual operations to BizWest, contending that the information was confidential.

Growing hemp became legal along with the retail sale and possession of small amounts of marijuana after Colorado voters passed Amendment 64 in November 2012. Producers began registering with the state in March to grow the crop, although fed-



JONATHAN CASTNER/FOR BIZWEST

Ken Stanton, a high school teacher and engineer, is using a small home-based grow operation in Fort Collins to begin researching new strains of industrial hemp.

eral law still bars commercial growth. The plant has lower levels of the psychoactive component of the cannabis plant, tetrahydrocannabinol, and can be used in textiles, biofuel, paper and other products.

The crop could mean economic opportunity for Colorado beyond

recreational marijuana sales and the resulting pot tourism. U.S. retailers sell more than \$300 million worth of goods containing hemp, all of which is imported because farmers were barred from growing it here, according to the office of U.S. Rep. Earl Blumenauer, D-Ore. Federal law still

prohibits commercial growth.

In Boulder County, 12 applications have been approved with another 11 being considered. In Larimer County, 10 applications were approved and another seven were pending. Weld County hemp growers had nine

► See **Hemp, 37A**

CSU says yes to hemp, no to weed

Colorado State University will join the statewide hemp craze by growing the crop for research and development purposes.

The university, which has staunchly opposed the on-campus proliferation of hemp's first cousin, marijuana, has applied

BIZWEST EYE

with the state Department of Agriculture to grow hemp. CSU's application joined the 158 others filed by residents and businesses throughout the state, although it was the only university to apply.

Alan Rudolph, CSU's vice president for research, said he submitted the application on behalf of faculty members who will research various strains of

► See **Eye, 37A**

Methane still leaking at Weld oil, gas sites

Emission rules may help slow release of climate gases

BY STEVE LYNN

slynn@bizwestmedia.com

Pollution continues to pour from oil and gas facilities in Weld County two years after scientists gathered data from the region that showed dramatically higher levels of the greenhouse gas methane and toxic chemical benzene.

In 2012, researchers at the Boulder-based Cooperative Institute for Research in Environmental Sciences found that oil and gas operations leaked almost three times as much methane and seven times as much benzene as had been previously estimated.

That initial data set, collected from an airplane during a two-day period in May 2012, has since expanded and has continued to document significantly higher levels of methane and benzene releases over a longer period of time than were previously documented.

"In subsequent studies, we have done many more days," said Colm Sweeney, the study's principal investigator and an atmospheric scientist at the Cooperative Institute for Research in Environmental Sciences. "We find in these subsequent studies that we're getting consistency, whether it's two days or 10 days: We're getting repeatable results in similar environments."

CIRES is a joint institute of the University of Colorado-Boulder and the National Oceanic and Atmospheric Administration.

In May 2012, researchers led by atmospheric scientist Gabrielle Petron found that oil and gas facilities leaked 19 tons of methane hourly in Weld County, an amount almost three times greater than estimated by the Environmental Protection Agency's Greenhouse Gas Reporting Program.

The emissions represented 75 percent of total methane pollution in the region during that two-day period. Researchers determined oil and gas activity's share by subtracting estimates of pollution caused by other sources, including animal feedlots, landfills and wastewater treatment plants.

How much a set of new, groundbreaking emission rules enacted by

the state of Colorado in April will reduce the release of these gases isn't clear yet, although state regulators have estimated that they will be reduced by at least one-third.

“It (CU's aerial study) doesn't directly indicate where the emissions are coming from.”

Doug Hock
SPOKESMAN
ENCANA CORP.

Oil industry officials aren't disputing the new findings, although they question how much can be directly tied to oil and gas facilities. Encana Corp. (NYSE: ECA) (TSX: ECA) spokesman Doug Hock said the new air-quality rules supported by the company as well as Anadarko Petroleum Corp. (NYSE: APC) and Noble Energy Inc. (NYSE: NBL) passed recently by the state will help address the air pollution issues tied to oil and gas development.

► See **Methane, 39A**



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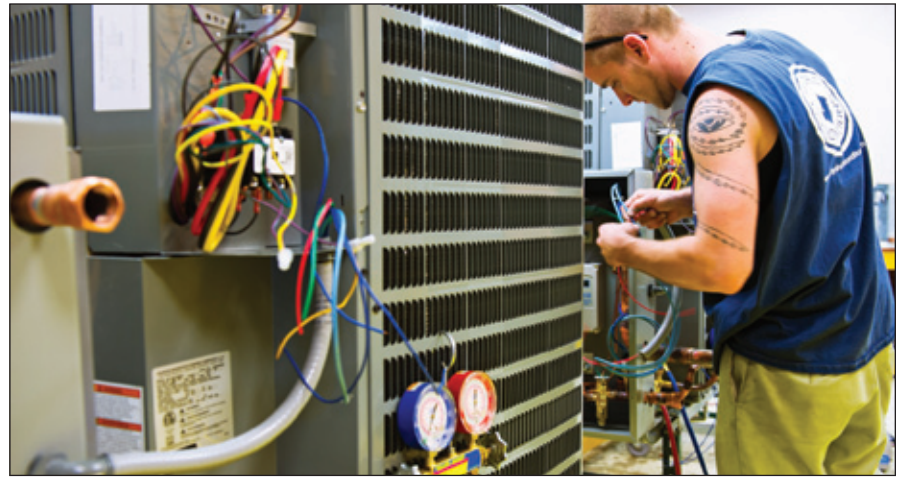
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JONATHAN CASTNER/FOR BIZWEST

Ryan Collins finishes the electrical connections at Surna's new facility in Boulder.

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SURNA from 4A

acquire additional cannabis technology platforms in the future through Surna, which he founded in August, Bollich knows he came to the right place.

"This is the Silicon Valley of weed," he said.

Surna's first acquisition is Boulder-based Hydro Innovations, which makes cooling equipment for indoor marijuana cultivation facilities. Marijuana retail stores in Colorado must grow a portion of the marijuana they sell, according to Colorado law.

Surna's acquisition of Hydro Innovations is expected to close during the second quarter, although terms of the deal have not been disclosed. Surna shares were trading at \$3.21 last week. The company's market capitalization is almost \$300 million.

Bollich, wearing a dark plaid blazer at a table next to a large aquarium in a Boulder office building, invokes gold-rush metaphors when talking about the burgeoning marijuana business in Colorado. Surna will supply the picks and shovels to mine – well, grow – marijuana.

Surna is one of a number of startups that have emerged since Colorado voters legalized recreational marijuana sales in November 2012. Marijuana has brought business opportunities to Colorado beyond marijuana

stores themselves, including in the technology, construction trades and legal work, said Mike Elliot, executive director of the Denver-based Marijuana Industry Group, which represents more than 50 Colorado marijuana businesses.

"The marijuana industry touches so many other industries," said Elliot, noting that his organization has seen overwhelming interest from businesses and investors interested in Colorado's marijuana industry. "It's just getting started."

At Zynga, Bollich was at the center of the birth of the social-media gaming industry. He said the cannabis industry has "the same look and feel" when he started looking at opportunities in the space a year ago.


He explored whether to invest directly in marijuana cultivation but saw challenges in a patchwork of inconsistent laws across states. Bollich decided instead to acquire technology that had applications to a national marijuana market.

Bollich assumes that marijuana eventually will be decriminalized nationwide, but acknowledges that the potential repeal of decriminalization laws represents a risk to his business.

Surna's technology centers on its **► See More Surna, 5A**

CORRECTIONS

BizWest will correct any errors that appear in its pages. To suggest a correction or clarification, please contact Executive Editor Jerd Smith at 303-630-1951, or email at jsmith@bizwestmedia.com.



BizWest
BOULDER VALLEY • NORTHERN COLORADO

Volume 33 : Issue 9
May 16-29, 2014

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BizWest (USPS 018-522, ISSN 1528-6320) is published biweekly, with an extra issue in December, by BizWest Media LLC, a Colorado LLC, 1790 30th Street, Suite 300, Boulder Colorado, 80301.
Periodical Postage Paid at Boulder, CO and at additional mailing offices.
Subscriptions are \$49.97. International subscriptions are \$180.00.
POSTMASTER; Send change of address notices to:
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MORE SURNA from 4A

customized chiller meant to improve quality and boost yields.

Growing outdoors results in only two harvests a year, while growing indoors can net five harvests, said Brandy Keen, director of operations for Hydro Innovations. Outdoor marijuana growth also can pose security risks for growers.

The chillers also offer an advantage that generally cannot be replicated with air-conditioning: Growers can set their own humidity and temperature using chillers.

“There’s always going to be a demand for indoor-produced, perfect product,” said Keen.

Surna, which employs about 16 people, assembles its chillers at its Boulder headquarters. The chilled water system replaces traditional air-conditioning, which costs more and is less efficient. The chillers, which consist of compressors and air handlers, offset the heat from lights used to grow marijuana.

The industry would welcome higher yields as it has struggled to keep up with demand for marijuana. The supply shortage has contributed to higher legal marijuana prices and lower black-market prices.

The chillers cost about \$1,300 per ton installed, with popular capacities of 80 to 400 tons. At that range, the systems can cost from \$104,000 to \$520,000. Chillers in that capacity range could serve grow facilities of from 150 to 800 lights. Growers typi-



JONATHAN CASTNER/FOR BIZWEST

Brandon Masterson assembles cooling units, which circulate cool water through the growing facility, replacing traditional air conditioning.

cally use four to eight plants per light.

The chillers circulate cool water throughout a facility through a series of pipes instead of cooling the air like a traditional air-conditioning unit.

Keen said the chiller’s inventor, her husband Stephen Keen, tested the technology to grow palm trees in a Texas garage.

The company since has sold multiple units across North America, with its largest customers in Canada.

Surna representatives expect the legal marijuana market in the United States to amount to billions of dollars once it replaces the black market.

“How many distilleries do you think

are running in the mountains right now?” Bollich said. “When’s the last time you bought moonshine from one of those? That’s what’s going to happen.”

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BUSINESS NEWS DIGEST

Vestas may move jobs from Oregon to Colorado

What follows is a compilation of recent news reported online in the *Northwestern Colorado Business Report* and the *Boulder County Business Report*. Find the full stories in ncbr.com or bcbr.com by using the search window at the top of the homepage.

BY BUSINESS REPORT STAFF

Danish wind turbine maker Vestas Wind Systems A/S (OMX: VWS) may opt to consolidate sales and services jobs in Colorado, according to a Portland, Ore., newspaper. The *Oregonian* article cited several unnamed sources saying the company was actively considering shrinking its operations in Portland and moving those jobs to Colorado. Vestas employs more than 1,400 people in Colorado at four factories in Windsor, Brighton and Pueblo. It plans to hire more than 850 people at its Colorado factories this year after securing orders for nearly 900 turbines in 2013. Employment, even without any additional jobs from Portland, is projected to top 2,000 workers this year, its highest ever in Colorado.

Posted May 12.

KBI acquires Merck's operation in Boulder

BOULDER – Durham, N.C.-based KBI Biopharma, Inc., has acquired Merck & Co. Inc.'s microbial process development and manufacturing operations in Boulder in a deal that could bring dozens of local jobs. Terms of the deal were not disclosed. KBI is a contract pharmaceutical research and manufacturing company with more than 170 clients globally in pharmaceuticals, biotechnology, academia and the nonprofit world. Merck's operations reside in three buildings in Boulder, 2500, 2590 and 5797 Central Ave. The acquisition allows KBI to ramp up its development and manufacturing operations.

Posted May 13.

Clean Energy Cluster gets new director

FORT COLLINS – Lisa Rephlo has been named executive director of the Colorado Clean Energy Cluster, a nonprofit economic-development organization aimed at growing primary jobs in Colorado through formal partnerships between clean-energy companies, the public sector and higher education. Rephlo, who began full-time duties with the cluster May 1, replaces Judy Dorsey, founder and owner of the Brendle Group in Fort Collins. A Fort Collins resident for the past 13 years, Rephlo held several positions including a vice presidency at Broomfield-based MWH Global, an environmental-services consulting firm.

Posted May 13.

Loveland Chamber opposes proposed frack moratorium

LOVELAND – The Loveland Chamber of Commerce said it will oppose Loveland's proposed hydraulic fracturing moratorium, which is scheduled to be on the ballot during a municipal election in June. The chamber conducted "lengthy research" and reviewed studies on the subject of fracking before making its decision, according to a statement issued to the press. The release goes on to say that the ballot measure risks hundreds of jobs and thousands of dollars in economic activity for the city.

Posted May 13.

AntriaBio picks Louisville for manufacturing site

LOUISVILLE – AntriaBio Inc. is setting up shop in Louisville, hoping to resurrect a basal insulin product that originally was being developed by shuttered Fort Collins-based PR Pharmaceuticals Inc. AntriaBio's chief executive Nevan Elam said his company is moving equipment into a 27,000-square-foot leased space at 1450 Infinite Drive. The company's corporate headquarters is in Menlo Park, Calif., but that consists only of Elam. All operations, including research and development and manufacturing, will be conducted in Louisville, which could mean up to 30 new jobs at the site as the company ramps up over the next year. AntriaBio's lead product candidate is AB101, a once-a-week basal insulin for the treatment of Type-1 and Type-2 diabetes.

Posted May 12.

Fort Collins to participate in first Innovation Swap

FORT COLLINS – BandSwap, an annual event of Fort Collins music scene incubator SpokesBuzz, is adding an innovation component this year. Four cities will participate in the inaugural Innovation Swap in late September and early October. Fort Collins is teaming up with Charleston, S.C., while Denver is working with Nashville, Tenn. One startup entrepreneur from each city will spend three days in the other making connections and meeting with larger established companies in their industry as well as other entrepreneurs. Local sponsors in each city will pay for the visiting entrepreneur's travel and accommodations.

Posted May 9.

Zayo 'rebalancing' executives' roles

BOULDER – The recent departure of chief technology/information officer Marty Snella and the rapid growth of the company has led to a restructuring of sorts in recent weeks for bandwidth infrastructure provider Zayo Group LLC. Snella's resignation was effective May 1 and termed a termination without cause,

according to a filing with the Securities and Exchange Commission. Snella cashed in \$9 million-worth of shares in the company upon leaving, the filing noted. Snella's positions of CTO and CIO will not be continued. Instead, former president of sales David Howson takes over many of Snella's responsibilities, and takes on the newly created title of Chief Network and Services Officer and Head of Europe. Chris Morley, former president of a couple of Zayo's product units, fills Howson's former role and becomes president of sales and marketing.

Posted May 8.

Pro Challenge to bring mass ride to FoCo

FORT COLLINS – A mass-participation bike ride will take place in Fort Collins on Sunday, Aug. 10, eight days before the start of the USA Pro Challenge professional race. The ride, called the Pro Challenge Experience, is being presented by UnitedHealthcare and is open to all ages. It will begin and end on the Colorado State University campus in Fort Collins, a host city for last year's professional race. Participants can ride one of three distances – 25, 50 or 100 miles.

With the support of the Rist Canyon Volunteer Fire Department and Larimer County, this will be the first organized cycling event to return to legendary Rist Canyon since the natural disasters of 2012 and 2013.

Posted May 8.

Qualfon acquires Center Partners

FORT COLLINS – Qualfon Inc., a global business process outsourcing and call center service provider, has acquired Fort Collins-based Center Partners Inc., a call center outsourcing company. Qualfon acquired Center Partners in a cash deal from Kantar, a subsidiary of advertising and marketing services company WPP. The sale price was not disclosed. Business process outsourcing involves the contracting of specific business tasks to a third party. Center Partners has 2,500 employees at its six call centers in Colorado, Washington and Idaho, according to a Qualfon press release. As of April, the company had 800 at its two locations in Fort Collins, although the Qualfon release made no mention of how current Center Partners employees would be affected by the acquisition.

Posted May 8.

Boulder council votes to create municipal utility

BOULDER – The Boulder City Council unanimously approved an ordinance creating a municipal electric utility, paving the way for the city to seek financing to form its own utility. The ordinance establishes the city council as the utility's governing

body and also creates a utility advisory board. It will go into effect in 30 days. The ordinance is the next step in the city's goal to form a municipal electric utility. The city has not acquired Xcel Energy Inc. (NYSE: XEL) assets required for a utility, but creating one gives Boulder the power to issue bonds to finance the initiative if the city goes forward with operating its own utility.

Posted May 7.

Fort Collins council OKs Foothills mall amendment

FORT COLLINS – Fort Collins City Council approved an amendment to the \$53 million public financing agreement for the Foothills mall redevelopment project. The amendment was approved unanimously with Mayor Karen Weitkunat abstaining. The amendment allows Alberta Development Partners LLC, the Denver-based company in charge of redeveloping the mall, to issue \$72 million in nonrated bonds sooner, an important matter as the deadline for issuing the bonds approaches. The agreement between the city and Alberta can be terminated if the bonds are not issued by June 30. The amendment relates to the amount of space that must be leased before the bonds can be issued.

Posted May 7.

Developer provides glimpse of potential Butterball project

LONGMONT – The potential buyer of a 27-acre site in south Longmont said a public/private partnership with the city of Longmont is vital for it to redevelop the property, which makes up a good portion of the city's 1st and Main Station Transit and Revitalization Plan. Brian Bair, a spokesman for 150 Main LLC, provided the Longmont City Council with a glimpse of how 150 Main LLC may redevelop what he called a blighted area and a general list of things it needs the city to become involved with to help transform the properties. The first phase, called the Catalyst Project, would consist of redeveloping the properties at 220 Kimbark and 202 Emory streets. The second phase would be turning the main plant site into a three- or four-story multifamily structure with high-end amenities surrounding a courtyard. The third phase would focus on the area around Dickens Park that could include a commercial campus, possibly a college or some type of school, Bair said.

Posted May 7.

Jobs increase in Brighton, Fort Lupton energy corridor

Employment in Brighton's Energy and Employment Corridor has grown by 41 percent since 2009, according to a study commissioned by the Brighton Economic Development Corp. The number of employees in the corridor

► See **Digest, 42A**

HEALTH CARE

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10A | Smoking
12A-16A | Lists



JONATHAN CASTNER/FOR BIZWEST

Registered nurse Corrie Goodier checks on her patient Kimberly Anderson at the TRU Community Care hospice, which is housed at the Balfour facility in Louisville.

Cash squeeze triggers hospice mergers

Decreases in reimbursements, new drug rules at issue

BY MOLLY ARMBRISTER

marmbrister@bizwestmedia.com

Hospices facing pay cuts under new Medicare reimbursement rules are merging to reduce costs and cope with new regulatory burdens.

In April, Lafayette-based TRU Community Care and Greeley-based Hospice of Northern Colorado announced that they would merge their operations in order to better weather the storm of changes.

Determining just how much will be lost is a "moving target" said Darla Schueth, president and chief executive of TRU Community Care, but her organization is expecting a decrease in reimbursements for the daily rate of care of about 5 percent in 2015, equivalent to about \$350,000 for the year.

TRU already raises \$1 million

every year from philanthropic donors to cover its costs, Schueth said, and will have to raise more in the coming years as Medicare reduces the amount it pays per patient. Many nonprofits are vying for dollars in the area, Schueth said, making the odds that the hospice will be able to increase its philanthropic income past \$1 million slim.

Medicare pays the hospice the same amount regardless of the severity of a patient's condition, Schueth said, with the assumption that less money will be spent on healthier people, freeing up more dollars to help sicker people.

But with an overall reduction in reimbursement, there is less money to spread around, she said, making it difficult to maintain acceptable care standards.

At the same time, Schueth said, new regulations are adding costs for hospice care providers. On May 1, a new regulation placing more burden for payment for prescription drugs under Medicare part D was passed that will add a \$250,000 annual expense to TRU's budget.

The two hospices have been connected from their beginnings in the late 1970s, with TRU, then called Boulder County Hospice, helping Hospice of Northern Colorado's founder, Hope Cassidy, get the organization off the ground.

The hospice cares for about 250 people per day, with nurses visiting homes to teach primary caregivers how to care for patients, who are usually near the end of their lives. Nurses at TRU carry caseloads of about 12 to 15 longer-term patients, with additional cases that come and go quickly from TRU's system.

The hospice employs about 150 people full-time, Schueth said.

Hospices rely heavily on Medicare reimbursements since most

of their patients are Medicare-eligible, Schueth said.

In 2012, 83 percent of payments made to hospices nationwide came from Medicare, according to the National Hospice and Palliative Care Organization.

Merging is one of the few options for hospices that want to continue providing the levels of care they have maintained in the past, said Don Schumacher, president and CEO of National Hospice and Palliative Care Organization.

New oversight and reductions in reimbursement have made it "very complicated" for hospices to meet regulatory standards while continuing to care for patients, he said, so combining back-office functions between programs is a "smart move."

The number of hospice mergers has increased steadily over the last few years, said Schumacher, as the choice for many is to either merge or shut down.

In order to maintain the same standard of care on less income, TRU and Hospice of Northern

► See **Hospice, 8A**

HOSPICE from 7A

Colorado will merge officially beginning in mid-summer. Full integration will take place during the next year.

Each entity will continue to operate under its existing name, but will combine operational experience and administrative functions to reduce cost, although no layoffs are expected, according to an April interview with Cindi Werner, director of operations at Hospice of Northern Colorado. Werner will become executive director of Hospice of Northern Colorado, which employs 55 people, on July 1.

The two hospices have been

connected from their beginnings in the late 1970s, with TRU, then called Boulder County Hospice, helping Hospice of Northern Colorado's founder, Hope Cassidy, get the organization off the ground.

"This consolidation represents, in many ways, coming full circle in our relationship to each other," said Mark Heyart, chair of the Hospice of Northern Colorado board of directors, in a statement.

Molly Armbrister can be reached at 970-232-3129 or marmbrister@bizwestmedia.com. Follow her on Twitter at @marmbristerBW.



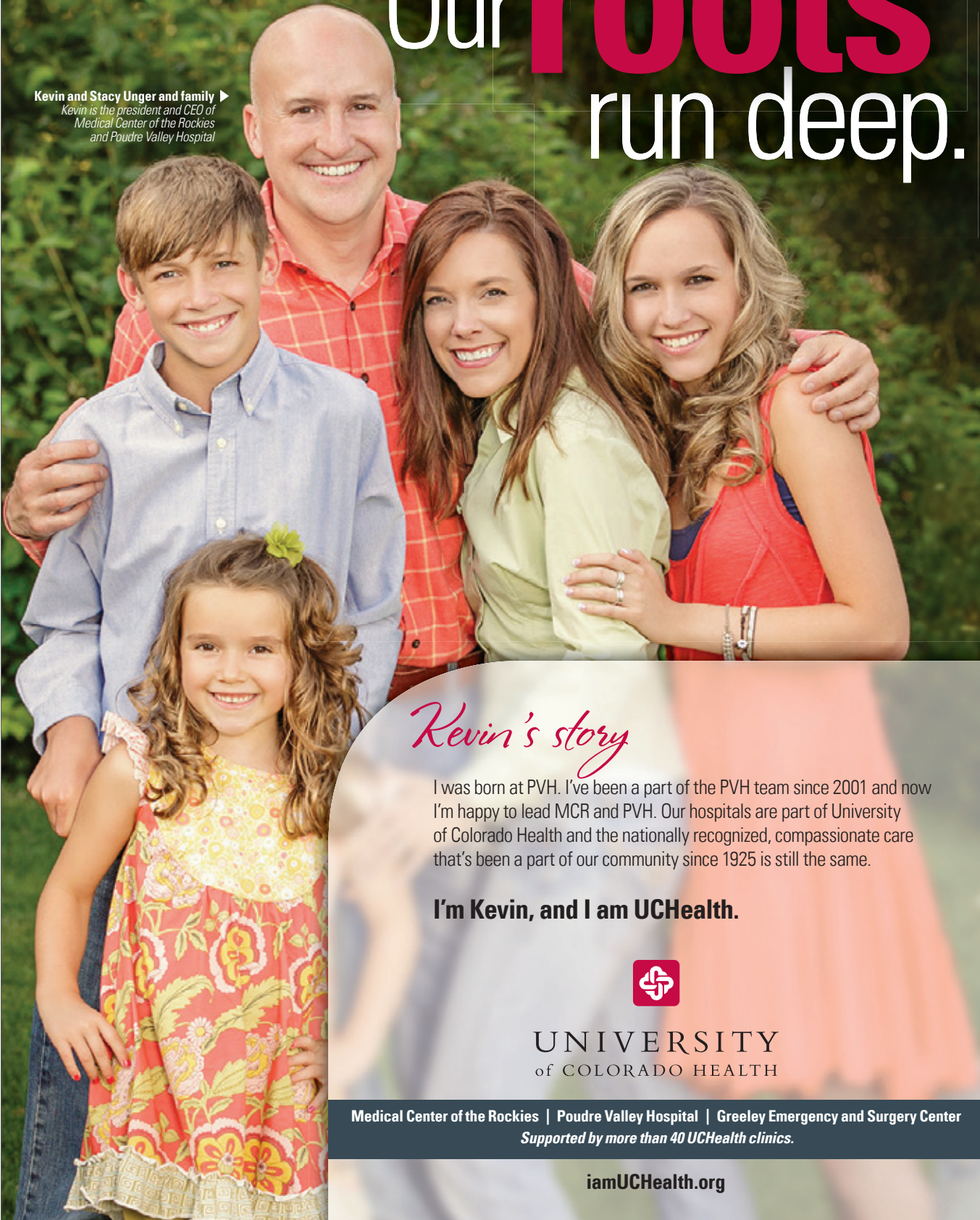
JONATHAN CASTNER/FOR BIZWEST

Hospices receive the same rate of reimbursement from Medicare, regardless of the level of care each patient requires. Cuts in Medicare payments are forcing some hospices to merge operations.

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Kevin is the president and CEO of Medical Center of the Rockies and Poudre Valley Hospital



Kevin's story

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Subsidies offset deductible, co-pay costs

Health officials hope assistance raises participation

BY MOLLY ARMBRISTER

marmbrister@bizwestmedia.com

More than half of the people who signed up for coverage via Connect for Health Colorado will save thousands on out-of-pocket costs through federally funded cost-sharing subsidies meant to further ease the insurance burden on low-income populations.

These subsidies are in addition to premium tax credits, which help low-income populations offset the cost of premiums. Instead, the cost-sharing subsidies are meant to help with deductibles and co-pays, according to Healthcare.gov. The subsidies are only available for silver-tiered plans, which offer 70 percent coverage.

Fifty-nine percent of people who used the exchange qualified for these subsidies, said Ben Davis, spokesperson for Connect for Health Colorado.

The subsidies vary depending on a person's or family's income level. In Colorado, for households mak-

Tiered plans of the Affordable Care Act (ACA)

Under the ACA different plans are offered — Bronze, Silver, Gold and Platinum. Bronze plans offer the least coverage for the lowest cost, and Platinum plans offer the most coverage at the highest cost. Silver plans are considered the most popular, and are used in this graphic of out-of-pocket cost subsidies.

ing from 138 to 200 percent of the federal poverty level, two-thirds of the maximum out-of-pocket cost will be paid by the subsidy. For households making 200 to 300 percent of federal poverty level, out-of-pocket costs can be reduced by half, and those making 300 to 400 percent of federal poverty level can get one-third of the maximum out-of-pocket cost paid.

In 2014, 138 percent of the fed-

Offsetting out-of-pocket costs

Based on the Silver plan.

	Low-end	High-end
Individual maximum cost	\$3,650	\$6,350
Maximum cost with subsidy:		
138-200% Federal Poverty Level	\$1,241	\$2,159
200-300% Federal Poverty Level	\$1,825	\$3,175
300-400% Federal Poverty Level	\$2,446	\$4,255
Family maximum cost		
	\$7,300	\$12,700
Maximum cost with subsidy:		
138-200% Federal Poverty Level	\$2,482	\$4,318
200-300% Federal Poverty Level	\$3,650	\$6,350
300-400% Federal Poverty Level	\$4,891	\$8,509

Source: Robert Wood Johnson Foundation and Healthcare.gov.

eral poverty level for a family of four is about \$33,000 per year. Households making less than that qualify for Medicaid.

New data from the Robert Wood Johnson Foundation show that the maximum out-of-pocket cost for a silver plan for an individual in Colorado ranged from \$3,650 to \$6,350 a year, but cost-sharing subsidies could reduce that cost to \$1,241 to \$4,255, depending on income and

plan purchased.

For families, maximum out-of-pocket costs for silver plans in Colorado ranged from \$7,300 to \$12,700, according to the foundation. With subsidies, this could be reduced to \$2,482 to \$8,509, again depending on income and which plan was purchased.

Keeping out-of-pocket costs in check for low-income populations

► See **Subsidies, 11A**

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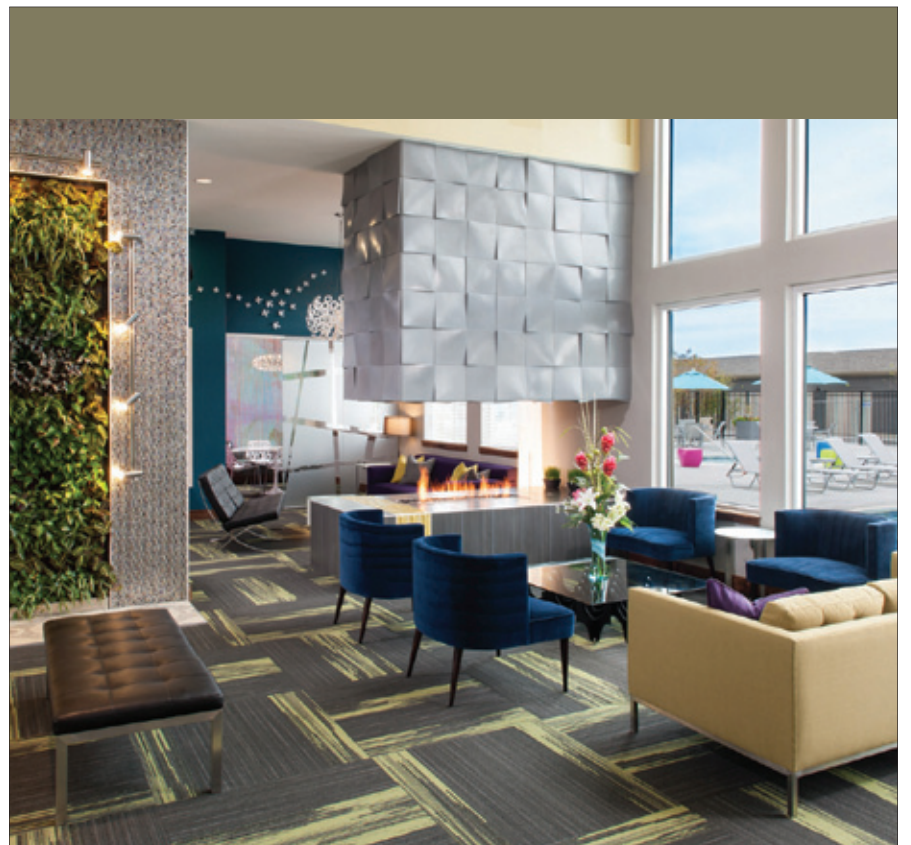


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Smoking declines continue among most groups

But rates remain high among poor, minorities

BY MOLLY ARMBRISTER

marmbrister@bizwestmedia.com

Smoking in Colorado is on the decline overall, but tobacco use for various minority groups persists, according to a survey by the Colorado Department of Public Health and Environment.

The Attitudes and Behaviors Survey on Health, released last month, shows that smoking rates dropped from 19.1 percent in 2008 to 17.2 percent in 2012 for the overall Colorado population. The data show both a decrease in the percentage of daily smokers and the number of cigarettes smoked.

In addition, Coloradans are opting to keep their cars and homes smoke-free as well, according to the survey, although low-income populations are less likely to fit into this trend.

Low-income populations, young

adults, Latinos, African-Americans and the lesbian, gay, bi-sexual and transgender community all saw a higher prevalence of smoking than the general population, although no one is sure why, said Dave Brendsel, spokesperson for the Prevention Services Division at CDPHE.

"If we knew that, we'd have it solved by now," Brendsel said.

Smoking cessation campaigns have not worked as well on lower-income populations, said Arnold Levinson, an associate professor at the Colorado School of Public Health. Smoking

prevalence in low-income populations in the state was 27 percent in 2012, according to the survey.

One explanation, Levinson said, is that people who live at lower incomes often are coping with more stress than are those who make more money and are less confident about their futures, causing them to use tobacco more frequently than others.

For the purposes of the CDPHE study, "low income" was defined as uninsured, with an income at or below 200 percent of Federal Poverty Level, or about \$47,700 for a family of four, with no high school diploma.

The overall decline in smoking rates can be partially attributed to the Colorado tobacco tax implemented in 2005, said Brendsel. An amendment to the Colorado Constitution raised the tax on a pack of cigarettes from 20 cents to 84 cents, with the proceeds from the tax going to public health programs and prevention and treatment of smoking-related diseases, as well as funding the Attitudes and Behaviors Survey, conducted every few years.

The decrease also reflects a smoking cessation trend that began in 1965 after the U.S. surgeon general declared smoking a health hazard, Levinson said. At the time, about 42.4 percent of people nationwide smoked, well above the roughly 19 percent who now smoke.

The impacts on the overall health-care system are difficult to quantify, Levinson said, but a recent study performed in Massachusetts showed that every dollar spent on cessation programs, resulted in \$3 in health-care savings 15 months later.

In addition, fewer smokers means fewer instances of costly diseases, Levinson said. Cancer, heart disease, emphysema and other conditions related to smoking are expensive to treat, and smokers are 50 percent more likely to die 10 to 15 years earlier than they would have if they did not smoke, often because of one of these conditions.

In Colorado, smoking leads to about \$2 billion in health-care spending every year, according to CDPHE, and kills 4,400 Colorado residents annually. The state also estimates that \$1 billion is lost in productivity state-wide every year as a result of smoking.

Use of cigarettes is likely to continue declining, helped along by a provision in the Affordable Care Act that requires insurance companies to include cessation programs in their coverage, Levinson said.

These programs often offer cheaper coverage to those who don't smoke, or offer to help people quit in order to obtain a cheaper rate.

Molly Armbriter can be reached at 970-232-3129 or marmbrister@bizwestmedia.com. Follow her on Twitter at [@marmbristerBW](https://twitter.com/marmbristerBW).



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SUBSIDIES from 9A

is important for ensuring that those populations actually use the health insurance they've purchased, said Adam Fox, director of strategic engagement at Colorado Consumer Health Initiative, a Denver-based organization focused on affordable health care for Coloradans that has supported the Affordable Care Act and Connect for Health Colorado.

"Even when people have insurance, they often forgo care if the feel they can't afford the out-of-pocket costs," Fox said. "We hope that (cost-sharing subsidies) are sufficient to help people get care at a reasonable cost, though there will be people who don't feel they're sufficient."

Most people who enrolled in coverage via the exchange haven't yet used their plans, said Karen Spink, assistant director of the Health District of Northern Larimer County, so there isn't yet any data on how effective the subsidies have been in getting low-income populations to the doctor.

Before the Affordable Care Act was implemented, said Spink, it was clear that high out-of-pocket costs could keep people out of the doctor's office even if they had coverage.

Coverage was kept for emergencies, but wellness checks and physicals, as well as doctor visits for more minor ailments such as colds

“Even when people have insurance, they often forgo care if the feel they can't afford the out-of-pocket costs. We hope that (cost-sharing subsidies) are sufficient to help people get care at a reasonable cost, though there will be people who don't feel they're sufficient.”

Adam Fox
DIRECTOR OF STRATEGIC ENGAGEMENT
COLORADO CONSUMER HEALTH INITIATIVE

or acute infections often went by the wayside as policyholders shied away from co-pays, especially as disposable income fell off during the recession.

The subsidies, while helpful to the low-income populations they serve, add significantly to the cost of the Affordable Care Act for the federal government. The Congressional Budget Office estimates that the direct and indirect costs combined will be \$358 billion between 2010 and 2019.

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BIZWEST LIST

Assisted-Living, Independent-Living and Nursing Facilities in Boulder and Broomfield counties

Ranked by capacity

RANK	Company	Capacity RNs on staff	Amenities Profit status	Phone Website	Person in charge Title Year founded
1	The Lodge at Balfour Independent Living for Seniors/The Residences at Balfour 1331 E Hecla Drive Louisville, CO 80027	191 0	All utilities, including WI-FI, basic cable, and 24/7 emergency response system in all residences. Exceptional culinary and dining program that includes a daily complimentary continental breakfast For Profit	303-926-8300 www.balfourcare.com	Sandy Christensen vice president, operations 2004
2	The Bridge Assisted Living at Longmont 2444 Pratt St. Longmont, CO 80501	161 0	Three meals, housekeeping, laundry, transportation, library, hair salon, wellness center. Nonprofit	303-774-8255 www.thebridgeatlongmont.com	Shirley McNeff general manager 1998
3	Mesa Vista of Boulder 2121 Mesa Drive Boulder, CO 80304	156 20	Secured behavioral and dementia programs, major mental health resources in area, rehab services. For Profit	303-442-4037 www.hcmnc.com	Christine Beason administrator 1918
4	Balfour Retirement Community 1855 Plaza Drive Louisville, CO 80027	141 15	Private suites, fine dining, 24/7 concierge service. For Profit	303-926-1000 www.balfourcare.com	Sandy Christensen vice president of operations 1999
5	Atria Senior Living 2310 Ninth Ave. Longmont, CO 80503	138 0	Ice cream parlor, theater room, exercise room, restaurant style dining. For Profit	303-678-5050 www.atriaseniorliving.com	Derrick Carson executive director 2009
6	Hover Senior Living Community 1401 Elmhurst Drive Longmont, CO 80503	125 0	Transportation, on-site cafe. Nonprofit	303-772-9292 www.hovercommunity.org	Lisa Czolowski CEO 1976
7	Longmont Regent 2210 Main Street Longmont, CO 80501	123 0	Three meals daily, housekeeping, transportation. For Profit	303-651-7022 www.longmontregent.com	Jack Matthews manager 1971
8	The Carillon at Boulder Creek 2525 Taft Drive Boulder, CO 80302	117 1	Restaurant, full gym with lap pool, large apartments, numerous events and activities, pub and bistro, transportation. For Profit	720-565-6844 www.thecarillonatboulder creek.com	Trudy Stephens general manager 2010
9	Beatrice Hover Assisted Living Residence 1380 Charles Drive Longmont, CO 80503	106 6	Transportation, laundry. Nonprofit	303-772-9292 www.hovercommunity.org	Lisa Czolowski CEO 1990

Researched by Mariah Tauer

Region surveyed includes Boulder and Broomfield counties.

Source: BizWest Survey



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BIZWEST LIST

Assisted-Living, Independent-Living and Nursing Facilities in Boulder and Broomfield counties

Ranked by capacity

RANK	Company	Capacity RNs on staff	Amenities Profit status	Phone Website	Person in charge Title Year founded
10	Applewood Living Center 1800 Stroh Place Longmont, CO 80501	105 N/A	Three meals per day, laundry services once a week, cable, utilities paid, rent \$750, deposit \$100. For Profit	303-776-6081 www.applewoodlivingcenter.com	Chad Perkey administrator 1962
11	Bross Street Assisted Living 537 Bross St. Longmont, CO 80501	100 0	Suite-style assisted living. For Profit	303-682-5095 www.537bross.com	Michelle Wilderman CEO/director 1997
12	Boulder Meridian 801 Gillaspie Drive Boulder, CO 80305	96 1	Dining, transportation, laundry and linen service, on-site home health care. For Profit	303-494-3900 www.brookdale.com	Marcia Klassen executive director 1986
13	Brookdale Senior Living - Villas at the Atrium 3350 30th St. Boulder, CO 80301	80 0	Housekeeping, three meals a day in restaurant, underground parking, internet service, staffed 24 hours a day, Monday through Friday transportation. For Profit	303-444-0200 www.brookdaleliving.com	Jennifer McCants executive director 1978
14	Mountain View Plaza 1350 Collyer St., No. 100 Longmont, CO 80501	80 0	Community room, elder share. For Profit	303-776-9103 N/A	Chrys Klahr office manager N/A
15	St. Vrain Manor 606 Pratt St., No. 106 Longmont, CO 80501	74 0	Meeting lounge, solarium with library. Nonprofit	303-776-3785 www.stvrainmanor.org	Doug Clayton manager 1961
16	Village Place at Longmont 600 Coffman St. Longmont, CO 80501	72 0	Utilities included. Nonprofit	303-678-5416 www.longmontha.org	Linda Morgan community manager 1990
17	AltaVita Memory Care Centre 800 S. Fordham St. Longmont, CO 80503	56 0	Full dining, three meals, snacks included, private apartment suites, showers included in suites, 24-hour wait staff, 7-day/week life-enrichment program, medical director on site. For Profit	303-300-3700 www.altavitaliving.com	Linda Berens executive director 2003
18	Shawnee Gardens 4755 Shawnee Place Boulder, CO 80303	7 0	Staff to resident ratio 1 to 5, home cooked meals, locally owned and operated, on-site manager. For Profit	303-494-1123 www.shawnee-gardens.com	1999

Researched by Mariah Tauer

Region surveyed includes Boulder and Broomfield counties.

Source: BizWest Survey

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BIZWEST LIST

Skilled-Nursing Facilities in Northern Colorado

Ranked by number of licensed beds

RANK	Company	Number of licensed beds Number of RNs on staff	Special services Profit status	Phone Website	Person in charge Title Year founded
1	Good Samaritan Society - Bonell Community 708 22nd St. Greeley, CO 80631	210 14	We provide housing, services and care for seniors throughout the Northern Colorado region as well as across the United States. Nonprofit	970-352-6082 www.good-sam.com	Ruth/Leitel executive director 1937
2	North Shore Health & Rehab Facility 1365 W. 29th St. Loveland, CO 80538	134 31	Skilled rehabilitation, long-term care, hospice unit, physical and occupational therapy, speech language pathology and a registered dietician. For Profit	970-667-6111 www.columbinehealth.com	Colleen/Schlam administrator 1962
3	Lemay Avenue Health and Rehabilitation 4824 S. Lemay Ave. Fort Collins, CO 80525	130 65	Rehab facilities, secure memory care. For Profit	970-482-1584 www.columbinehealth.com	Joe/Lamastra administrator 1971
4	Windsor Healthcare Center 710 Third St. Windsor, CO 80550	111 15	Dementia care with secured unit, rehab services; PT, OT and speech, respite care. For Profit	970-686-7474 www.savaseniorcare.com	Jennifer/Reaume administrator 1968
5	Centennial Health Care Center 1637 29th Avenue Place Greeley, CO 80631	108 N/A	Neurological and orthopedic rehabilitation, sub-acute care, all-female secured Alzheimer's unit, physical, occupational and speech therapists on staff. For Profit	970-356-8181 www.savaseniorcare.com	Danna/Huser administrator 1973
6	Good Samaritan Society - Loveland Village 2101 S. Garfield Ave. Loveland, CO 80537	104 10	Secured memory care and rehab. Nonprofit	970-669-3100 www.good-sam.com	Cynthia /Benfield administrator 1972
7	Columbine West Health & Rehab Facility 940 Worthington Circle Fort Collins, CO 80526	102 0	Offering a short-term rehabilitation unit, a secure dementia unit, and a hospice unit. Recently developed a sensory stimulation program for those with advanced dementia. For Profit	970-221-2273 www.columbinehealth.com	Joy/Schmitt administrator 1988
8	Life Care Center of Greeley 4800 25th St. Greeley, CO 80634	97 25	Inpatient and outpatient rehabilitation with physical, occupational and speech-language pathology. For Profit	970-330-6400 www.lcca.com	Mark/Donelan administrator 1998
9	Centre Avenue Health & Rehab Facility 815 Centre Ave. Fort Collins, CO 80526	90 40	Sub-acute care, short-term rehabilitation, long-term care and hospice care. For Profit	970-494-2140 www.columbinehealth.com	Erik/Margolis administrator 2001
10	Rehabilitation and Nursing Center of the Rockies 1020 Patton St. Fort Collins, CO 80524	86 18	Physical, occupational, respiratory, outpatient and speech therapy services. Respite care, long term care and an Alzheimer's-secured unit. For Profit	970-484-7981 www.rncrhealth.com	Tony/Hanlon administrator 2000
11	Fort Collins Health Care Center 1000 S. Lemay Ave. Fort Collins, CO 80524	83 11	Short-term physical rehabilitation, skilled nursing, outpatient therapy, respite care, VA contracted home. For Profit	970-482-7925 www.savaseniorcare.com	John/Stewart administrator 1962
12	Berthoud Living Center 855 Franklin Ave. Berthoud, CO 80513	76 12	Provide skilled nursing and PT, OT, ST services as well as long term nursing care. Provide transportation to and from dialysis. For Profit	970-532-2683 www.savaseniorcare.com	Blake /Dowling administrator 1960

Researched by Mariah Tauer

Region surveyed includes Larimer and Weld counties and the city of Brighton.

Source: BizWest Survey

Do hospices offer services for all ages?

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BIZWEST LIST Assisted-Living Centers in Northern Colorado

Ranked by capacity

RANK	Company	Capacity Occupancy rate RNs on staff	Amenities Profit status	Phone Website	Person in charge Title Year founded
1	Park Regency Assisted Living 1875 Fall River Drive Loveland, CO 80538	110 98% 1	Three meals daily, transportation to medical appointments, pets allowed. Nonprofit	970-461-1100 www.parkregency.us	Carol Pegg administrator 2007
2	New Mercer Commons 900 Centre Ave. Fort Collins, CO 80526	90 95% 0	Assisted, assisted plus, and secure-memory living. Activities throughout the day that include: exercise, music, pet therapy, brain games, bible studies, gardening and Wii bowling. For Profit	970-495-1000 www.columbinehealth.com	Gina DiGiallonardo administrator 1994
3	Collinwood Assisted Living and Memory Care 5055 S. Lemay Ave. Fort Collins, CO 80525	88 100% 2	Anytime dining, spacious studios, 1 and 2 bedroom apartments, pets welcome, person-centered care, enriching activities and cultural outings. Nonprofit	970-223-3552 www.bethesdaseniorliving.com	Kristen Jacoby executive director 1993
4	Inglenook at Brighton 2195 E. Egbert St. Brighton, CO 80601	78 93% 1	Meals, transportation, housekeeping. For Profit	303-659-4148 www.inglenookatbrighton.com	MaryJo Wright executive administrator 1980
5	Sterling House at the Orchards 215 Shupe Circle Loveland, CO 80537	73 100% 2	Housekeeping, laundry, all meals, transportation to doctor appts, utilities, cable TV, 24-hour staffing, on site Home Health as well as outpatient OT/PT and Speech Therapy. For Profit	970-622-0012 www.brookdale.com	Jim Sanner executive director 1998
6	The Bridge at Life Care Center of Greeley 4750 25th St. Greeley, CO 80634	70 100% 1	Established assisted living in west Greeley. For Profit	970-339-0022 www.thebridgeatgreeley.com	Mindy Rickard general manager 1998
7	Garden Square at Westlake 3151 W. 20th St. Greeley, CO 80634	64 93% 0	Personal care services, 24-hour staff, laundry, housekeeping, activities, transportation and respite care. For Profit	970-346-1222 www.gardensquareatwestlake.com	Susan Benavides administrator 1997
8	Grace Pointe Continuing Care 1919 68th Ave. Greeley, CO 80634	62 95% 16	Professional chef and dietician on staff. Each area of the building has own dining room and entrance creating less traffic and more of a home-like ambiance. Apartments and suites. For Profit	970-304-1919 www.gracepointegreeley.com	Deb Majors administrator 2009
9	Good Samaritan Society - Loveland Village 2101 S. Garfield Ave. Loveland, CO 80537	60 99% 10	Pool, exercise room, multi common rooms, transportation, hair salon, media room, library, several diningrooms, laundry, housekeeping, gardens, walking paths, full time chaplain and community church. Nonprofit	970-669-3100 www.good-sam.com	Cynthia Benfield administrator 1972
10	Good Samaritan Society - Bonell Community 708 22nd St. Greeley, CO 80631	56 99% 14	Wellness center with warm water therapy, walking paths, daily activities and outings, special dining events. Nonprofit	970-352-6082 www.good-sam.com	Ruth Leitel executive director 1937
11	Sterling House of Brighton 2215 E. Egbert St. Brighton, CO 80601	55 93% 1	Three meals per day, ambulation and escort services, housekeeping, personal laundry services, medication support. For Profit	303-637-9500 www.brookdaleliving.com	Kristen Vasquez executive director 1997
12	Sterling House of Loveland 2895 N. Empire Ave. Loveland, CO 80538	54 90% 2	Transportation, 7 day a week nursing and therapist services, home health care. For Profit	970-667-9500 www.brookdaleliving.com	Greg Brown executive director 1999

Researched by Mariah Tauer

Region surveyed includes Larimer and Weld counties and the city of Brighton.

Source: BizWest Survey



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Independent-Living Centers in Northern Colorado

Ranked by capacity

RANK	Company	Capacity Current occupancy rate	Amenities Profit status	Phone Website	Person in charge Title Year founded
1	Good Samaritan Society - Loveland Village 2101 S. Garfield Ave. Loveland, CO 80537	290 99%	Pool, exercise room, multi common rooms, transportation, hair salon, media room, library, several diningrooms, laundry, housekeeping, gardens, walking paths, full time chaplain and community church. Nonprofit	970-669-3100 www.good-sam.com	Cynthia Benfield administrator 1972
2	Good Samaritan Society - Water Valley 805 Compassion Drive Windsor, CO 80550	140 N/A	Full kitchen, washer and dryer and heated underground parking. Nonprofit	877-614-4206 www.good-sam.com	David Horazdovsky CEO N/A
3	Rigden Farm Senior Living 2350 Limon Drive Fort Collins, CO 80525	121 97%	Rigden Farm Senior Living offers independent retirement living with a choice of floor plans including studios, 1-2 bedroom apartments and patio homes offered with month-to-month leases with no buy-in. For Profit	970-224-2700 www.rigdenfarmseinioring.com	Christi Murfitt executive director 2006
4	Park Regency Assisted Living 1875 Fall River Drive Loveland, CO 80538	110 98%	Three meals daily, transportation to medical appointments, pets allowed. Nonprofit	970-461-1100 www.parkregency.us	Carol Pegg administrator 2007
5	Greeley Place Independent Retirement Residence 1051 Sixth St. Greeley, CO 80631	102 98%	three chef prepared meals daily, weekly housekeeping, utilities and cable included, scheduled shuttle service, extensive travel program. For Profit	970-351-0683 www.greeleyplace.com	Demoine & Randy Whitworth managers 1971
6	The Worthington 900 Worthington Circle Fort Collins, CO 80526	102 0%	Continental breakfast, lunch and dinner. Library, computer, activity room, beauty shop, laundry of sheets/towels, housekeeping, maintenance of facility, garages, full activities including outings. For Profit	970-490-1000 www.columbinehealth.com	Jody Kugler manager 1992
7	The Wexford 1515 W. 28th St. Loveland, CO 80538	94 90%	Three meals every day, transportation seven days, housekeeping and linen service, 24 hour staffed desk and maintenance man. For Profit	970-667-1900 www.columbinehealth.com	Karen Cummings director 1971
8	The Winslow 909 Centre Ave. Fort Collins, CO 80526	89 100%	Health club, continuum of care. For Profit	970-492-6200 www.columbinehealth.com	Jackie Cisco manager 2005
9	Good Samaritan Society - Bonell Community 708 22nd St. Greeley, CO 80631	66 82%	Wellness center with warm water therapy, walking paths, daily activities and outings, special dining events. Nonprofit	970-352-6082 www.good-sam.com	Ruth Leitel executive director 1937
10	Good Samaritan Society - Fox Run Senior Living 1720 W. 60th Ave. Greeley, CO 80634	48 80%	fitness center, spa, massage, game room and media room. Nonprofit	970-353-7773 www.good-sam.com	Ruth Leitel executive director 1922
11	Good Samaritan Society - Fort Collins Village 508 W. Trilby Road Fort Collins, CO 80525	32 75%	Apartments include utilities, meals in the Fireside dining room, complimentary transportation system, housekeeping and laundry services, emergency call system, on-site chapel and chaplain. Nonprofit	970-226-4909 www.good-sam.com	Fred Pitzl administrator 1973
12	Terry Lake Assisted Living 3629 Woodridge Road Fort Collins, CO 80524	8 100%	Assistance with all ADLs, meals, activities, laundry. For Profit	970-221-3707 N/A	Doug Macallister owner 2006

Researched by Mariah Tauer

Region surveyed includes Larimer and Weld counties and the city of Brighton.

Source: BizWest Survey



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MEDICARE from 1A

hospital. If a patient is in the hospital for only one night, that patient will be considered outpatient, according to the rule. In order to be considered inpatient by Medicare, a patient must be in the hospital for two midnights.

The policy was finalized Aug. 2 and took effect Oct. 1, but as of April 1, hospitals are still waiting for additional guidance on the rule, according to the American Hospital Association.

Because of the short window hospitals were given to implement the rule, the lack of guidance and the potential financial impacts for hospitals, a group led by the American Hospital Association last month filed suit in U.S. District Court in Washington, D.C., to stop the rule.

The suit contends that the rule is arbitrary and misguided, and that CMS used indefensible assumptions and offered no explanation for them.

Five health-care industry association representing 5,000 hospitals have joined the suit, along with two individual hospitals and two national hospital systems, including Banner Health.

CMS has been under pressure to reduce the amount paid to hospitals nationwide, as the nation's debt increases and Baby Boomers age into Medicare, according to Chris Tholen, vice president of financial policy at the Colorado Hospital Association. The Affordable Care Act also has had an impact on the way Medicare reimbursements are made.

But this rule could mean millions of dollars in lost revenue for hospitals, said Dennis Dahlen, chief financial officer of Banner Health. Getting to a precise estimate of losses is difficult because the way hospitals are reimbursed, he said.

For example, he said, if a patient is classified as being in "observation care," as opposed to being an inpatient, the hospital makes about 80 percent less for the same treatments. Patients being classified as "observation patients" when they only stay one night could cost Banner Health \$35 million a year systemwide.

Banner operates in seven states, with two hospitals in Northern Colorado and a third under construction in Fort Collins.

Banner Health is the most vocal hospital on the subject in the area. Others are keeping quiet and withholding opinions for now. Both University of Colorado Health and Centura Health declined to comment on this story.

Calling the rule "detrimental," Dahlen said it also means more steps for providers to take when admitting a patient to the hospital, which disrupts their workflow.

When admitting a patient under the rule, he said, a physician must

document everything about that patient's case, from testing and diagnosis to treatment and treatment response. That information then is audited by Medicare, which can impose monetary penalties on hospitals if auditors determine that the admission did not qualify for inpatient status, according to information from the American Hospital Association.

Enforcement of the rule has been partially delayed until March 31, 2015. Parties in the lawsuit want to change the rule before enforcement can go into full effect.

In addition to the lawsuit, two bills supported by the American

Hospital Association have been proposed to change the rule. The "two midnight delay act" and the "two midnight coordination and improvement act" would require CMS to implement a new payment methodology for short inpatient stays in 2015, rather than reimbursing short inpatient stays as outpatient stays, as the current rule requires.

According to CMS, the rule is meant to combat a growing problem in health care. More and more, as hospitals face uncertainty about payments, they are implementing long periods of observation care in which a patient is kept in the hospital for an extended period of time

without ever being truly admitted. Observation care often results in higher out-of-pocket costs for patients.

"This policy responds to both hospital calls for more guidance about when a beneficiary is appropriately treated – and paid by Medicare – as an inpatient, and beneficiaries' concerns about increasingly long stays as outpatients due to hospitals' uncertainties about payment," CMS said in a statement.

Molly Armbrister can be reached at 970-232-3129 or marmbrister@bizwestmedia.com. Follow her on Twitter at @marmbristerBW.



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tion activity, most of the gains were wiped out by flood-related losses. Boulder County for 2013 saw virtually no increase as a result of the floods, according to county Assessor Jerry Roberts.

“With the new construction increases for this year, we have resulted in a flat assessment for the year,” Roberts said via email. “In other words, the gains we’d normally see from new construction, remodels, etc. were offset from the losses of the flood, resulting in a .002 percent increase.”

According to Larimer County Chief Deputy Assessor Alexis Smith, two separate assessments were conducted in affected counties statewide. The first was initiated immediately after the rains stopped to determine the state of properties and how much they were affected by the flood. The adjusted values by the initial assessment were used by property owners for their 2013 tax filings. Because property values decreased, taxes owed on demolished properties plummeted, affecting the total amount received by the county.

“For 2014, our review was based on a number of factors from access to recovery time,” Smith said in an email. “We recognize that these properties are not in the same set of circumstance as they were prior

to the flood.”

The value reductions depended on the severity of the impact to specific property. Many residential and commercial properties saw reductions in value of less than \$10,000, while others saw values drop by more than \$25,000, said Smith.

“We did an initial damage assessment in September and October of last year to determine the damage at that point and which buildings were ‘destroyed,’” Smith said in an email interview. “Our staff conducted additional reviews in these areas to determine the state of the properties on Jan. 1, 2014.”

For destroyed and severely damaged properties, adjustments were figured for the 2013 tax year, according to Larimer County. These adjustments were only for properties where the structure was destroyed or damaged to the point of demolition. These adjustments impact the property tax bill that is payable in 2014 because property taxes are paid in arrears. Boulder County followed the same protocol to determine value and tax reduction numbers.

“These numbers are loss of property value for property tax assessment purposes only,” Roberts said. “They are based on methodologies that come from state statutes and

do not represent current time periods and only reflect taxable property. The numbers are prior to our official pre-certification, so it can vary some based on a lot of things including the appeal period.”


Despite decreases in valuations from flood-affected areas, both Larimer and Boulder counties report an increase in values for 2014 in growth and construction. Smith said Larimer County is expecting values to increase more than \$635 million even with the flood adjustments, primarily because of new activity in the Fort Collins and Loveland areas. Roberts reported a much smaller increase of \$107,164 in assessed value for Boulder County.

Broomfield County reported no change in property value assessment.

The Weld County assessor’s office was unable to provide assessment data by BizWest’s deadline.


Although assessments have been carried out, values may change based on new information or property owner appeals. The definitive effect on total losses and property values remains to be confirmed.

“These are very preliminary numbers,” Smith said. “It is really hard to say what the final impact to some of these authorities will be.”



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EXECUTIVE PAY WATCH

20A | Highest-Paid Executives List
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Area execs' compensation tops at \$8 million

Level 3, WhiteWave and Ball execs lead on annual compensation

BY DOUG STORUM
 dstorum@bizwestmedia.com

Top executives of publicly traded companies based in the Boulder Valley and Northern Colorado received annual compensation packages in 2013 that ranged from a half-million dollars at the low end to a little more than \$8 million for the top earner.

Jeffrey K. Storey, chief executive and president of Broomfield-based Level 3 Communications Inc. (NYSE: LVL3), received a compensation package of a little more than \$8 million to top BizWest's list of highest-paid executives of publicly traded companies in a four-county region of Colorado. The list is based on data compiled by BizWest's research department from Securities and Exchange Commission documents.

Gregg L. Engles, CEO of Broomfield-based WhiteWave Foods Co. (NYSE: WWAV), and John A. Hayes, CEO of Broomfield-based Ball Corp. (NYSE: BLL), received the largest base salaries at about \$1.2 million each, and ranked second and third on the list, respectively.

WhiteWave Foods, a producer of food and beverages, posted revenue of \$2.5 billion in 2013, and Ball Corp., a manufacturer of cans, jars, bottles and packages, had revenue of \$8.5 billion.


Compensation packages include base salaries, bonuses, stock awards, stock options, nonequity incentive-plan compensations and a category the SEC calls "other" compensation.

Storey took the helm at the international telecommunications company in 2013, replacing longtime Level 3 leader James Crow. Storey received a base salary of \$857,692 but received a bonus of nearly \$2 million, stock awards of \$2.1 million, option awards of about \$2 million and incentives of a little more than \$1 million.

Storey oversees Level 3's operations in more than 500 global markets in North America, Europe, the Middle East, Africa, Latin America and Asia, and a total of 100,000 miles of fiber-optic networks.

Level 3 posted annual revenue of \$6.3 billion in 2013 and a net loss of \$109 million, but for the fourth quarter of 2013, Level 3 reported its first quarterly profit since the end of 2008.

Seven of the top 10 CEOs on the



Engles Gendron Hayes Ridenour Storey

HIGHEST TOTAL COMPENSATION

\$8,018,232

HIGHEST BASE SALARY

\$1,121,538


BIGGEST BONUS

\$1,912,500

Companies by county

There are 19 companies based in Boulder, Broomfield, Larimer and Weld counties that are publicly traded on major stock exchanges.

BOULDER	BROOMFIELD	LARIMER	WELD
8	6	3	2



list did not receive bonuses in 2013, according to SEC documents. Level 3 rewarded Storey with the largest bonus at \$1.9 million.

While base salaries, bonuses and nonequity incentive plan compensations are money in the bank, stock awards and stock options are on paper. The value of awards and options are tied to the value of a company's stock.

With a stock award, companies give stock to an employee. A stock option carries with it the opportunity for profits if the stock price increases, but it also carries the danger of options becoming worthless if the stock price decreases. Also, money must be spent to use the option to buy stocks. A nonequity incentive plan compensation is cash, and the amount is based on a company's return on net asset performance.

While Storey and Hayes were the highest-paid executives in Broomfield and Boulder counties, respec-

tively, Thomas A. Gendron, CEO of Woodward Inc. in Fort Collins, was the highest paid in Larimer County. Eric Ridenour, CEO at UQM Technologies Inc., which has a plant east of Longmont, was the highest-paid in Weld County.

Gendron received the third-highest base salary at \$1 million and a total compensation package of \$4.3 million, placing him No. 7 on the list.

Woodward (Nasdaq: WWD) designs, manufactures and services control systems for the aerospace and energy markets in 14 countries. It generated \$1.9 billion in revenue and net income of \$145.9 million in 2013.

Ridenour oversees UQM's (NYSE: UQM) manufacturing plant that makes electric motors. He received a base salary of \$434,625 and a total compensation package of \$1.2 million, ranking him No. 14 on the list. UQM posted revenue of \$7.1 mil-

lion and recorded a loss of \$10.7 million in 2013.

Synergy Resources Corp. (NYSE: SYRG) in Platteville has a management setup that includes co-CEOs, who have additional executive responsibilities. William E. Scaff Jr. serves as co-CEO as well as treasurer and director, and Ed Holloway serves as co-CEO and president. Scaff and Holloway each received base salaries of \$330,000 and total compensation packages of \$540,000 in 2013, ranking them tied for No. 18.

The oil and gas company operates 289 wells, primarily in the Greater Wattenberg Field in the Denver-Julesburg Basin in northeast Colorado, and has an ownership interest in 376 producing wells. It generated \$46.2 million in revenue and \$9.6 million in net income in 2013.

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

BIZWEST LIST

Highest-Paid Executives

Ranked by total compensation

RANK	Executive Title Company	Total 2013 2012	Base salary 2013 2012	Bonus 2013 2012	Stock awards 2013 2012	Option awards 2013 2012	Non-equity incentive plan compensations 2013 2012	Other 2013 2012
1	Jeffrey K. Storey CEO/president Level 3 Communications Inc.	\$8,018,232 \$10,991,019	\$857,692 \$650,000	\$1,912,500 \$1,115,300	\$2,108,000 \$7,493,250	\$2,026,071 \$1,715,802	\$1,072,500 \$0	\$41,469 \$16,667
2	Gregg L. Engles CEO/chairman WhiteWave Foods Co.	\$7,956,136 \$22,533,094	\$1,120,000 \$1,020,000	\$0 \$0	\$1,965,191 \$6,853,273	\$1,965,187 \$9,704,204	\$2,489,760 \$4,704,000	\$415,998 \$251,617
3	John A. Hayes CEO Ball Corp.	\$7,736,597 \$9,247,594	\$1,121,538 \$973,558	\$0 \$0	\$1,929,060 \$2,103,660	\$1,585,056 \$1,991,840	\$2,870,096 \$3,325,575	\$230,847 \$852,961
4	Robert A. Katz CEO/chairman Vail Resorts Inc.	\$4,872,071 \$4,524,472	\$798,553 \$771,528	\$0 \$0	\$255,249 \$155,920	\$3,529,457 \$3,410,097	\$255,249 \$155,920	\$33,563 \$31,007
5	Jeffrey R. Tarr CEO/president/director DigitalGlobe Inc.	\$4,799,606 \$3,480,498	\$616,250 \$568,750	\$0 \$0	\$3,622,376 \$860,415	\$0 \$1,006,603	\$550,000 \$1,034,000	\$10,980 \$10,730
6	John P. McCarvel CEO/president Crocs Inc.	\$4,627,899 \$2,185,753	\$1,000,000 \$840,000	\$0 \$0	\$2,994,617 \$1,313,550	\$0 \$0	\$535,000 \$0	\$98,282 \$32,203
7	Thomas A. Gendron CEO/chairman Woodward Inc.	\$4,274,237 \$3,621,192	\$760,000 \$757,693	\$0 \$0	\$0 \$0	\$2,216,713 \$1,880,702	\$1,224,849 \$894,811	\$72,675 \$87,986
8	Kevin Reddy CEO/chairman Noodles & Co.	\$3,724,699 \$1,110,059	\$655,769 \$546,154	\$1,000,000 \$0	\$0 \$0	\$1,508,748 \$0	\$542,430 \$550,000	\$17,752 \$13,905
9	Patrick J. Mahaffy CEO/president Clovis Oncology Inc.	\$3,655,575 \$3,059,420	\$512,500 \$491,667	\$412,000 \$200,000	\$0 \$0	\$2,715,820 \$2,353,305	\$0 \$0	\$15,255 \$14,448
10	Garry Rogerson CEO Advanced Energy Industries Inc.	\$3,457,698 \$1,191,281	\$600,000 \$600,000	\$0 \$0	\$1,645,111 \$0	\$454,737 \$0	\$748,569 \$582,000	\$9,281 \$9,281
11	Ron Squarer CEO Array BioPharma Inc.	\$2,380,746 \$2,416,849	\$528,192 \$93,557	\$0 \$100,000	\$0 \$25,459	\$1,275,853 \$2,173,368	\$329,725 \$24,465	\$246,976 \$0
12	Stephen B. Hughes CEO/chairman Boulder Brands Inc.	\$1,654,925 \$7,140,460	\$765,750 \$721,000	\$200,000 \$0	\$0 \$3,238,650	\$0 \$2,344,450	\$689,175 \$836,360	\$0 \$0
13	Kevin T. Longe CEO Dynamic Materials Corp.	\$1,289,693 \$405,426 ¹	\$416,667 \$155,340	\$0 \$200,000	\$510,300 \$0	\$0 \$0	\$230,000 \$0	\$132,726 \$50,086
14	Eric R. Ridenour CEO/president UQM Technologies Inc.	\$1,219,769 \$1,253,361	\$434,625 \$420,629	\$340,000 \$390,000	\$170,000 \$212,500	\$255,000 \$212,500	\$0 \$0	\$20,144 \$17,732
15	Lynn Powers CEO/director Gaia Inc.	\$916,800 \$857,568	\$415,300 \$407,890	\$500,000 \$329,600	\$0 \$0	\$0 \$78,963	\$0 \$0	\$1,500 \$41,115
16	Michael R. Bristow CEO/president Arca Biopharma Inc.	\$872,189 \$269,877	\$259,303 \$246,705	\$130,050 \$13,304	\$172,500 \$0	\$297,164 \$0	\$0 \$0	\$13,172 \$9,868
17	Robert B. Grieve, Ph.D. CEO/chairman Heska Corp.	\$634,791 \$525,152	\$507,970 \$475,860	\$0 \$0	\$0 \$0	\$53,954 \$40,009	\$60,072 \$0	\$12,795 \$9,283
18	William E. Scaff, Jr. co-CEO/treasurer/director Synergy Resources Corp.	\$540,000 \$410,000	\$330,000 \$300,000	\$200,000 \$100,000	\$0 \$0	\$0 \$0	\$0 \$0	\$10,000 \$10,000
19	Ed Holloway co-CEO/president Synergy Resources Corp.	\$540,000 \$410,000	\$330,000 \$300,000	\$200,000 \$100,000	\$0 \$0	\$0 \$0	\$0 \$0	\$10,000 \$10,000
20	Timothy A. Miller CEO/president/chairman Rally Software Development Corp.	\$524,374 N/A	\$327,500 N/A	\$0 N/A	\$0 N/A	\$0 N/A	\$196,334 N/A	\$540 N/A

Top 5
Northern
Colorado
Execs

1

Thomas A.
Gendron
Woodward Inc.

2

Garry Rogerson
Advanced Energy
Industries Inc.

3

Robert B. Grieve
PhD
Heska Corp.

4

William E.
Scaff Jr.
Synergy
Resources Corp.

5

Ed Holloway
Synergy
Resources Corp.

Source: U.S. Securities and Exchange Commission

¹ Numbers represent Kevin T. Longe's compensation as COO of Dynamic Materials Corp. Longe became CEO March 1, 2013.

Researched by Mariah Tauer

BIZWEST LIST Publicly Traded Companies

Companies based in Boulder, Broomfield, Larimer and Weld counties, ranked by 2013 revenue

RANK	Company	Revenue 2013 Revenue 2012	Net income 2013 Net income 2012	52-week high 52-week low	Phone Website	Stock ticker Stock exchange Employees worldwide	Industry CEO
1	Ball Corp. 10 Longs Peak Drive Broomfield, CO 80021	\$8,468,100,000.00 \$8,735,700,000.00	\$406,800,000.00 \$403,500,000.00	56.45 \$41.52	303-469-3131 www.ball.com	BLL NYSE 14,600	Packaging and containers John A. Hayes CEO
2	Level 3 Communications Inc. 1025 Eldorado Blvd. Broomfield, CO 80021	\$6,313,000,000.00 \$6,376,000,000.00	(\$109,000,000.00) (\$422,000,000.00)	41.22 \$19.42	720-888-2750 www.level3.com	LVLT NYSE 10,000	Diversified communication services Jeffrey K. Storey CEO
3	WhiteWave Foods Co. 12002 Airport Way Broomfield, CO 80021	\$2,542,063,000.00 \$2,325,472,000.00	\$99,041,000.00 \$113,694,000.00	30.46 \$15.61	303-635-4000 www.whitewave.com	WWAV NYSE 3,900	Food - major diversified Gregg L. Engles CEO/chairman
4	Woodward Inc. 1000 E. Drake Road Fort Collins, CO 80525	\$1,935,976,000.00 \$1,865,627,000.00	\$145,942,000.00 \$141,589,000.00	46.69 \$34.42	970-482-5811 www.woodward.com	WWD Nasdaq 6,736	Aerospace/defense products and services Thomas A. Gendron CEO/chairman
5	Crocs Inc. 7477 Dry Creek Pkwy Niwot, CO 80503-8021	\$1,192,680,000.00 \$1,123,301,000.00	\$10,420,000.00 \$131,343,000.00	17.95 \$11.96	303-848-7000 www.crocs.com	CROX Nasdaq 5,000	Textile - apparel footwear and accessories John P. McCarvel CEO/president
6	Vail Resorts Inc. 390 Interlocken Crescent Broomfield, CO 80021	\$1,120,797,000.00 \$1,024,394,000.00	\$37,743,000.00 \$16,453,000.00	76.90 \$59.17	303-404-1800 www.vailresorts.com	MTN NYSE 4,800	Resorts and casinos Robert A. Katz CEO/chairman
7	DigitalGlobe Inc. 1601 Dry Creek Drive, Suite 260 Longmont, CO 80503	\$612,700,000.00 \$421,400,000.00	(\$68,300,000.00) \$39,000,000.00	43.13 \$26.02	303-684-4000 www.digitalglobe.com	DGI NYSE 1,235	Aerospace/defense products and services Jeffrey R. Tarr CEO/president
8	Advanced Energy Industries Inc. 1625 Sharp Point Drive Fort Collins, CO 80525	\$547,004,000.00 \$451,931,000.00	\$32,086,000.00 \$20,581,000.00	29.15 \$15.95	970-221-4670 www.advanced-energy.com	AEIS Nasdaq 1,504	Diversified electronics Garry Rogerson CEO
9	Boulder Brands Inc. 1600 Pearl St. Boulder, CO 80302	\$461,338,000.00 \$369,645,000.00	\$10,426,000.00 \$4,203,000.00	18.46 \$8.82	303-652-0521 www.boulderbrands.com	BDBD Nasdaq 720	Processed and packaged goods Stephen B. Hughes CEO/chairman
10	Noodles & Co. 520 Zang St., Suite D Broomfield, CO 80021	\$350,924,000.00 \$300,410,000.00	\$6,665,000.00 \$5,163,000.00	51.97 \$32.00	720-214-1900 www.noodles.com	NDLS Nasdaq 8,200	Restaurants Kevin Reddy CEO/chairman
11	Dynamic Materials Corp. 5405 Spine Road Boulder, CO 80301	\$209,573,000.00 \$201,567,000.00	\$7,495,000.00 \$11,696,000.00	24.09 \$15.41	303-665-5700 www.dynamicmaterials.com	BOOM Nasdaq 555	Metal fabrication Kevin T. Longe CEO
12	Gaiam Inc. 833 W. South Boulder Road Louisville, CO 80027	\$155,463,000.00 \$127,242,000.00	(\$22,752,000.00) (\$12,882,000.00)	7.49 \$3.70	303-222-3600 www.gaiam.com	GAIA Nasdaq 267	Catalog and mail order houses Lynn Powers CEO/director
13	Heska Corp. 3760 Rocky Mountain Ave. Loveland, CO 80538	\$78,339,000.00 \$72,805,000.00	(\$1,196,000.00) (\$1,203,000.00)	12.74 \$5.16	970-493-7272 www.heska.com	HSKA Nasdaq 290	Medical laboratories and research Robert B. Grieve, Ph.D. CEO/chairman
14	Rally Software Development Corp. 3333 Walnut St. Boulder, CO 80301	\$74,329,000.00 \$56,846,000.00	(\$20,131,000.00) (\$10,780,000.00)	33.05 \$11.58	303-565-2800 www.rallydev.com	RALY NYSE 458	Application software Timothy A. Miller CEO/president/chairman
15	Array BioPharma Inc. 3200 Walnut St. Boulder, CO 80301	\$69,580,000.00 \$85,135,000.00	(\$61,942,000.00) (\$23,581,000.00)	7.10 \$3.39	303-381-6600 www.arraybiopharma.com	ARRY Nasdaq 265	Biotechnology Ron Squarer CEO
16	Synergy Resources Corp. 20203 Highway 60 Platteville, CO 80651	\$46,223,000.00 \$24,969,000.00	\$9,581,000.00 \$12,124,000.00	11.73 \$6.20	970-797-1073 www.syrinfo.com	SYRG NYSE 26	Oil and gas equipment and services Ed Holloway co-CEO/president
17	UQM Technologies Inc. 4120 Specialty Place Longmont, CO 80050	\$7,179,000.00 \$10,143,000.00	(\$10,688,000.00) (\$4,929,000.00)	3.45 \$0.68	303-682-4900 www.uqm.com	UQM NYSE 65	Industrial electrical equipment Eric R. Ridenour CEO/president
18	Clovis Oncology Inc. 2525 28th St. Boulder, CO 80301	\$0.00 \$0.00	(\$84,532,000.00) (\$73,983,000.00)	93.33 \$32.22	303-625-5000 www.clovisoncology.com	CLVS Nasdaq 74	Biotechnology Patrick J. Mahaffy CEO/president
19	Arca Biopharma Inc. 8001 Arista Place, Suite 200 Broomfield, CO 80021	\$0.00 \$0.00	(\$6,939,000.00) (\$4,320,000.00)	2.90 \$1.13	720-940-2100 www.arcabiopharma.com	ABIO Nasdaq 14	Biotechnology Michael R. Bristow CEO/president

Source: Yahoo! Finance

() Parentheses indicates loss

Researched by Mariah Tauer

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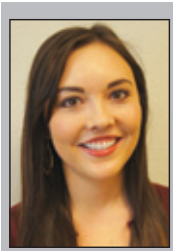
What is Assisted Living at Columbine Health Systems?

Assisted Living is designed to be the middle ground between Independent Living and Skilled Nursing Care. It is perfect for those who need more assistance than what they can provide for themselves, but want to safely maintain their independence.

Staff is available 24 hours a day, 7 days a week to assist residents with everyday activities such as bathing, dressing, and personal hygiene. LPNs assist with medication management and administration. With direct access to outpatient therapy, home care, and companion care, our Assisted Living facilities are able to provide individualized attention.

Assisted Living offers a multitude of services including housekeeping, laundry, transportation for medical appointments and outings and made-to-order meals served in our restaurant-style dining room.

We provide a varied activity program for our residents' social, recreational, and educational needs. Some of our popular activities include bowling, weekly cookie socials with friends and family, and crafting corner.



Lindsey K. Lemesany
Admissions Director



LINDSEY K. LEMESANY
Admissions Director
Columbine Commons Assisted Living
1475 Main Street
Windsor, CO 80550
970-449-5540

COMMERCIAL REAL ESTATE

My commercial lease is expiring. Do I renegotiate or relocate?

The decision for business owners can be difficult and dependent upon several variables. It is critical to have a good understanding of the current market conditions and be well versed on how to approach this process. Knowing your alternatives and costs will help you evaluate your options.

Consider asking yourself the following questions to help make an assessment of your current space:

- Am I paying above market rent?
- Do I have more or less employees?
- Is my space outdated?
- Do I lack visibility?
- Why are NNN's increasing?
- Do I have an option to terminate?
- Do I need an option to expand?
- How impactful would free rent be?

The renegotiation or relocation process is tricky and having appropriate representation is crucial in making the right decisions in today's market. Take this time to commit to maximizing profits, eliminate inefficiencies, and reposition your business for the next chapter.



Stuart Thomas
Broker Associate
Tenant Representation
Cassidy Turley



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www.cassidyrturley.com/colorado

ACCOUNTING

Nonprofit Organizations Control the Cause, Not the Cost

Does your annual report tell the story of your accomplishments? How do you tie results to your mission? Are you managing costs...instead of outcomes? In a world that demands immediate results, it's becoming increasingly important that nonprofit organizations learn to manage their organizations to "move the needle" and further their missions, and more precisely the individual goals of their specific programs. Early steps in this process include closely reviewing existing programs to determine if there are objectively measurable results, where data points can be accumulated over time, and presented in a way that demonstrates the progress towards accomplishing detailed goals. Once these data points are identified, it's imperative to design systems to accumulate the information efficiently. Finally, sustainable success is dependent upon an organization's ability effectively communicate these results to stakeholders (i.e. granting organizations, community supporters, and beneficiaries).



Randy L. Watkins
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Co-working more than office away from home

BY MAGGIE SHAFER
news@bizwestmedia.com

FORT COLLINS – Cohere, a co-working space located in downtown Fort Collins, opened a second location in Midtown in May in an effort to keep up with its growing membership of freelancers, entrepreneurs, students and recovering work-from-homers. Founder Angel

NEWSMAKER Q&A

Kwiatkowski shared her vision for the new space and why people who share a co-working office end up sharing a whole lot more.

Question: What made you want to open up another co-working space, and why did you choose the location on South College?

Answer: I honestly thought that Cohere would stay as-is for the duration, but then we got so full of awesome people that I had to turn a few would-be members away because we physically couldn't fit any more people in our Old Town location. I've had my eye on Midtown for over a year, so when I heard about



Angel Kwiatkowski

the building at 2120 S. College I knew that would be our expansion site. Whole Foods and MAX station across the street? Yes, please!

Q: How would you describe the culture of Cohere, and how will this location be different from the space

at 418 S. Howes St.?

A: Collaborative, community-oriented, creative, helpful people who make a choice to work side by side instead of alone. Midtown will be part of the larger Cohere community, and we'll see where

the new members take us. Cohere, as we affectionately call the South College location, has much more open space than our Old Town location. There are three different co-working rooms, three private offices, a conference room and a kitchen. Our suites are arranged so you have a spectacular view of the foothills in one direction and in the other overlook the most amazing mature trees that tower over us.

Q: What's been the most unexpected thing to come from out of Cohere so far?

A: Deep friendships that continue outside the borders of the physical space. I see people who have met at Cohere form relationships outside of Cohere. They become friends; true friends who socialize together, help each other, and those relationships endure even when they move on from belonging to Cohere. I always sit back and think, "Wow, you probably wouldn't even know each other if you hadn't met at Cohere and now you're on Facebook planning your next girls' night out together!"

Members have even branched off and started businesses together.

► See **NewsMaker, 36A**

Retiring from your own company? Leave a great legacy

I've been talking with quite a few people who are looking ahead to the day when they can retire as company owner. This is uncharted territory for most of us, though; it's yet another phase that nobody prepared us for.

It doesn't have to be as scary as you might think.

I've worked with several clients who are working through this transition, hoping to leave a healthy and prosperous business. Here are some of the approaches which have helped



SMALL BUSINESS ADVISER

Carl Dierschow

for, and 10 would be even better. If

a great deal: **Give yourself time.** Like any big change, the luxury of time tends to give you more options, and more time to learn and adjust plans. Three to five years is a good range to shoot for, and 10 would be even better. If

you're in an emergency situation, it's quite likely that you won't be able to achieve a great outcome.

Get clear on your goals. You might start with the mental image that there's someone out there eager to hand you a big briefcase full of cash, and who is also ideally suited to taking the business in the direction that you'd always envisioned. We all know this is incredibly unlikely. Rather than looking for a quick and easy solution, start with what your goals truly are. You might

have your entire retirement finances invested in the company, but realize that you don't necessarily need all that cash on Day 1; you're just looking for security and sufficient income to maintain a lifestyle.

Explore plenty of options. The best solution might be an unexpected scenario, so now's the time to get creative. Even if you don't go very far in the evaluation process, you'll learn a lot – and have more confidence in the outcome – if you've

► See **Dierschow, 36A**

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BRIEF CASE

BRIEFS

Boulder-based **MBio Diagnostics Inc.** was awarded a patent for improved analyte detection, to be used with its LightDeck planar waveguide technology.

Broomfield-based **Noodles & Company** (Nasdaq: NDLS), opened its first Massachusetts location in the White City Shopping Center in Shrewsbury with established franchisee operator Hamra Enterprises.

The **Colorado Enterprise Fund** has reached the \$1 million mark in dispersing loans to small businesses in Boulder. In partnership with the city of Boulder, Boulder Economic Council and area banks, CEF helped launch the Boulder Microloan Fund in 2009 with \$325,000 in loan capital to attract and retain small businesses in Boulder during the recession. To date, more than \$1 million has been loaned to 39 small

businesses representing a range of industries from service and retail to light manufacturing and wholesale food production. CEF will celebrate its milestone at a BMF-client restaurant on Wednesday, May 14, in Boulder. Featured speakers will include Liz Hanson from the city's Economic Vitality Office, Sharon King from the Boulder Small Business Development Center and Ceyl Prinster, president and chief executive of CEF.

CONTRACTS

Public accounting and professional services firm **EKS&H**, with an office in Boulder, partnered with London based investment firm Fitzgerald & Law to provide complementary services designed to help support companies expanding into the United Kingdom or United States markets by providing access to experts who can advise on all aspects of setting up and operating a business on either side of "the pond."

Longmont-based **UQM Technologies Inc.** (NYSE: UQM) and Derindere Motorlu Araclar, based in Turkey, signed a memorandum of understanding, making UQM the supplier of electric propulsion systems to DMA for its fully electric light commercial vehicle production.

Calgary, Alberta-based **Encana Oil and Gas Inc.** (NYSE: ECA) (TSX: ECA) will pay \$3.1 billion for acreage in the Eagle Ford shale formation in south Texas. Encana, which drills natural-gas wells around Erie and has an office in Denver, will buy 45,500 acres in three counties from **Freeport-McMoRan**. The acreage produced 53,000 barrels of oil equivalent per day during the first quarter.

Broomfield-based **Level 3 Communications Inc.** (NYSE: LVL) will connect Digital Realty Trust Inc. (NYSE: DLR) customers in 14 major markets in the United States and Europe

to its growing cloud ecosystem that includes Amazon Web Services (AWS Direct Connect) and Microsoft Azure (ExpressRoute). As a result of this relationship, Digital Realty customers will gain the ability to migrate and operate business-critical applications in a hybrid cloud environment that delivers greater performance, security and flexibility.

Boulder-based community solar developer **Clean Energy Collective** signed an agreement with Louisville-based RGS Energy (Nasdaq:RGSE) to act as an authorized reseller of its community solar solution. The agreement allows RGS Energy, maker of turnkey solar-energy solutions for residential, commercial and utility customers, to expand its reach to provide solar products to customers who rent or lease their property or are otherwise unable to install onsite systems because of site orientation, shading or restrictions imposed on historic properties. RGS will leverage its marketing and sales channels to target both residential and commercial customers to participate in CEC's Western Massachusetts Community Solar Array in Hadley, Mass. and Southeastern Massachusetts Community Solar Array in Rehoboth, Mass.

Ball Aerospace & Technologies Corp. was awarded a \$23.9 million contract to build the Stalker, a sensor system that will help the U.S. Navy protect its ships from hostile threats. The contract is through the NATO Seasparrow Project Office in Washington, D.C., and includes options for up to \$10 million of additional work that could include spare system components, field support and engineering. Boulder-based Ball Aerospace will build the system based on a prototype it has developed. It will test the system and install it on certain ships.

EARNINGS

Data-storage equipment manufacturer **Dot Hill Systems Corp.** reported a 9 percent increase in revenue for its first quarter that ended March 31. Longmont-based Dot Hill (Nasdaq: HLL) reported revenue of \$48.2 million for the first quarter, compared with \$44.5 million for the same period a year ago. The company reported a net loss of \$400,000, or 4 cents per diluted share, for the quarter, compared with a net loss of \$1 million, or 2 cents per diluted share, for the same quarter a year ago.

Clovis Oncology Inc., a biopharma developing drugs for cancer patients, reported a net loss of \$30.7 million for its first quarter that ended March 31. Boulder-based Clovis (Nasdaq: CLVS) had a net loss for the first quarter last year of \$15.7 million. The increase in the loss for the first quarter of this year is due primarily to expanded development activities for the CO-1686 and rucaparib drug programs as Clovis initiated additional clinical studies in both programs, the company said. As of March 31, Clovis had \$303.7 million in cash and cash equivalents and 33.9 million outstanding shares of common stock. The company continues to expect cash burn for 2014 will total approximately \$120 million and to end the year with approximately \$200 million in cash.

Heska Corp. (Nasdaq: HSKA), a Loveland-based provider of diagnostic and other specialty veterinary products, reported a 9.6 percent increase in revenue for its first quarter that ended March 31. Heska reported revenue of \$20.8 million for the quarter, compared with \$19 million in the first quarter of 2013. The company reported net income of \$192,000, or 3 cents per diluted share, compared with a net loss of \$386,000 in the first quarter of 2013, or a loss of 7 cents per diluted share. Heska completed the quarter with \$6.2 million in cash, \$1.1 million in short-term debt and \$17.6 million in working capital.

Louisville-based lifestyle media and fitness accessories company **Gaiam Inc.** reported first-quarter revenue of \$37.6 million and a net loss

► See **Briefcase, 25A**

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BRIEFCASE from 24A

of \$2.1 million, or 9 cents per share. The revenue marked a 2.5 percent increase compared with the same period in 2013, not counting revenue last year from Gaiam's discontinued operations. The company last fall sold its entertainment media distribution operations and shuttered its direct response television marketing operations.

Bandwidth infrastructure provider **Zayo Group LLC** reported \$278 million in revenue for its third fiscal quarter that ended March 31, up nearly 10 percent from the same period a year ago. The Boulder-based company recorded a third-quarter net loss of \$43.7 million, up from a loss of \$18 million during the same quarter a year ago. Zayo, founded in 2007, is not a publicly traded company, but has hinted that it is exploring the possibility of an initial public offering within the next two years.

Advanced Energy Industries Inc. (Nasdaq: AEIS) said its earnings rose to \$14.7 million during the first quarter vs. \$6.8 million during the same period a year earlier. Advanced Energy, headquartered in Fort Collins, makes solar and thin-film products. Company revenue rose to \$141.9 million from \$111.8 million. First-quarter earnings fell, however, from the \$34.4 million in net income posted during the fourth quarter.

WhiteWave Foods Co., an organic food and beverage producer, reported a 36 percent increase in revenue for its first quarter that ended March 31. Broomfield-based WhiteWave (NYSE: WWAV) reported revenue of \$830 million for the quarter compared with \$608 million for the same period a year ago. The company posted income of \$32.4 million, or 19 cents per diluted share, for the quarter compared with \$24 million, 14 cents per diluted share, for the same period a year ago.

Dynamic Materials Corp. (Nasdaq: BOOM) posted revenue of \$48 million for the first quarter ended March 31, up from \$46.3 million a year ago thanks to gains in its Oilfield Products segment. The Boulder-based manufacturer also realized a net income of \$1.6 million, or 12 cents per share, compared with a profit of just \$215,000 for the same period last year. Revenue in the Oilfield Products segment increased to \$23.5 million compared with \$20.1 million a year ago. Its income from operations increased from \$1.4 million to \$3.6 million.

Level 3 Communications Inc. (NYSE: LVL) posted its second quarterly profit in a row after nearly five years of consecutive quarterly losses. The Broomfield-based telecommunications company posted net income of \$112 million for the first quarter ending March 31 compared with a net loss of \$78 million for the same period a year ago. The profit amounted to diluted earnings per share of 47 cents. The first-quarter gain was an increase from Level 3's fourth-quarter 2013 profit of \$14 million, which was the company's first profit since the final quarter of 2008.

Satellite-imagery company **DigitalGlobe Inc.** (NYSE: DGI) announced a 23 percent bump in first-quarter revenue as well as the planned resignation of chief financial officer Yancey Spruill. Spruill will step down Oct. 1, but will continue in his role in the meantime and assist with the search for his replacement. Longmont-based DigitalGlobe reported revenue of \$156.5 million for the quarter ending March 31, up from \$127.6 million a year ago. Last year's figure did not include January revenue for GeoEye, a competitor acquired by DigitalGlobe. Despite the revenue gains, DigitalGlobe reported a net loss of \$600,000, or 1 cent per diluted share. But that was a major improvement compared with a loss of \$61.2 million for the first quarter a year ago.

Anadarko Petroleum Corp. (NYSE: APC) reported a \$2.7 billion loss during the first quarter, down from the \$460 million it earned during the same quarter last year. Anadarko, one of the largest oil producers in Weld County, blamed the loss on a \$5.15 billion lawsuit settlement related to pollution caused by spinoff Tronox Ltd. Anadarko also reported a \$946 million gain from selling a portion of its offshore drilling interests in Mozambique. Anadarko also said it achieved record daily sales volumes of 819,000 barrels of oil equivalent per day during the quarter. The Woodlands, Texas-based company posted \$5.8 billion in revenue vs. \$3.9 billion during the first quarter of 2013.

Boulder Brands Inc., a natural foods company, reported a 15.2 percent increase in revenue for its first quarter that ended March 31. Boulder-based Boulder Brands (Nasdaq: BDBD) recorded first-quarter revenue of \$122.9 million, compared with revenue of \$106.7 million for the same period a year ago. Income for the quarter was \$412,000, or 1 cent per diluted share, compared with \$3.9 million, or 6 cents per diluted share, for the same quarter a year ago.

Ball Corp.'s first-quarter profit leaped nearly 30 percent this year when compared with the same period a year ago, according to the company's earnings report. Net income for Broomfield-based Ball (NYSE: BLL) was \$93.5 million, or 65 cents per diluted share, for the quarter ending March 31. That's compared to \$72 million for the same timeframe a year ago. Revenue for the quarter was \$2 billion, just a few million more than a year ago. Ball manufactures packaging for the food, beverage and household products industries, and also has an aerospace division based in Boulder.

Shoemaker **Crocs Inc.** (Nasdaq: CROX) saw first-quarter revenue decline by nearly 78 percent versus the same period a year ago, according to its most recent earnings report. The Niwot-based company's results came despite revenue ticking upward slightly to \$312.4 million and falling in line with expectations.

FLOOD RELIEF

California Route, an organic lager that is a collaboration between Fort Collins-based **New Belgium Brewing** and Boulder-based **Patagonia Inc.**, raised \$23,055 for the United Way Long-Term Recovery Fund for Larimer County Floods.

KUDOS

Dan Richmond, an American Family Insurance agent in Fort Collins, received the company's American Star Excellence in Customer Experience Certification, which recognizes agents evaluated through customer satisfaction surveys measuring overall client experience. Richmond, who has worked for the company since 1986, runs an office at 923 E. Prospect Road.

Former University of Colorado athletic director **Bill Marolt** received a recognition award from SnowSports Industries America for his 50 years of contributions as a snow sports athlete, coach and leader, including serving as chief executive of the U.S. Ski and Snowboard Association. Marolt, who retired after the 2014 Winter Olympics in Sochi, Russia, left infrastructure legacies such as the USSA Center of Excellence in Park City, Utah, and the U.S. Ski Team Speed Center at Copper Mountain. A member of the U.S. Ski and Snowboard Hall of Fame, Marolt remains active in the International Ski Federation and the U.S. Olympic Committee. He was elected by his peers to the USOC Board of Directors in 2012 as a representative of National Governing Bodies, where he continues to serve.

Four companies took home awards for exceptional ethics at the Better Business Bureau of Northern Colorado and Wyoming's 16th annual Torch Awards April 30 in Fort Collins. **Capitol Roofing and Exteriors**, based in Cheyenne, Wyo.; **Microbial Research Inc.**, headquartered in Fort Collins; **Mountain West Farm Bureau Mutual Insurance Co.** out of Laramie, Wyo.; and **SteamMaster Restoration and Cleaning**, based in Minturn, all were honored with Torch Awards. In addition, **The Egg & I** restaurants in Fort Collins and Loveland and Kersey-based **Centennial Ag Supply Co.** received job-site safety awards.

The Referral Link, developed by Fort Collins-based **Innotrieve Inc.**, was selected as a semifinalist for the 2014 Recruiting Service Innovation Awards, which recognize groundbreaking sourcing and recruiting products and services that help employers' recruiting efforts.

Boulder-based **Spectra Logic** received the "Technology Connect Select Partner of the Year" award from EMC for its support of EMC data-protection solutions.

Paul A. Caylor, a Fort Collins-based financial consultant with Thrivent Financial who has worked with the company for 16 years, qualified

among 640 representatives to attend the organization's Peak Performers conference as a Sierra Level qualifier. He will be recognized by his peers during an annual conference in Chicago.

The San Diego Unified School District solar project, developed and owned by Boulder-based **Main Street Power Co. Inc.**, received an honorable mention in the inaugural Novogradac Journal of Tax Credits' Renewable Energy Power Awards at the Financing Renewable Energy Conference in San Francisco. The project received the honorable mention in the "Overcoming Obstacles" category as an example of how Main Street Power made use of innovative tax credit solutions to finance the 31-site solar project.

Fort Collins-based **Drahota** general contracting and construction management received the 2014 general contractor of the year award in the \$10 million to \$50 million category from the American Subcontractors Association of Colorado.

Lafayette-based **The Creative Alliance** won a 2014 Communicator Award from the Academy of Interactive and Visual Arts for packaging for four varieties of artisan confections designed for its client Indulgent Confections.

Fort Collins-based **Brannen Design and Construction Inc.** and Boulder-based **KGA Studio Architects** won a silver award for best architectural design of a one-of-a-kind home from the National Association of Home Builders during NAHB's annual International Builders' Show in Las Vegas. The custom-built Old Tuscan Villa-style home is situated on a bluff facing the mountains and overlooking the golf course at Harmony Club in Timnath.

The Boulder Chamber will honor six women and a high school student on June 5 at the 19th annual Women Who Light the Community awards dinner. Honorees are: **Dr. Joanne Belknap**, a professor of sociology at the University of Colorado-Boulder and a board member of FOCUS Re-Entry, a Boulder nonprofit that helps offenders being released from the Boulder County jail to avoid recidivating and achieve eventual self-sufficiency; **Kim Riether Coupounas**, director of B Lab Colorado; **Bay Roberts** and **Patty Gilbert**, co-founders of One School at a Time; **Dr. Deirdre Pilch**, deputy superintendent of the Boulder Valley School District; Nederland community leader **Janette Keene**; and "Emerging Young Leader" Nikola Yager, active in the Youth Global Leadership Program. Also to be honored are three local leaders who stepped up during the 2013 flood crisis: Jamestown mayor **Tara Schoedinger**, Lyons town administrator **Victoria Simonsen** and former Lyons mayor **Julie Van Domelen**. Registration information is available online at boulderchamber.com for the event, which will
► See **More Briefcase, 26A**



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| Session I:
Breakfast on the Niobrara | Session IV:
Lunch Keynote: Wells to Wheels |
| Session II:
Science and Technology to the rescue | Session V:
Following the money: Economic Impacts |
| Session III:
Standards or Moving Targets: Water & Air Quality | Session VI: Moratoria: Tomorrow's Answers vs. Today's Realities |

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MORE BRIEF CASE from 25A

be held from 3:30 to 6:30 p.m. at the Lionsgate Event Center Gate House in Lafayette. Fort Collins-based **WildRock Public Relations and Marketing** won a Silver Pick Award in the Media Relations Campaign – Consumer Technology category from the Public Relations Society of America's Colorado chapter at a ceremony in Denver. WildRock was recognized for an equity-raising media relations push on behalf of Aleph Objects Inc., a Loveland-based 3-D printer company.

Fort Collins-based **A-Train Marketing** received two Silver Communicator Awards from the International Academy of Visual Arts for custom infographics created for a client. The company's "Safety in the Saddle" bike information graphic and "Zombie Fit 2" earned the awards.

MERGERS & ACQUISITIONS

Scott Fiegelman sold 10-year-old Boulder-based **FastForward Sports** to Tim O'Brien on April 30. Financial terms of the sale were not disclosed. FastForward provides coaching services to runners and triathletes. O'Brien, a longtime runner and entrepreneur, does not plan to make drastic changes to the operation in the short term but plans to offer group training for youths and onsite training for employees of businesses. Contact O'Brien at 303-440-1975 or tim@fastforwardsports.net.

MOVES

Signarama Fort Collins moved to a larger suite at 1600 E. Mulberry Ave. in Fort Collins to accommodate a growing staff and additional print equipment.

Boulder-based technology public relations and digital marketing agency **Metzger Associates** moved its headquarters to 2503 Walnut St. and changed its name to **Metzger Albee Public Relations**.

Fort Collins-based **Gentle Strength Massage** moved from Academy Court to 311 E. Mulberry St. Owner Erin Maranjian has maintained a private practice in Fort Collins for more than 15 years. During the past 12 years she also has been on the staff of Longmont United Hospital.

The Eclectic Reader, selling used, out-of-print and rare books, opened at a new location, 1119 W. Drake St., Unit C, in the Cimarron Plaza in Fort Collins. It had closed its store at 1031 S. Taft Hill Road last year.

NAME CHANGES

Mile High Banks will get a new name, following a rebranding effort by its holding company, Strategic Growth Bancorp. In addition to Mile High, sister banks First National Bank of Santa Fe and Bank of the Rio Grande will also become part of the First National Family of Banks. Specifically, Mile High Banks will be called **First National Denver**. Strategic Growth Bancorp has changed its name to First National Bancorp. Together, the three banks have \$1.7 billion in assets and 25 branches in Colorado and New Mexico. Mile High Banks was acquired by Strategic Growth Bancorp in January 2013.

OPENINGS

Colorado State University's \$18.5 million **Engines & Energy Conversion Lab** opened April 17. Formerly the city of Fort Collins'

power plant, the building was constructed in 1936. A portion of the 4.2-acre site was a municipal landfill in the early 1900s. The four-story expansion and retrofit project brought the 24,000-square-foot building to 100,000 square feet. Loveland-based real estate developer McWhinney retained Fort Collins-based commercial real estate inspection firm National Inspection Services to conduct environmental site assessment.

What We Love, The Winery will host its grand opening from 1 to 6 p.m. Saturday, May 17, at 1501 Lee Hill Drive, Unit 14, in Boulder, next to Upslope Brewing Co. The winery launched its debut product, Decadent Saint Mulled Wine, in December, and will introduce its reserve chardonnay, Sonoma sauvignon blanc, a to-be-determined red wine and a sangria at the opening.

The Crooked Cocktail opened at 128 S. College Ave. in Fort Collins at the site of Gelazzi, a gelato shop that closed after seven years. Gabe Armstrong, owner of The Crooked Cup coffee shop, 147 W. Oak St., bought Gelazzi in November.

Front Range Community College opened an Advanced Technology Center at its Boulder County campus in Longmont and expanded its Precision Machining Program to include a daytime credit-granting, certificate-bearing program and the addition of courses to its noncredit evening program.

PRODUCT UPDATE

Boulder Insight, a certified Tableau consultant and reseller, revamped its website at boulderinsight.com. The new site provides quick and intuitive access to all the company's services and solutions, industry best practices, client endorsements and access to a free Tableau product trial.

Boulder-based **JumpCloud**, developer of an automated server-management tool, announced the ability to automate the execution of server-management tasks and workflows. DevOps and IT professionals previously had to manually execute tasks or painstakingly write scripts that would execute across their server infrastructure. JumpCloud now automates executing commands and scripts across a group of servers on a scheduled or ad hoc basis from the cloud. Further, according to the company, all executed tasks are fully visible, auditable, and logged reducing single points of failure.

SERVICES

TedxFront Range, in its third year at the Rialto Theater Center in Loveland, introduced "**Your TEDxFrontRange**," an opportunity for anyone to share a TEDx-style message with the world. Contributors can upload a video of themselves giving a TEDx-style talk or presentation, which will be reviewed and uploaded to a website. One video may be selected and shown at the upcoming TEDxFrontRange event on May 22. Nearly any topic is welcome, but no commercials, pseudoscience, religion or politics. More information at tedxfrontrange.com or facebook.com/TEDxFrontRange. TEDx-FrontRange is supported by FrontRange Initiatives, a Colorado nonprofit corporation.

The University of Colorado launched **CU-Boulder Crowdfunding**, a site where students, faculty and staff can raise money for the ideas and projects they're working on. Crowdfunding has become popular in recent years for entrepreneurs as a way to gain early capital for their inventions or new products by sourcing a large number of people online. The initial pilot of CU's website, colorado.edu/crowdfunding, will initially have eight projects for the 30- to 45-day funding period. The site will give supporters a platform for following the progress of projects and donating. All of the funds will be used for the projects and related expenses. The site will not provide revenue for university operations.



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ON THE JOB



Golebiewski



Condon

ADVERTISING, COMMUNICATIONS

Burns Marketing added programmer **Alex Golebiewski** to its office in Johnstown and project manager **Caroline Condon** joined the Denver office. Golebiewski has a bachelor's degree in computer science from Colorado State University, and Condon graduated from the University of Denver's Daniels College of Business.

BANKING, FINANCE

Certified financial planner **Jim Johnson** was named senior vice president and complex manager of Wells Fargo Advisors' Boulder/Northern Colorado Complex. Before accepting the position, Johnson managed Wells Fargo Advisors' Lake Forest and Skokie Complex in Illinois and served in several management positions for the Northeast Ohio market. He has more than 25 years of experience in the financial services industry.



Johnson

EDUCATION

Melanie Crane was named faculty manager at IBMC College's Longmont campus. She has more than 25 years of experience in higher education including 14 as academic dean at Southwest Acupuncture College in Boulder.



Crane

Barry Braun, director of the Energy Metabolism Laboratory at the University of Massachusetts-Amherst, was selected to head the Department of Health and Exercise Science at Colorado State University in Fort Collins. Braun will start his new position at CSU on Aug. 15, succeeding current department head, Gay Israel. Israel, who was department head for the past 18 years, plans to move into a three-year transitional role with HES. Braun received his Ph.D. in nutritional sciences from the University of California-Berkeley, a master's in exercise science from UMass-Amherst and a bachelor's in biology from the University of Pennsylvania.

HEALTH CARE

Tess Heffernan, **Michael Liggett** and **Tracy Nelson**, all of Fort Collins, were elected to the board of directors for the Health District of Northern Larimer County. Five candidates were running for three open seats on the board, and 1,021 people voted. Heffernan, 58, is a retired policy and project manager for the city of Fort Collins. Liggett, 63, is a Fort Collins lawyer. Nelson, 44, is a professor and associate director of the Colorado School of Public Health at

Colorado State University. The district provides dental, mental health, prescription assistance and health-promotion services to residents of northern Larimer County.

Nurse practitioner **Stacy Cabbage** was hired at University of Colorado Health's Cardiology and Cardiothoracic Surgery clinic in Fort Collins. She has 14 years of experience as a critical-care nurse.



Winslow



Downing

LAW

Attorney **Walter Winslow** and paralegal **Leigh Downing** joined Coan, Payton & Payne LLC. Winslow, who will be based at the law firm's office in Fort Collins, has been practicing law since 1996 and is admitted to practice before all courts in Colorado in addition to the Northern District of Ohio, and the U.S. Court of Appeals, Sixth and Tenth Circuits. He obtained a bachelor's degree in accounting from the University of Dayton and graduated in the top of his class from that university's law school. Downing has focused on real estate and business transactions in Northern Colorado since 1994. She previously worked for two law firms in Denver that focused on intellectual property and litigation matters. A Greeley native, she obtained her Colorado real estate license in 2005.

MANUFACTURING

Boulder-based Ball Aerospace & Technologies Corp., a division of Broomfield-based Ball Corp. (NYSE: BLL), announced several leadership changes in the company's Finance, Communications and Human Resources divisions. **Bill Unger**, vice president for finance at Ball Aerospace, will join Ball Corp.'s North American beverage packaging business as vice president for finance. **Alison Medberry**, director of project controls at Ball Aerospace, was promoted to vice president for finance at Ball Aerospace. **Tom Deany**, vice president for human resources at Ball Aerospace, was named vice president for communications at Ball Aerospace. **Vikki Schiff**, director of human resources operations at Ball Aerospace, was promoted to vice president for human resources at Ball Aerospace.



Medberry



Deany



Schiff



Scadden

Jill Scadden was hired as sales manager for Colorado Springs-based Linear Manufacturing and will pursue business in Northern Colorado, Wyoming and Utah. A lifelong resident of Northern Colorado, Scadden graduated from Longmont High School and attended both Front Range and Aims community colleges. Her father owned a printed circuit board manufacturing company, Centerline Circuits, in Longmont for 35 years, and she gained her early industry experience by working for him. Linear is a 17-year-old contract manufacturer for electronic circuit board assemblies and services clients in many market segments for original equipment manufacturers including water treatment controllers, aerospace assemblies, medical devices, oil and gas equipment and GPS and Bluetooth technology.

NONPROFIT

Claire Clurman was named executive director of Boulder-based Attention Homes, a 48-year-old nonprofit agency serving displaced, homeless and runaway youth in Boulder County. Clurman, who has served for the past four months as interim executive director, has held a variety of roles at Attention Homes in the past six years, including volunteer management, marketing, fundraising and program development. Prior to her time there, she was executive director of the Manhattan Beach Education Foundation. She has been a Boulder County resident for more than 20 years.



Clurman

RETAIL

The Light Center, a lighting company at 2725 S. College Ave. in Fort Collins, hired **Tracy Miller** as retail and builder sales manager and promoted **Greg Smith** to manager of outside sales and business development.



Ash



Beckman

REAL ESTATE

Tim Ash and **Jacque Beckman** joined The Group Inc. Real Estate as broker associate/partners. A graduate of Fort Collins High School, Before beginning a career in real estate, Ash worked at Advanced Energy for 19 years. He will work from The Group's office at 401 W. Mulberry St. Originally from Grand Junction, Beckman, who has owned and operated her own business in Loveland for the past 10 years, can be reached at The Group's Centerra Office, 5401 Stone Creek Circle, Loveland.



O'Neil



Olson

Lisa O'Neil and **Chris Olson** joined All County Boulder Property Management, she as a property manager and employing broker and he as an assistant property manager. O'Neil has more than 20 years of experience in property management, real estate investment and brokerage. Olson is a recent graduate of the University of Colorado-Boulder with a master's degree in chemistry. Originally from Ohio, he earned his bachelor's degree from Ohio State University.

Jane Everhart was named chief financial officer at Fort Collins-based Brinkman Partners. Everhart has 25 years of global finance and accounting experience. A former local business owner and CFO for numerous companies, Everhart most recently served as global director of finance and global controller for Fort Collins-based OtterBox.



Everhart

TELECOMMUNICATIONS

Boulder-based Zayo Group LLC elected **Linda Rottenberg**, co-founder and hief executive of Endeavor, to its board of directors. Endeavor, headquartered in New York with 20 affiliates throughout Latin America, the Middle East, Southeast Asia, Africa and Europe, has screened 39,000 candidates and handpicked nearly 1,000 entrepreneurs who have created 400,000 high-wage jobs and generate over \$6 billion in annual revenue. A graduate of Harvard University and Yale Law School, she is a member of the Council on Foreign Relations and the World Economic Forum.

UTILITIES

The Poudre Valley Rural Electric Association board of directors elected new officers at its April 29 meeting. The board elected **Jack R. Schneider** president, **Rick D. Johnson** vice-president, **Robert A. "Bob" Lock** secretary/treasurer and **Georglynn Diehl** assistant secretary/treasurer. **Thaine J. Michie** was elected to represent Poudre Valley REA on the Tri-State Generation and Transmission Board of Directors, the cooperative's wholesale power supplier. Schneider was elected to represent Poudre Valley REA on the Colorado Rural Electric Association board of directors, and **Steven D. Anderson** was chosen as the alternate delegate. **James F. Fender** was elected to represent Poudre Valley REA on the Western United Electric Supply Corp. board of directors and Diehl was chosen as the alternate delegate.

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TIME OUT



COURTESY GREELEY CHAMBER OF COMMERCE

Brad Inhulsen of Sears Real Estate meets Cheri Witt-Brown of the Weld Food Bank at an April 24 Business After Hours event hosted by Old Chicago in Greeley.



COURTESY CITY OF LAFAYETTE

From left, Curt Cheesman, the city of Lafayette's director of recreation and facility management; Lafayette's mayor Christine Berg; Xcel Energy's area manager Craig Eicher; and Xcel Energy's product portfolio marketing manager Margarita Alarcon celebrate at a May 6 Lafayette City Council meeting after Xcel presented the city with a recognition award for Lafayette's leadership in sustainability and commitment to energy efficiency and renewable energy. Lafayette recently completed participation in Xcel Energy's Community Energy Efficiency pilot program, which leveraged the city's 2009 sustainability plan with Xcel data to create a new set of environmental sustainability goals and strategies for achieving them.



COURTESY GREELEY CHAMBER OF COMMERCE

From left, Kim Parker of Autotailor, Julie Walker of Roosters Men's Grooming and Dan Flynn of Food Safety News attend the April 24 Business After Hours event in Greeley.

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TIME OUT



COURTESY ASSOCIATION OF GENERAL CONTRACTORS OF COLORADO

Representatives of related industries who are members of the Association of General Contractors of Colorado, Society for Marketing Professional Services, American Institute of Architects and American Council of Engineering Companies gather for an ACEC-sponsored Northern Colorado networking event May 1 at the Rio Grande Mexican restaurant in Fort Collins. From left, Kate Welch of AGCC, Dane Bechtholdt of Douglass Colony, Greg Meisinger of COE Construction, Doug Dohn of Dohn Construction, Chad Carlson of Hensel Phelps, Candice Hartley of Lamp Rynearson and Michael Gifford of AGCC.



COURTESY GREELEY CHAMBER OF COMMERCE

Daniel Rohn, left, of Greeley Health & Fitness chats with Javier Ramirez of Peake Wellness Center at an April 24 Business After Hours event in Greeley.



COURTESY GREELEY CHAMBER OF COMMERCE

Pam Bland, left, of Tortuga Bay joins Ruth Wright of Planning Concepts Inc. at the Greeley Chamber of Commerce's April 24 Business After Hours event.



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Email your event photos to Dallas Heltzell, dheltzell@bizwestmedia.com. Include complete identification of individuals.

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NONPROFIT NETWORK

BRIEFS

United Way of Weld County partnered with the new **Family Resource Center of South Weld County**. Located at 330 Park Ave. in Fort Lupton, the center houses several nonprofit agencies which provide programs and services to South Weld County residents. The building was a donation by Weld County Commissioners as a way to provide the services. The center does not have set hours, since that will be determined by each of the agencies and their schedules. The center has meeting space available for the nonprofit agency tenants to use, which may be rented out to other nonprofits or companies through those agencies. Agencies include **United Way of Weld County**, **The Arc**, **Life Choices**, **Colorado Mounted Rangers**, **Youth & Family Connections** and **A Kids' Place**. Organizations contributing to the center's fruition are **Bank of Colorado**,

the city of **Fort Lupton**, **Weld County Commissioners**, **KBCI**, **Colorado Department of Local Affairs** and **Fort Lupton United Methodist Church**.

GOOD DEEDS

Broomfield-based **Summit Bank & Trust** introduced a **Pink Ribbon Debit Card**. Every time a customer uses the card to make a purchase, Summit will make a contribution to **Platte Valley Medical Center Foundation** to fight breast cancer.

An event held May 1 at **Chimney Park Restaurant and Bar** in Windsor produced a \$24,000 net donation to food banks in Larimer and Weld counties. Twenty attendees donated at least \$1,000 per person to participate in the multi-course dinner, and the costs of the food and wine for the event were underwritten.

A total of 1,212 loads were disposed of during the **town of Firestone's** 13th annual Clean-Up Day and Food Drive on April 26. Open to Firestone residents, this cleanup allows people to bring unwanted household debris to be disposed of through a community-wide effort. The closest place for residents to dispose of their unwanted items is the Denver Regional Landfill in Erie, which costs an average of \$56 a load for residents to utilize. The town's Cleanup Day thus saved Firestone residents more than \$67,872. The town also welcomed residents to donate nonperishable food items to benefit the **Carbon Valley Help Center**. A total of 49 boxes of food and \$87 was donated.

Loveland-based beer distributor **High Country Beverage** donated \$2,400 to the Guinness "Made of More" campaign. As part of this effort, Guinness has partnered with The Leary Firefighters Foundation to recognize firefighters that are "made of more" and go above and beyond to help their communities. The funds raised will provide equipment, technology and training to help those firefighters maintain the highest level of public safety in their communities. High Country Beverage's donation will serve local firefighters at the Poudre Valley Fire Authority, Rist Canyon Volunteer Fire Department and Telluride Volunteer Fire Department.

United Way and **FamilyWise Community Service Partnership** announced a new 10-year nationwide partnership. Through an education campaign and distribution of free prescription savings cards, FamilyWise and United Way hope to deliver \$1 billion in prescription savings across the nation in the next decade. Locally, **United Way of Weld County** has participated in the program since October 2006, and as of May 1 has

been able to help 9,277 people with more than 51,122 claims over the course of this partnership, saving Weld County residents more than \$906,000.

GRANTS

Louisville-based **Community Food Share** received a \$1,000 grant as part of the Restaurant Community Grants program from Darden Restaurants Foundation Inc., the charitable arm of Darden Restaurants. Community Food Share will use the grant for its Feeding Families Warehouse Distribution program, providing nutritious food to families with children in the School Free Lunch programs in the Boulder Valley and St. Vrain Valley school districts. The donation will enable Community Food Share to distribute 4,000 meals to families in need. Darden's Red Lobster, Olive Garden, LongHorn Steakhouse, Bahama Breeze, Seasons 52, The Capital Grille, Eddie V's and Yard House brands participated in the program.

Energy manufacturing and logistics company **Phillips 66** committed a \$500,000 gift to the **University of Colorado Leeds School of Business' Career Development Office**, which provides undergraduates with professional skills, career exploration, industry experiences and access to employer and alumni connections. Phillips 66 previously had contributed to the Leeds School's mentorship program. The company also donated \$3.5 million to CU's Jennie Smoly Caruthers Biotechnology Building that opened in 2012.

Deadline to submit items for Nonprofit Network is three weeks prior to publication of each biweekly issue. Mail to Editor, BizWest Media LLC, 1790 30th St., Suite 300, Boulder, CO 80301; or email to news@bizwestmedia.com with Nonprofit Network in the subject line.

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Adjust your strategy when working trade show

Arrive early, stay late, eat often

Trade shows are to salespeople what Christmas is to retailers. All year long, you look forward to a brief period when you have the potential to sell a great deal of merchandise.

Most salespeople will, at some point, be asked by their managers to work a booth at a trade show. Understand, however, that selling at a show is different than selling one-on-one. Your approach needs to reflect these obvious differences in the selling climate.

Obtain a list of attendees at least two weeks before the show. Plan to have meetings with targeted prospects – either at the booth, in your hospitality suite or over breakfast or dinner. Never

eat alone or with coworkers!

Plan your attack. Leverage the time and energy available to you to achieve optimum results. Draw up a plan with specific goals such as these: Re-establish relationships with former customers, refresh relationships with current customers, make sales calls on a specific number of new prospects, “listen” to the current market and “shop” the competition.

Use a team approach. If you attend the show with colleagues, assign individuals to certain parts of the show plan. Take advantage of the talents and interests of team members as well as their personal contacts. Meet often to debrief prospects, strategies and new ways to attract people to your booth. Check in with each other early in the morning to agree on the day’s tactics.

Arrive a day early and stay a day later. Arriving early assures that you are rested and organized on the first day of the show. It also will give you a chance to make opportune calls on participants who might have arrived early. Staying a day (or two, or three) later gives you a chance to see hot prospects.

Consider conducting a “group

Understand that selling at a show is different than selling one-on-one.

meeting” where prospects who are interested at your booth come back to see you in your hospitality suite either that evening or the next for a formal discussion/presentation of your service. Nail down prospects’ commitments to attend by stamping either “FIRST CLASS” or “STAND-BY” on their “Invitation Cards.” “FIRST CLASS” means you are coming, and I don’t have to worry you’re at home watching ‘60 Minutes’ when you’ve committed to be at my meeting; and STAND-BY means you’d like to attend, and in all good efforts you’ll try and make it, but you haven’t committed in your own mind you’ll be there for certain.” If the group presentation won’t work in your business (it should, especially if you are selling a service), then use these same “words” for setting up face-to-face appointments in the few days after the show.

Learn how to sift the prospects

from the suspects – quickly! You don’t have to tell your story to everyone, and it’s OK to ask questions to determine who is qualified to hear your story. Far too many salespeople working trade shows drop immediately into their spiel once someone hesitates even for a second or two in front of the booth, deciding whether or not he or she wants to see and hear more.

Don’t serve as an educator at a trade show. You should be asking questions to determine who gets your time and energy. At the same time, you should be looking for a decision, even if it’s a “no,” from the prospects you are talking to at the booth. Sometimes it’s worse to have too many leads after a show is over than too few.

The pace of trade-show selling is more accelerated than the standard sales call. While you are selling one prospect, 10 more could be passing you by. Get the proper training to “juggle” prospects simultaneously. Learn how to get prospects to tell you what they want in a hurry.

Bob Bolak, president of Sandler Training in northwest Denver, can be reached at bbolak@sandler.com.



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Cannabis credit co-ops interesting, but flawed

Concerned over the lack of access to banking services faced by Colorado's new marijuana-related businesses (MRBs), a problem I chronicled in the last edition of this column, the Colorado Legislature has tried to craft a state-level remedy.

The Legislature's attempt, found in House Bill 14-1398, is the creation of new entities called "cannabis credit co-ops."

Unfortunately for the businesses, the bulk of the problem this legislation tries to address must be solved at the federal level, and the bill reveals the Legislature's recognition that its efforts may serve little purpose absent federal change.

Co-ops would be regulated by the state commissioner of financial services – similar to credit unions but with differences specific to the supervision of MRB-related finances. The commissioner could approve charters for only 10 co-ops statewide at any one time. Co-ops would be required to have not less than eight Colorado residents serving as incorporators. The legislation provides steps the incorporators must take to receive a charter, details about the required bylaws, background checks and membership requirements, and instructions for the commissioner.

Co-ops receiving charters would be empowered to accept member savings either as payment on shares or as deposits, make loans to members and other co-ops, make deposits into standard banks and national financial institutions insured by an agency of the federal government (but only if those institutions voluntarily accept such deposits, which is unlikely because all such deposits would come from federally illegal activity) and invest in bonds, stocks, mutual funds and other securities.

Since the intent of co-ops is to give MRBs a lawful alternative to their present cash-only operations, the legislation seems sensible. However, limitations and disclaimers included in the legislation reveal the possibility that no charters will ever be issued, and demonstrate how this issue can be solved only by changes in federal law.

For example, beyond the background checks and other application requirements, the bill provides that before a charter is issued, the incorporators "must provide to the commissioner written evidence of approval by the Federal Reserve

System Board of Governors for access by the co-op to the Federal Reserve System in connection with the proposed depository activities of the co-op." This seems unlikely.

If such approval is obtained, then the commissioner and the director of the Department of Regulatory Agencies must "convene a stakeholder group, including all trade associations representing banks and credit unions, to identify conflicts ... between this article and other provisions of state law ..." All such conflicts must be resolved by the General Assembly before the commissioner can issue a charter.

Following receipt of a charter, practical operations for co-ops will remain very risky business. Co-ops must inform members and prospective members of several substantial pitfalls:

Unfortunately for the businesses, the bulk of the problem this legislation tries to address must be solved at the federal level.

Federal law does not authorize co-ops to accept proceeds from MRBs.

Deposits with and the capital of co-ops are subject to seizure by the federal government and the state is not obligated to defend co-ops in that event.

Deposits are neither federally insured nor backed by the state.

Members must absorb the risk that co-ops could become one-stop shops for the federal government to seize the assets of multiple MRBs.

As an additional disincentive to co-op membership, the legislation acknowledges that co-ops must "comply with all applicable requirements of federal law." These requirements include all of the Suspicious Activity Reports, background due-diligence programs, and customer identification policies that banks and MRBs find so unappealing with the current system.

In the end, while HB 14-1398 may score political points with MRB supporters, the legislation, if signed into law by Gov. John Hickenlooper, may have no practical effect absent changes in federal law.

Daniel W. Jones, an attorney for Coan, Payton & Payne LLC at the Greeley office, can be reached at djones@cp2law.com or 970-339-3500.



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Demand exceeds supply of residential properties

No balance anywhere in this market

The local residential real estate market is all about the inventory of homes for sale – or, better said, the lack of homes for sale.

The normal calculation is an average of the last 12 months of home sales divided by the current total listings to get a figure of supply.

Generally a supply of six months is considered a balanced market. Less than a six-month supply gives the sellers an advantage, more than a six-month supply is considered a buyer's market.

Using this formula, in the last 12 months in the four-county area (Boulder, Broomfield, Larimer and Weld), there were 18,447 homes sold. This is a demand of 1,500 homes per month. At the end of April, there were 5,795 active list-



REAL ESTATE
Dave Pettigrew

Local home sales Year-to-date (January - April)

	2013		2014		% Increase Sales	% Increase Price
	Sales	Med. Price	Sales	Med. Price		
Boulder County	1,464	\$325,000	1,281	\$350,000	-12.5%	7.7%
Broomfield County	337	\$277,500	314	\$299,500	-6.8%	7.9%
Larimer County	1,844	\$231,950	1,704	\$245,000	-7.5%	5.6%
Weld County	1,410	\$196,950	1,519	\$219,000	7.7%	11.2%
TOTAL/AVG.	5,055	\$240,850	4,818	\$254,000	-4.7%	5.5%

Source: Dave Pettigrew

ings so the supply was 3.8 months, about 65 percent of a normal market.

We prefer to make a couple of adjustments to this figure. The market is cyclical and we predict the demand over the next six months will be for 11,000 homes or 1,800 per month. The other adjustment is that of the 5,795 active listings at the end of April, 2,583 were under contract so the net active listing inventory is just 3,212 homes or a 1.75-month supply.

It is even worse in the lower price ranges. For homes priced up to \$300,000, there are 2,529 homes listed but 1,491 are under contract,

leaving a net supply of 1,038 homes. The demand over the next six months will be in the range of 7,000 homes or 1,200 per month. On this basis, we have less than a one-month supply of homes available for purchase.

This demand is reflected in the "days to offer," which stands at 41 for the year to date. For comparison purposes, the figure was 68 days last year and as recently as 2011 it was 105 days.

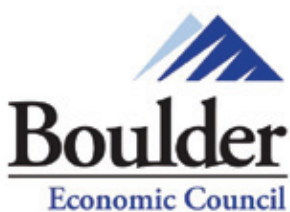
For the year to date, sales are holding fairly steady compared with last year with a current 4.7 percent decrease. We should point out that last year was a record-breaking one for home sales and that, even with

the small decrease in sales this year, when coupled with the 5.5 percent price increase, the total volume of \$1.5 billion for this year to date is the highest on record.

Obviously sellers are in control of the market, and it would seem like the relatively modest price increases are not enough to convince many of them to put their home on the market. If they are simply selling one to buy another, they probably can expect to enjoy the selling experience, but then they have to scramble on the "buy" side so many are holding tight. The only two things that are going to help are the thousands of homes purchased by investors or foreclosed on by banks during the recession that may be coming to market as leases expire, plus the construction industry, which is scrambling to build new homes to meet the demand.

We are entering the peak buying season with very limited inventory, and it is going to be difficult to prevent prices from reaching double-digit increases. Stay tuned!

Pam and Dave Pettigrew are local real estate brokers. Contact them at 2700 S. College Ave., Fort Collins 80525, at FCRealtor@msn.com or 970-282-9305.



2014 Boulder Economic Summit

Wednesday, May 21

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- Breakout sessions with local company executives discussing Advanced Manufacturing, Consumer Manufacturing and Manufacturing Research and Development
- Closing Panel: "Sustaining our Manufacturing Economy" with Moderator Frances Draper, CU Boulder Vice Chancellor for Strategic Relations.

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EARTHQUAKE from 1A

and deep-well wastewater disposal. Other states participating in the working group are Arkansas, California, Illinois, Indiana, Kansas, Ohio, Oklahoma, Pennsylvania, Texas and West Virginia.

The oil and gas compact commission is a multi-state governmental agency that seeks to conserve oil and natural-gas resources while protecting health, safety and the environment. The groundwater council is a nonprofit that works with state agencies to protect groundwater. The two organizations have joined forces to explore earthquakes caused by injecting oil and gas wastewater into wells thousands of feet beneath the earth's surface. They plan to share science, research and practical experience to minimize risk and enhance readiness when quakes occur.

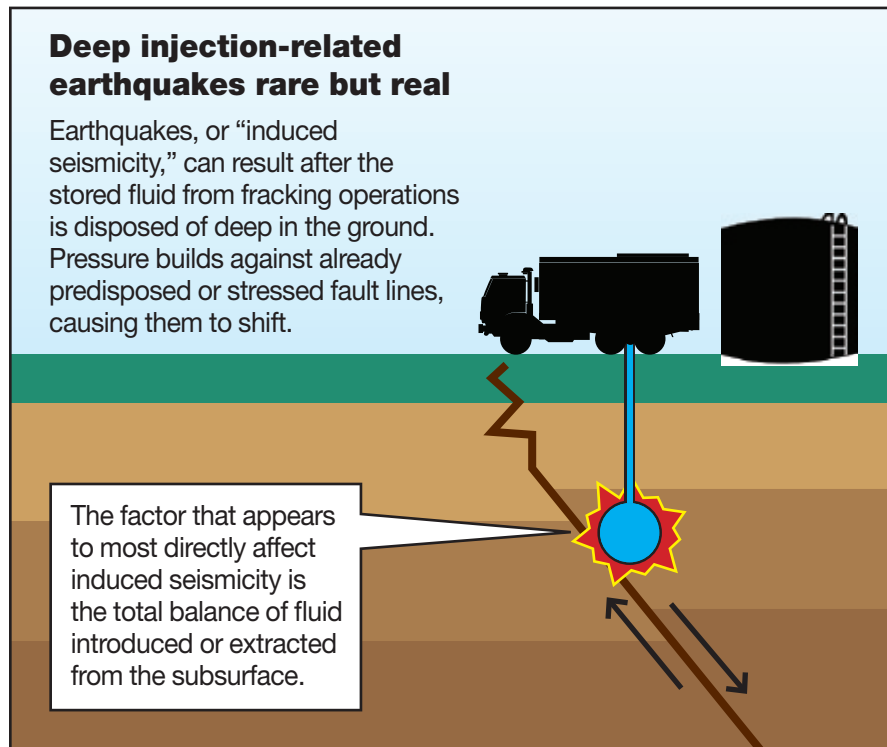
Quakes have increased dramatically in Oklahoma this year, and members of the working group have said they are interested in better understanding the phenomenon. A new U.S. Geological Survey and Oklahoma Geological Survey analysis found that 145 earthquakes of magnitude 3 or greater occurred in Oklahoma from January through May 2. The number of earthquakes during the first four months of 2014 already has broken the record of 109 earthquakes set in 2013.

"A likely contributing factor to the increase in earthquakes is triggering by wastewater injected into deep geologic formations," said the U.S. Geological Survey and Oklahoma Geological Sur-

Deep injection-related earthquakes rare but real

Earthquakes, or "induced seismicity," can result after the stored fluid from fracking operations is disposed of deep in the ground. Pressure builds against already predisposed or stressed fault lines, causing them to shift.

The factor that appears to most directly affect induced seismicity is the total balance of fluid introduced or extracted from the subsurface.



STEVE MILLER/BIZWEST

vey in a statement.

Oil and gas wastewater comes from liquid used in hydraulic fracturing, or fracking, a drilling technique where companies pump millions of gallons of fresh water, sand and chemicals into a drilled hole to extract a mixture of oil and natural gas. Operators have not found a way to economically recycle the leftover water, filled with minerals once it rises to the surface, so they haul it away from the drilling site in trucks and pump it deep underground, where it does not rejoin the water cycle.

The Colorado Oil and Gas Con-

servation Commission regulates more than two dozen deep-injection wells in the greater Wattenberg area designated specifically for exploration and production waste.

The state oil commission regulates the wells to protect drinking water sources. Injection zones must meet criteria showing that an aquifer is unlikely ever to be used as a source for drinking water and that the well isn't near sensitive underground faults.

Although most earthquakes in Colorado occur naturally, the state has a unique history related to human-caused earthquakes and deep-well wastewater disposal. No quakes have been directly linked to fracking.

From 1963 to 1967, a series of earthquakes occurred when wastewater was disposed into a 12,000-foot-deep well at the Rocky Mountain Arsenal northeast of Denver. The earthquakes, the earliest known underground wastewater disposal-related tremors, stopped in 1968 after the Army slowly removed wastewater from the well.

Earthquakes at Rocky Mountain Arsenal came before the state developed regulations on injecting wastewater underground. Much of the research done on the subject since then has been conducted in Colorado and has helped the state develop a better understanding of how to reduce human-caused earthquakes.

Wastewater injection from coal-bed methane production in the Raton Basin west of Trinidad may have caused multiple earthquakes during the past few years, including a 5.3-magnitude tremor in August 2011, said Robert Williams, a geophysicist for the U.S. Geological Survey's Earthquake Hazards Program. The federal agency is researching the subject with help from university researchers.

"There's lots of wastewater disposal wells, which are what we think is the main culprit, but not every disposal well is producing felt earthquakes," he said. "We don't really understand this problem completely, but it's being actively studied."

Williams was not aware of any earthquakes able to be felt by people that were caused by oil and gas wastewater

injection in Northern Colorado, the most active oil and gas development region in the state.

Nationwide, deep-underground disposal of fracking wastewater poses some risk for increased earthquake activity, but relatively few quakes have been recorded over the past several decades, according to a 2012 study from the National Research Council. Fracking itself poses little risk for causing earthquakes that people can feel.

David Dillon, one of the researchers who conducted the study, said the risk of a deep-injection well causing an earthquake that people can feel is "very small."

Injection of fluid near cracks in rocks that make up underground fault systems that allow large blocks to move separately can cause earthquakes, he said. Fluids can lower frictional forces that hold these rocks in place, causing rocks along the fault to move.

At the time of the National Research Council's study, just eight of about 151,000 deep wells used for oil and gas wastewater disposal caused earthquakes, said Dillon, a petroleum engineer who has expertise in deep-injection wells and induced earthquakes.

Most of the earthquakes produced quakes with a magnitude of 4. One of those tremors in Oklahoma registered a magnitude of 5.6 in 2011. The quake caused property damage, but no injuries were reported.

"Only deep faults can store enough energy to produce a large-magnitude earthquake at the surface," Dillon said. "The depths currently used for the underground injection of waste fluids do not store enough energy for a large-magnitude earthquake."

"To date, only magnitude 4 and one magnitude 5 earthquake have been caused by the injection of underground fluids," Dillon said.

The state oil commission, charged with regulating the industry, will update the earthquake working group on the situation in Colorado, commission director Matthew Lepore said.

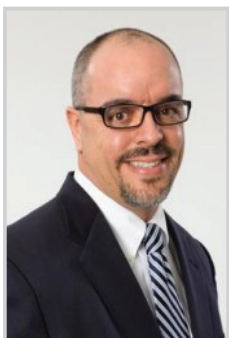
"There's not much of an update for us to give here," he said. "We have a fairly detailed program, and if other states don't have that, we obviously would want to share that sort of information with them."

Lepore said it's too early to tell whether the working group would lead to new state regulations on deep-injection wells. He is interested, however, in learning more about earthquakes that have occurred in other states, such as Oklahoma.

Stuart Ellsworth, a petroleum engineer for the state oil commission, believes the risk of earthquakes caused by wastewater disposal in Colorado's deep wells is "very low." The state closely regulates oil and gas wastewater wells in Colorado by limiting where the wells are located, the volume of water disposed and the kinds of rock formations where water can be injected.

"It's a very detailed review," Ellsworth said.

Steve Lynn can be reached at slynn@bizwestmedia.com and 303-630-1968 or 970-232-3147. Follow Lynn on Twitter at @SteveLynnBW.

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NEWSMAKER from 23A

(Food critic and blogger) Kristin Mastre and (graphic designer) Ellen Bryant joined forces to create Four Course Marketing over a year ago. We've also had startups who work from Cohere hire Cohere's freelancer members. Derek Haynes of Scout snapped up the freelance Rails developer, Matt Rose, and now they have their own office space in Old Town. It's so rewarding to see relationships form and grow even when people are no longer a part of Cohere.

Q: How many people are members of Cohere?

A: 46 and growing.

Q: Can you give me your elevator pitch for co-working?

A: Cohere is a collaborative shared

office community for people who normally work from home but don't like it.

Working at home can be incredibly isolating for many people and is fraught with the distractions of pets, kids, dishes and lawn mowing. When you join a co-working space, you give your brain permission to be wildly productive while co-working, and then you can really relax when you get home. Most members enjoy the routine of getting dressed to come to work instead of staying in PJs all day. They can finally form connections in real life instead of relying on social networks. They hire out work to one another, barter website updates for

pizza or a press release, and there is a delightful sense of peer pressure when everyone else is concentrating and typing; you feel like you should crank on your to-do list as well.

Q: At most any office, at some point conflict arises. How do you handle conflict/disagreements at Cohere?

A: Rock, paper, scissors and doughnut buying when bets are lost.

Q: Any advice for a first-time co-worker?

A: Come with an open mind, accept generosity and be helpful when it makes sense for you. You'll likely be extremely productive too, so be prepared for that.

DIERSCHOW from 23A

looked at both traditional and innovative solutions.

What do some goals typically look like?

- I want to be able to extract a certain profile of cash flow.
- I need assurances that I'll be able to continue to live off this income for a period of time.
- I want my leadership team, employees, customers and partners to be taken care of.
- I'd like the new owner to be ideally suited to the challenges this company will be facing.
- I want to change my lifestyle.
- I definitely do (or don't) want to continue being involved in the business.
- I want to invest in starting up something new.

When I'm helping my clients through those questions, my role is to ask "Why?" and "What does that mean?" Over time, we emerge at a balanced and compelling vision of what the ideal future will look like.

What are some of the scenarios you might want to explore?

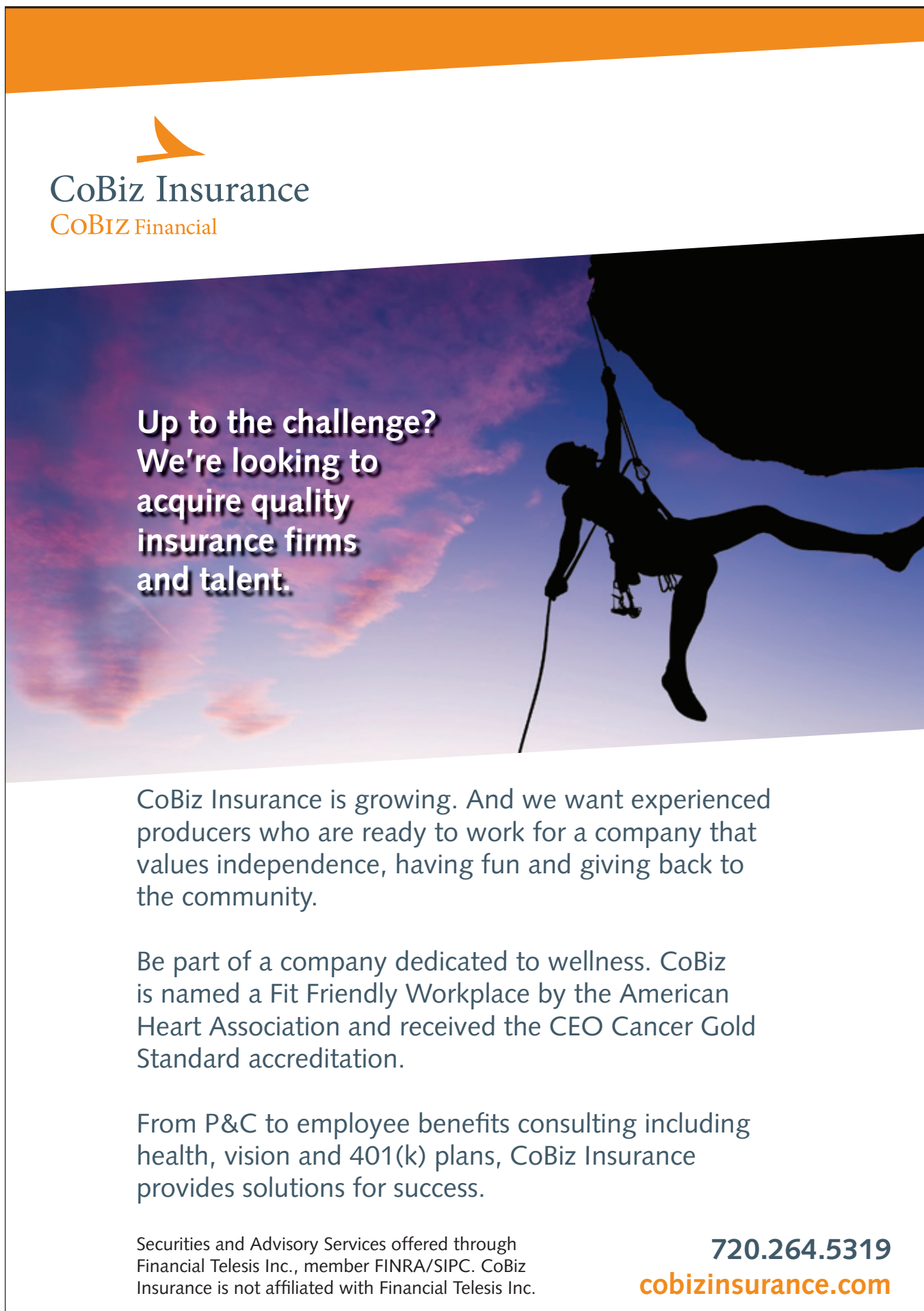
- A buyout by someone looking to enter your industry/
- Moving yourself out of day-to-day operations into just an investor/adviser role, as a transition step.
- Acquisition by a competitor, partner, customer or supplier.
- Shutting down the business and selling off the assets.
- Selling the business to your existing executive team.
- Using the opportunity to change the vision and direction of the company.

Under most scenarios, it's critical to get a fair and objective valuation of your business. I'd almost always advise pulling in a professional, because there are just too many traps and pitfalls which can steer you off course. They'll also look at the state of your industry and your company's trajectory, not just the current valuation. Because you'll probably have time to work on improving financial health, they also can steer you toward making better decisions before you exit the business.

I've talked mostly here about the company's side of this decision. Just as important, though, is the personal side. Who do you want to be after the transition? What will you be doing?

My belief is that this topic is hot right now because we're recovering from the recession, and aging business owners are looking at this as potentially the right time to retire. If you're thinking that way, you should start working on options now. Even if you don't exit your company any time soon, you'll learn some highly valuable concepts.

Carl Dierschow is a Small Fish Business Coach based in Fort Collins. His website is smallfish.us.



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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

DOUGLAS J MINOR, 208 E Cleveland Street, Lafayette; Case #2014-15384, Date Filed: 4/24/2014

JASON BREIDNER, 940 North Street #4, Boulder; Case #2014-15372, Date Filed: 4/24/2014

DEBORAH BENJAMIN KNOLL, 464 Muirfield Circle, Louisville; Case #2014-15387, Date Filed: 4/24/2014

BILLY DARREL DOWNS, Po Box 270280, Louisville; Case #2014-15482, Date Filed: 4/24/2014

LAWRENCE VIRGIL RODRIGUEZ, 3919 Dale Dr, Lafayette; Case #2014-15482, Date Filed: 4/25/2014

ROGELIO JORDAN, 50 19th Ave #33, Longmont; Case #2014-15496, Date Filed: 4/26/2014

MICHAEL DONAVINE LEE, 1820 Lincoln Dr, Longmont; Case #2014-15530, Date Filed: 4/26/2014

JULANE MAE ROBERTS, 1129 Vivian Street, Longmont; Case #2014-15534, Date Filed: 4/26/2014

LILIAN P SOLIS, 1415 Kay Street #4, Longmont; Case #2014-15537, Date Filed: 4/26/2014

DEBORAH ANN KLINE, 1419 North Coffman #14, Longmont; Case #2014-15550, Date Filed: 4/26/2014

LINDA JOLLEEN FAWCETT, 10910 Turner Blvd Space #20, Longmont; Case #2014-15716, Date Filed: 4/30/2014

MARTHA MAY NELSON, 30 Princeton Circle, Longmont; Case #2014-15725, Date Filed: 4/30/2014

JEFFREY LEWIS DANN, 2974 Nogales Court, Boulder; Case #2014-15757, Date Filed: 4/30/2014

MARY A YOSICK, 2450 Airport Rd #A102, Longmont; Case #2014-15759, Date Filed: 4/30/2014

OWEN CORWIN, 314 Sweet Valley Ct, Longmont; Case #2014-15865, Date Filed: 5/1/2014

JESSE JOSHUAJUDE MOSS, 386 East Raintree Court, Louisville; Case #2014-15901, Date Filed: 5/1/2014

KATHRYN M LITTLE-JOHN, 630 Lashley Street #206 B, Longmont; Case #2014-15952, Date Filed: 5/2/2014

CHET HILKERT, 1298 Nonaham St, Erie; Case #2014-15953, Date Filed: 5/2/2014

Chapter 13

ROBERT WILLIAM DALESSANDRO, 6994 Firerock Court, Boulder;

Case #2014-15346, Date Filed: 4/24/2014

EDWARD ALLEN BROSSMAN, 14798 N 115th St, Longmont; Case #2014-15818, Date Filed: 5/1/2014

Broomfield County Chapter 7

JENNIFER NICOLE JACKSON, 355 Aspen Court, Broomfield; Case #2014-15562, Date Filed: 4/26/2014

CHARLETTE KAY STAFFORD, 8015 W 120th Ave, Broomfield; Case #2014-15750, Date Filed: 4/30/2014

MISSY LOUISE STEWARD, 845 Nickel Street, Broomfield; Case #2014-15782, Date Filed: 5/1/2014

SHERRY LYNN SAF, 9 Pinon Pl, Broomfield; Case #2014-15839, Date Filed: 5/1/2014

BRIAN WAYNE MOORE, 220 Summit Blvd #426, Broomfield; Case #2014-15900, Date Filed: 5/1/2014

SHARYN MONTGOMERY, 816 Lexington Ave, Broomfield; Case #2014-15919, Date Filed: 5/2/2014

SCOTT ANDREW GADBOIS, 2885 E Midway Blvd, Broomfield; Case #2014-15922, Date Filed: 5/2/2014

BLAYRE BRITNI STEVENS, 13400 Grove Way, Broomfield; Case #2014-15943, Date Filed: 5/2/2014

Chapter 13

MELISSA ANN SOLANO, 1178 Opal St #202, Broomfield; Case #2014-15383, Date Filed: 4/24/2014

WILLIAM IRVIN TROXLER, 434 Hickory St, Broomfield; Case #2014-15401, Date Filed: 4/24/2014

Larimer County Chapter 7

TROY FRED MULLIS, 3090 8th St Sw, Loveland; Case #2014-15349, Date Filed: 4/24/2014

PAUL SCOTT BURDICK, 408 E 32nd Street, Loveland; Case #2014-15351, Date Filed: 4/24/2014

NATHAN ALLEN SCHWEIGERDT, 1925 Pecan St Apt A, Fort Collins; Case #2014-15376, Date Filed: 4/24/2014

JACK CHARLES GELFAND, 2306 Alexis St, Loveland; Case #2014-15389, Date Filed: 4/24/2014

KENT STEPHEN CHAO, 919 James Court Apt 1, Fort Collins; Case #2014-15398, Date Filed: 4/24/2014

JENNIFER ANN MUELLER, 4205 Suncrest Ct, Fort Collins; Case #2014-15415, Date Filed: 4/25/2014

DANNY CRAIG JOHN-SON, 2421 Dalton Dr, Fort Collins; Case #2014-15417, Date Filed: 4/25/2014

JEANNA DEE REM-MICK, 2827 Stover St, Fort Collins; Case #2014-15428, Date Filed: 4/25/2014

ANTHONY ALEXANDER CORRAL, Po Box 272848, Fort Collins; Case #2014-15440, Date Filed: 4/25/2014

DEBORAH SUE ARMES, 869 Glenloch Drive, Fort Collins; Case #2014-15472, Date Filed: 4/25/2014

DOROTHY A NORTH-BURG, 221 West 57th Street, Loveland; Case #2014-15486, Date Filed: 4/26/2014

KAREN JO BAUMANN, 328 Saint Louis Ave, Loveland; Case #2014-15506, Date Filed: 4/26/2014

RALPH EDWARD STRASSBURG, 1663 Jade Drive, Loveland; Case #2014-15508, Date Filed: 4/26/2014

MARANDA NICOLE WRIGHT, 4412 E Mulberry St Lot 38, Fort Collins; Case #2014-15521, Date Filed: 4/26/2014

JAMES E DIXON, 4319 Filbert Drive, Loveland; Case #2014-15586, Date Filed: 4/26/2014

STEVEN EARL CAMP-BELL, 1112 Oakridge Drive Ste 104, Fort Collins; Case #2014-15587, Date Filed: 4/26/2014

DEANNA MARIE MALARA, 505 Sundisk Drive, Loveland; Case #2014-15588, Date Filed: 4/26/2014

DANIELLE LYNN SABADOS, 3605 Butternut Drive, Loveland; Case #2014-15611, Date Filed: 4/27/2014

JAMES TODD DODGE, 2500 E Harmony Rd #335, Fort Collins; Case #2014-15625, Date Filed: 4/29/2014

JAMES KEENAN ROUT-ZAHN, 1057 Franklin Street, Loveland; Case #2014-15637, Date Filed: 4/29/2014

SHAWN ROBERT KASTL, 2150 Chelsea Drive, Loveland; Case #2014-15653, Date Filed: 4/29/2014

GABRIEL HERNANDEZ CRUZ, 1217 Emigh St, Fort Collins; Case #2014-15710, Date Filed: 4/30/2014

SCOTT ALAN RIGOT, 221 West 57th St, Loveland; Case #2014-15714, Date Filed: 4/30/2014

DEON WAYNE DAVIS, 2619 Yorkshire Street, Fort Collins; Case #2014-15730, Date Filed: 4/30/2014

DANIELLE LYNN SPERRY, Po Box 270455, Fort Collins; Case #2014-15732, Date Filed: 4/30/2014

BRANDICE JEAN ABERNATHY, 2253 County Road 46, Berthoud; Case #2014-15743, Date Filed: 4/30/2014

JACQUELINE E TUCK, 361 Pin Oak Drive, Loveland; Case #2014-15881, Date Filed: 5/1/2014

THORSTEN MICHAEL HAUBER, 550 Kathryn Court, Loveland; Case #2014-15886, Date Filed: 5/1/2014

WILL JORDAN SOLIS, 733 East 5th Street, Loveland; Case #2014-15962, Date Filed: 4/25/2014

Chapter 11

ROCKY MOUNT HYDRO SEEDING LLC, 1925 W County Rd 54g, Fort Collins; Case #2014-15419, Date Filed: 4/25/2014

Chapter 13

MICHAEL RAY BOESE, 713 Horizon Ave, Fort Collins; Case #2014-15413, Date Filed: 4/25/2014

JEFFREY RYAN JR GRUNDY, 2250 W 44th Street, Loveland; Case #2014-15420, Date Filed: 4/25/2014

FAYE ELIZABETH MARTIN, 140 N Sherwood Street, Fort Collins; Case #2014-15645, Date Filed: 4/29/2014

EDWARD L MILLER, 3512 Chestnut Avenue, Loveland; Case #2014-15667, Date Filed: 4/29/2014

CHRISTOPHER L PEDERSON, 1828 Yorktown Ave, Fort Collins; Case

#2014-15766, Date Filed: 4/30/2014

DAVID S RUSSELL, 1656 Jo Ann Court, Loveland; Case #2014-15793, Date Filed: 5/1/2014

JUNE ALBERTA SCHMIDT, 3452 N Madison, Loveland; Case #2014-15977, Date Filed: 5/2/2014

Weld County Chapter 7

REYES S CHAVEZ, 724 Glen Dale Pl, Dacono; Case #2014-15303, Date Filed: 4/23/2014

JODY JEAN MOE, Po Box 607, Frederick; Case #2014-15335, Date Filed: 4/23/2014

MELANIE JEAN TRUJILLO, 14534 Picadilly Rd, Brighton; Case #2014-15347, Date Filed: 4/23/2014

RACHEL ANNE ANDERSON, 3213 67th Ave, Greeley; Case #2014-15400, Date Filed: 4/24/2014

KEVIN EUGENE LANG-MACHER, 6161 Taylor Street, Frederick; Case #2014-15404, Date Filed: 4/24/2014

EDWARD ALLEN CRISPE, 14285 Cr 46, Platteville; Case #2014-15424, Date Filed: 4/25/2014

CARIE MELISSA WELLENREUTHER, 2034 Village Dr, Milliken; Case #2014-15443, Date Filed: 4/25/2014

KAREN JEAN SIM-MERING, 342 Birch Circle, Brighton; Case #2014-15444, Date Filed: 4/25/2014

AARON MICHAEL GIAUQUE, 2520 Crescent Cove Drive #8, Evans; Case #2014-15487, Date Filed: 4/26/2014

JAMES JOHN OLSON, 183 Mesa St, Brighton; Case #2014-15495, Date Filed: 4/26/2014

JOSE MARIA MARRUFO, 5404 Lilac Court, Evans; Case #2014-15514, Date Filed: 4/26/2014

SUZANNE MARIE GLAZE, 273 Prairie Ct, Eaton; Case #2014-15528, Date Filed: 4/26/2014

LAWRENCE EARL BEEMAN, 5609 W 1st Street, Greeley; Case #2014-15544, Date Filed: 4/26/2014

KRIS PUENTE, 323 Linden Oaks Dr, Ault; Case #2014-15551, Date Filed: 4/26/2014

CANDICE E POLAND, 134 49th Ave Pl, Greeley; Case #2014-15581, Date Filed: 4/26/2014

MICHAEL S THWAITS, 5775 W 29th St #606, Greeley; Case #2014-15582, Date Filed: 4/26/2014

JOSEPH A STIEBER, 1402 41st Ave, Greeley; Case #2014-15583, Date Filed: 4/26/2014

STEVEN E GORDY, 1913 86th Ave, Greeley; Case #2014-15585, Date Filed: 4/26/2014

RUSSELL JAY LESSER, 4313 W 30th Avenue, Greeley; Case #2014-15610, Date Filed: 4/27/2014

JOSE LUIS VASQUEZ, 2526 10th Avenue, Greeley; Case #2014-15613, Date Filed: 4/27/2014

TRAVIS RUSSELL WILSON, 3750 W 24th Street 10203, Greeley; Case #2014-15630, Date Filed: 4/29/2014

CINDY LYNN VAN-DUYN, 250 E Egbert St, Brighton; Case #2014-15640, Date Filed: 4/29/2014

ERIC DILLON TABLER, 2283 Black Duck Avenue, Johnstown; Case #2014-15648, Date Filed: 4/29/2014

ELLIE R TUCKER, 12816 Jasmine Street, Brighton; Case #2014-15655, Date Filed: 4/29/2014

JOANN L BRUNTZ, 229 1st St Unit H, Windsor; Case #2014-15662, Date Filed: 4/29/2014

DELMOS J HUDGENS, 381 Buffalo Dr Unit G, Windsor; Case #2014-15663, Date Filed: 4/29/2014

➤ See Record, 40A

HEMP from 3A

of their applications approved and another two were awaiting authorization.

Only two have been denied for inadequate documentation, one in Weld County and another in Boulder County.

Ken Stanton, a high school teacher who plans to grow hemp in Fort Collins, said he is growing the crop through his business, Amagi Agriculture, to research what strains grow best and their applications, including paper and oil production.

Stanton, an engineer who holds a Ph.D., said if he can build his busi-

ness, he may work on the project full time but for now only will plant a fraction of an acre indoors. Growing the plant outdoors would add too many variables, such as weather, light, humidity and temperature, to his experiment.

"We don't really have a lot of history of the varieties we're using in Colorado," Stanton said. "We just don't know what they're going to be used for."

The lack of hemp seed and legal barriers to importing it have posed challenges for growers such as Stanton, although he says he obtained his

hemp seed legally within the state.

"Getting seed is still challenging," he said.

Morris Beagle, owner of Colorado Hemp Co. in Loveland, expects the hemp industry to generate jobs and contribute to the state's economy. He thinks educational efforts about hemp, including events such as the Northern Colorado Hemp Festival, have led to heightened interest in the Boulder Valley and Northern Colorado. U.S. Rep. Jared Polis, D-Colo., also once held a forum on industrial hemp and its importance to the economy in Fort Collins.

"There's been education that's been going on for several years," Beagle said. "I'm glad the farmers are paying attention."

While marijuana decriminalization has generated some negative headlines, hemp has remained a positive aspect of Amendment 64, he said.

"There's nobody speaking out against hemp," he said, "because there's nothing to speak out against."

Steve Lynn can be reached at slynn@bizwestmedia.com and 303-630-1968 or 970-232-3147. Follow Lynn on Twitter at @SteveLynnBW.

EYE from 3A

hemp and ideal growing conditions.

Hemp research fits with the university's mission as a land-grant institute with strong agricultural roots and support of economic development statewide, he said.

"In the agribusiness area, the possibility of hemp as a new cash crop

for Colorado was something we want to be supportive of as the state looks at how to realize this opportunity," he said.

CSU's hemp research has not started yet, but faculty members in the College of Agricultural Sciences and any other college that has a rel-

evant interest in the plant will study it, he said. CSU also will notify the Drug Enforcement Administration that it plans to grow the plant.

But don't think that CSU will help marijuana growers with their crops.

"CSU and its employees are

not permitted to assist people in furtherance of an illegal activity," spokesman Mike Hooker said. "Until such time as the federal government changes its position on marijuana, CSU will not be providing any advice on how to better grow marijuana."

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METHANE from 3A

The new rules require leak detection from tanks, pipelines and other drilling and production processes, using devices such as infrared cameras.

Hock noted, however, that CU's aerial study cannot accurately measure pollution coming from sources on the ground such as oil and gas facilities.

"It doesn't directly indicate where the emissions are coming from," he said.

He said a yearlong study funded by the Environmental Defense Fund as well as Encana and other oil and gas companies and conducted by researchers at the University of Texas-Austin found that total emissions measured directly from oil and gas facilities were lower and in line with EPA estimates.

Sweeney acknowledged that direct measurements of individual oil and gas facilities were more difficult to obtain from the air. He also said that his study was limited because it could not pinpoint individual leaks, but noted that his study's air measurements give a broader sense of emissions from all facilities.

CU scientists plan to do further research using balloons and aircraft as well as mobile laboratories and other ground-based equipment on motor vehicles, power plants, indus-

trial activities, agriculture, wildfires and other sources.

Stan Dempsey, president of the Colorado Petroleum Association, said he has not reviewed the study's findings, but oil companies that are members of the lobbying organization are eager to do so.

"Are we absolutely sure that all those methane emissions come from oil and gas?" he said. "What the state hasn't done is fully investigate all the other sources of methane out there."

Doug Flanders, director of policy and external affairs for the Colorado Oil & Gas Association, said he could not comment on the study's results because the industry group has not had a chance to review it. He pointed out, however, that the study was done before Colorado's new air rules went into effect.

The EPA, which maintains an inventory of greenhouse-gas emission reports, could not explain the discrepancies in emission amounts.

As part of the CU study, researchers also detected 25 tons of volatile organic compounds, which can contribute to ozone pollution, compared with a state estimate of 13.1 tons. Colorado's Front Range has exceeded federal ozone standards since 2007.

Researchers also found 380 pounds of benzene pollution per hour versus a state estimate of 50 pounds per hour.

“Are we absolutely sure that all those methane emissions come from oil and gas?”

Stan Dempsey
PRESIDENT
COLORADO PETROLEUM ASSOCIATION

Car and truck tailpipes emit benzene, but findings suggest that oil and gas operations also may be a significant source of the toxic chemical, which can cause cancer.

The study, published in the Journal of Geophysical Research: Atmospheres, builds on previous findings by the researchers about pollution caused by oil and gas activity along Colorado's Front Range. Petron and her team found during their research from 2008 to 2010 that methane pollution was twice as high as estimates from state and federal agencies when Weld had about 14,000 oil and gas wells. Today, Weld has more than 21,100 wells.

Will Allison, director of the state Air Pollution Control Division, said

the state agency is assessing the study to determine the difference between its numbers and the state and EPA emissions inventories. He said it's common for differences to occur in studies done from the air and ones conducted from the ground. Other reasons for the gap could include that the state and EPA are underestimating emissions in Weld or that the CU and NOAA study included emissions from outside Weld that were being attributed to sources in the county.

Still, Allison was not surprised by the higher levels of pollution detected by CU researchers. The findings were consistent with previous results indicating higher methane levels in areas with oil and gas development, he said.

The study justifies the state's new rules passed in February reducing pollution, including benzene, ethane and toluene emissions, he said.

"We agree that methane leakage is an important issue and we believe that there are some common-sense, cost-effective things folks can do to limit methane leakage and other (volatile organic compound) emissions," Allison said. "That's what our rulemaking was targeting."

Steve Lynn can be reached at slynn@bizwestmedia.com and 303-630-1968 or 970-232-3147. Follow Lynn on Twitter at @SteveLynnBW.

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Nomination forms available at [NCBR.com/nominate](http://www.ncbr.com/nominate)

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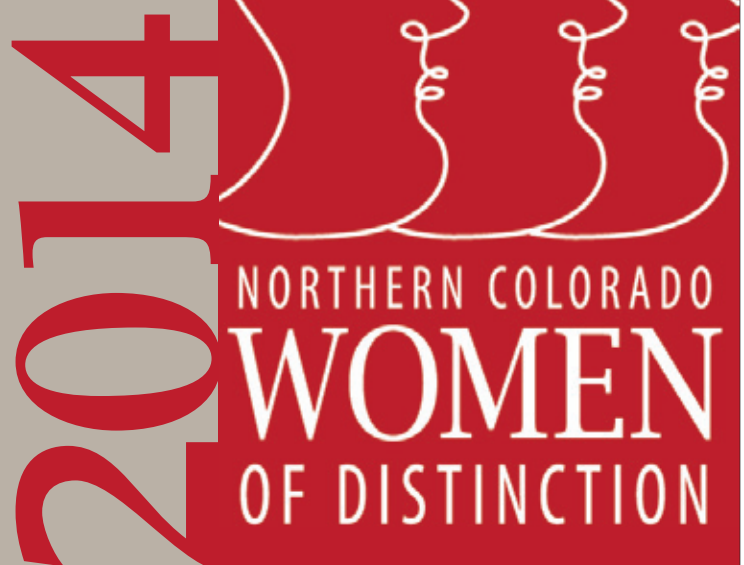
Complete nominations at <http://www.ncbr.com/nominate>, or mail them to Women of Distinction, BizWest, P.O. Box 270810, Fort Collins, CO 80527.

Nominations are due by June 15.

To become a Women of Distinction sponsor contact:

Sandy Powell
spowell@bizwestmedia.com
970-232-3144 and 303-630-1945

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In 2014, Northern Colorado Women of Distinction — women committed to our community and who exemplify the best of success — will be honored at a breakfast event on August 6, 2014 at the Embassy Suites – Loveland. Eleven women will be honored for their achievements in business, philanthropic and government organizations. Profiles of the 2014 Women of Distinction will be published in an August issue of BizWest, the business journal for the Boulder Valley and Northern Colorado.



FOR THE RECORD

RECORD from 37A

OOSHON A BROWN, 838 Durum St, Windsor; Case #2014-15664, Date Filed: 4/29/2014

STACY LYNN OSTER-MILLER, 3606 Ponderosa Court Unit 12, Evans; Case #2014-15713, Date Filed: 4/30/2014

JESUS OCTAVIO CARRILLO, 413 Cedar Avenue, Brighton; Case #2014-15737, Date Filed: 4/30/2014

SERGIO RAUL MARQUEZ FAVELA, 427 North 8th Avenue, Brighton; Case #2014-15739, Date Filed: 4/30/2014

LETICIA RINCON, 3920 Central St, Evans; Case #2014-15749, Date Filed: 4/30/2014

JENNIFER KUOYEE MOY, 15904 E 124th Ave, Brighton; Case #2014-15749, Date Filed: 4/30/2014

EVE GWEN SANCHEZ, 180 Blue Bonnet Drive, Brighton; Case #2014-15781, Date Filed: 5/1/2014

SHAWN PIERRE ROBI-CHAUD, 14359 County Rd 74, Eaton; Case #2014-15837, Date Filed: 5/1/2014

CODY JAY MILLS, 526 N 28th Avenue Ct, Greeley; Case #2014-15852, Date Filed: 5/1/2014

THERESA LYNN GORDON, 602 Pleasant View Drive, Frederick; Case #2014-15891, Date Filed: 5/1/2014

KARIANN MARTINEZ, 150 Lane Court, Fort Lupton; Case #2014-15918, Date Filed: 5/1/2014

CHRISTOPHER MICHAEL PARKER, 1234 Teakwood Ct, Windsor;

Case #2014-15937, Date Filed: 5/2/2014

RICHARD DWAIN REED, 4551 Carlsbad Drive, Greeley; Case #2014-15957, Date Filed: 5/2/2014

JOSE VELASQUEZAL-VAREZ, 1318 4th Avenue, Greeley; Case #2014-15961, Date Filed: 5/2/2014

Chapter 13

KATHIE LYNN ROBERTS, 213 Abeyta St, Frederick; Case #2014-15328, Date Filed: 4/23/2014

KAILEE ANN MARDESEN, 5019 Ridgewood Dr, Johnstown; Case #2014-15726, Date Filed: 4/30/2014

KENNETH JAMES II JORDAN, 7565 Wcr 59, Keenesburg; Case #2014-15795, Date Filed: 5/1/2014

VICTORIA MARIE ANDERSON, 13541 Wcr 4 1/4, Brighton; Case #2014-15842, Date Filed: 5/1/2014

CRYSTAL MARIE LEE, 12019 Krameria St, Brighton; Case #2014-15843, Date Filed: 5/1/2014

FORECLOSURES Boulder County

BORROWER: Ryan Michael Patrick, 1538 75th St, Boulder. Lender: Robert H Iii Quinn, Amount Due: \$. Case #3374027. 4/9/2014

BORROWER: James William Guercio, Mult Prop. Lender: Metropolitan Life Insurance Co, Amount Due: \$11900000. Case #3375375. 4/17/2014

BORROWER: Caribou Estates Inc, Mult Prop. Lender: Metropolitan Life Insurance Co, Amount

Due: \$11900000. Case #3375376. 4/17/2014

BORROWER: Francisco J & Deysi M Lopez, 128 Fairbanks St, Longmont. Lender: Colorado Housing Finance Autho, Amount Due: \$147198. Case #3375377. 4/17/2014

BORROWER: West Dairy Lic, 12416 N 63rd St, Longmont. Lender: First Citizens Bank Trust Co, Amount Due: \$2347680. Case #3375813. 4/18/2014

BORROWER: William Pitner, 142 Canon Park, Boulder. Lender: Onewest Bank, Amount Due: \$187461. Case #3376348. 4/23/2014

BORROWER: Eric J & Margaret K King, 1215 W Devonshire St, Lafayette. Lender: Springleaf Mortgage Loan Trust, Amount Due: \$164812. Case #3376349. 4/23/2014

BORROWER: Cynthia L & R Bruce Morgan, 4375 Ne County Line Rd, Erie. Lender: Deutsche Bank Trust Co America, Amount Due: \$351277. Case #3376573. 4/24/2014

BORROWER: Thomas R & Denise Fritz, 10325 Sailor Ct, Longmont. Lender: Jpmorgan Chase Bank National A, Amount Due: \$743643. Case #3376574. 4/24/2014

BORROWER: Julie Anne Oldham, 714 Julian Cir, Lafayette. Lender: Wells Fargo Bank Na Trustee, Amount Due: \$185052. Case #3377143. 4/29/2014

BORROWER: Douglas Kurt & Katrina Marie Diener, 55 Baxter Farm Ln, Erie. Lender: Jpmorgan Chase Bank National A, Amount Due: \$427943. Case #3377144. 4/29/2014

BORROWER: Tommy W & Tanya E Daschofsky, 12821 Sheramdi St, Longmont. Lender: Wells Fargo Bank, Amount Due: \$89587. Case #3377145. 4/29/2014

BORROWER: Jay R Seaver, 1338 Sumner St, Longmont. Lender: Bank America National Associat, Amount Due: \$287625. Case #3377146. 4/29/2014

BORROWER: Jay R Seaver, 1344 Sumner St, Longmont. Lender: Bank America National Associat, Amount Due: \$287566. Case #3377147. 4/29/2014

BORROWER: Christian J Burbach, 407 Martin St, Longmont. Lender: Citimortgage Inc, Amount Due: \$65392. Case #3377148. 4/29/2014

Broomfield County

BORROWER: Farrell J Colmenares, 340 Mulberry Cir, Broomfield. Lender: Us Bank National Association, Amount Due: \$145826. Case #3122. 4/19/2014

BORROWER: Robert J Harmoush Trust, V1, Lender: First Citizens Bank And Trust, Amount Due: \$2384997. Case #3328. 4/24/2014

BORROWER: Suzanne & Suzanne A Lis, 254 Beryl Way, Broomfield. Lender: Bank America, Amount Due: \$87438. Case #3360. 4/25/2014

BORROWER: Mitchell K Yarzebinski, 830 Miramonte Blvd, Broomfield. Lender: Us Bank National Association, Amount Due: \$289193. Case #3405. 4/26/2014

BORROWER: Ivan R Condit, 3281 Queen Ct, Broomfield. Lender: Colorado Housing And Finance

A, Amount Due: \$170842. Case #3572. 5/1/2014

Larimer County

BORROWER: Rudolph N & Angie R Baldivia, 2120 Ford Ln, Fort Collins. Lender: Wells Fargo Bank, Amount Due: \$168818. Case #19695. 4/23/2014

BORROWER: Terrance A & Dorothy L Conner, 2413 Dotsero Ave, Loveland. Lender: Jpmorgan Chase Bank, Amount Due: \$100345. Case #19696. 4/23/2014

BORROWER: Keith A Keenan, 82 Hot Spur Ln, Drake. Lender: Citimortgage Inc, Amount Due: \$181319. Case #19986. 4/24/2014

BORROWER: Beth Ried, 408 Galaxy Way, Fort Collins. Lender: Colorado Housing Finance Autho, Amount Due: \$140067. Case #19987. 4/24/2014

BORROWER: James G & Marilyn S Bilyeu, 4924 W County Road 4, Berthoud. Lender: Us Bank, Amount Due: \$227294. Case #19988. 4/24/2014

BORROWER: David M & Lisa A Rodgers, 806 Waxberry Ct, Loveland. Lender: Bank New York Mellon, Amount Due: \$171575. Case #19989. 4/24/2014

BORROWER: Virginia M Nelson, 808 Duffield Ct, Loveland. Lender: Financial Freedom Senior Fundi, Amount Due: \$176945. Case #20141. 4/25/2014

BORROWER: Frank S & Anne Marie Ferrarese, 2601 Killdeer Dr, Fort Collins. Lender: Bank America, Amount Due: \$192915. Case #20771. 4/29/2014

Weld County

BORROWER: Gary D Smith, 1629 57th Ave, Greeley. Lender: Us Bk, Amount Due: \$293869. Case #4008608. 4/15/2014

BORROWER: Kenneth Mark Langley, 340 Park Ave, Pierce. Lender: Jpmorgan Chase Bk, Amount Due: \$124407. Case #4008989. 4/16/2014

BORROWER: Richard & Jane Jones, 5428 Fox Run Blvd, Frederick. Lender: Us Bk, Amount Due: \$239087. Case #4008990. 4/16/2014

BORROWER: Miguel Martinez, 1102 5th St, Greeley. Lender: Community Bk Colo, Amount Due: \$55893. Case #4008991. 4/16/2014

BORROWER: Gregory Michael Denning, 412 Laurel Ave, Eaton. Lender: Bk Am, Amount Due: \$195851. Case #4008992. 4/16/2014

BORROWER: Adrian Granados, 5310 Coyote Dr, Frederick. Lender: Lpp Mtg Ltd, Amount Due: \$192113. Case #4009251. 4/17/2014

BORROWER: Robert L & Coleen A Deane, 2901 41st Ave, Greeley. Lender: Franklin Am Mtg Co, Amount Due: \$198983. Case #4009673. 4/18/2014

BORROWER: James C & William C Schill, 4394 W 2nd St, Greeley. Lender: Nationstar Mtg Llc, Amount Due: \$213711. Case #4009674. 4/18/2014

BORROWER: Douglas & Jennifer Brown, 3830 Martin Ln, Johnstown. Lender: Us Bk, Amount Due: \$169919. Case #4009675. 4/18/2014

BORROWER: Gustavo Reyes Gonzalez, 15075 Mary Ave, Fort Lupton. Lender: Bk Am, Amount Due: \$172435. Case #4010696. 4/23/2014

\$63425. Case #4009676. 4/18/2014

BORROWER: Donald H Ii & Krista Delauter, 13681 Wrangler Way, Mead. Lender: Ocwen Loan Servicing Llc, Amount Due: \$298473. Case #4010049. 4/19/2014

BORROWER: Jose Luis & Lorena Solis, 203 N 23rd Avenue Pl, Greeley. Lender: Pennymac Loan Services Llc, Amount Due: \$104189. Case #4010050. 4/19/2014

BORROWER: Tony Luna, 953 Traildust Dr, Milliken. Lender: Wells Fargo Bk, Amount Due: \$191050. Case #4010351. 4/22/2014

BORROWER: Shalyn M Becker, 4505 Dante St, Evans. Lender: Bk Am, Amount Due: \$168248. Case #4010352. 4/22/2014

BORROWER: David M Jackson, 8171 Morning Harvest Dr, Frederick. Lender: Colo Housing Fin Authority, Amount Due: \$183598. Case #4010353. 4/22/2014

BORROWER: Daniel Levario, 704 Canyon Ln, Lochbuie. Lender: Colo Housing Fin Authority, Amount Due: \$159692. Case #4010693. 4/23/2014

BORROWER: Matthew David & Chris Mckenna, 518 Dunmire St, Frederick. Lender: Wells Fargo Bk, Amount Due: \$138876. Case #4010694. 4/23/2014

BORROWER: Keith & Susan Grable, 13602 Wrangler Way, Mead. Lender: Nationstar Mtg Llc, Amount Due: \$213711. Case #4010695. 4/23/2014

BORROWER: Miguel Reyes Gonzalez, 15075 Mary Ave, Fort Lupton. Lender: Bk Am, Amount Due: \$172435. Case #4010696. 4/23/2014

BORROWER: Stephanie S & Adam W Barry, 6288 Taft St, Frederick. Lender: Bk New York Mellon, Amount Due: \$264448. Case #4011690. 4/26/2014

BORROWER: Celia Garcia, 601 Front St, Platteville. Lender: Us Bk, Amount Due: \$148315. Case #4011691. 4/26/2014

BORROWER: Jim R & Kathy L Burger, 9055 Del Camino Ln, Longmont. Lender: Boulder Valley Credit Union, Amount Due: \$49513. Case #4011990. 4/29/2014

JUDGMENTS Boulder County

DEBTOR: STEVE LOUDEN, Creditor: Azusa Pacific University, Amount: \$75192.57. Case #D-14cv-030036. Date: 4/17/2014

DEBTOR: JAMES D NEMEC, Creditor: Capital One Bk Usa, Amount: \$23026.76. Case #D-14cv-030003. Date: 4/17/2014

DEBTOR: JACQUELINE CECI ODDIE, Creditor: Discover Bk, Amount: \$3106.27. Case #C-14c-030545. Date: 4/17/2014

DEBTOR: MICHAEL A LENZ, Creditor: First Citizens Bk Trust, Amount: \$684372.3. Case #D-14cv-030377. Date: 4/18/2014

DEBTOR: TIMOTHY JONES, Creditor: Cach Llc, Amount: \$17308.2. Case #D-14cv-030033. Date: 4/18/2014

DEBTOR: RICHARD HOLTHUS, Creditor: Liberty Acquisitions Servicing.

➤ See Record, 41A

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FOR THE RECORD

Amount: \$11058.84. Case #C-13c-032371. Date: 4/18/2014

DEBTOR: RICHARD HOLTHUS, Creditor: Liberty Acquisitions Servicing. Amount: \$11058.84. Case #C-13c-032371. Date: 4/18/2014

DEBTOR: MICHAEL J RAMPULLA, Creditor: Boulder Valley Credit Union. Amount: \$15488.85. Case #C-13c-031304. Date: 4/22/2014

DEBTOR: CHARLENE VONSCHLESSEN, Creditor: Advantage Group. Amount: \$1552.71. Case #C-12c-002841. Date: 4/23/2014

DEBTOR: JANET L NELSON, Creditor: Professional Affiliates Co. Amount: \$1654.94. Case #C-07c-004427. Date: 4/23/2014

DEBTOR: SHANE BISSELL, Creditor: Premier Members Fed Credit Uni. Amount: \$6504.36. Case #C-08c-000756. Date: 4/23/2014

DEBTOR: GUY A GIBSON, Creditor: Community Bk Colo. Amount: \$5705490.18. Case #D-11cv-000116. Date: 4/26/2014

DEBTOR: LUJEAN WOOD, Creditor: Boulder Valley Credit Union. Amount: \$6347.84. Case #C-11c-000923. Date: 4/29/2014

DEBTOR: MATTHEW B KEYSER, Creditor: Boulder Valley Credit Union. Amount: \$17731.76. Case #C-13c-031278. Date: 4/29/2014

DEBTOR: FRANK BERNADONI, Creditor: Bruce & Doreen Bulger. Amount: \$168668.66. Case #D-91cv-000204. Date: 4/29/2014

DEBTOR: CONCRETE MANAGEMENT CORP, Creditor: First Citizens Bk Trust Co. Amount: \$2172104.51. Case #D-14cv-030322. Date: 4/29/2014

DEBTOR: ROCKY INC, Creditor: Regency Centers Lp. Amount: \$19434.75. Case #D-13cv-032094. Date: 4/29/2014

DEBTOR: ROCKY W HOFFSCHNEIDER, Creditor: First Citizens Bk Trust Co. Amount: \$40403.28. Case #D-14cv-030323. Date: 4/29/2014

DEBTOR: JEFF LAFERTY, Creditor: Liberty Acquisitions Llc. Amount: \$1327.44. Case #C-10c-004849. Date: 4/29/2014

DEBTOR: DAVID F & LINDA SODERLUND, Creditor: Professional Recovery Longmont. Amount: \$0.0. Case #C-2008c1771. Date: 4/19/2014

DEBTOR: GUZEVEN CONSTR INC, Creditor: Pinnacle Assurance. Amount: \$17068.73. Case #D-09cv5836. Date: 4/22/2014

DEBTOR: ALBERT D ARELLANO, Creditor: Trout Farm Condo Assoc. Amount: \$2453.72. Case #C-14c-030078. Date: 4/25/2014

DEBTOR: THERESA KING, Creditor: Cynthia Crossland. Amount: \$2725.5. Case #C-13s-000325. Date: 4/25/2014

Broomfield County

DEBTOR: MICHAEL A LENZ, Creditor: First Citizens Bk Trust Co. Amount: \$684372.3. Case #D-14cv-030377. Date: 4/18/2014

DEBTOR: MARIA NUNEZ, Creditor: Midland Funding Llc. Amount: \$1146.78. Case #C-14c-030000. Date: 4/22/2014

DEBTOR: MIKE ZISSIMOS, Creditor: Craig D Johnson Assoc Pc. Amount: \$2936.28. Case #C-14c-030294. Date: 4/26/2014

DEBTOR: KRISTAL R MCCOY, Creditor: First Citizens Bk Trust Co. Amount: \$2172104.51.

Case #D-14cv-030322. Date: 4/29/2014

DEBTOR: ROCKY INC, Creditor: Regency Centers Lp. Amount: \$19434.75. Case #D-13cv-032094. Date: 4/29/2014

DEBTOR: ROCKY W HOFFSCHNEIDER, Creditor: First Citizens Bk Trust Co. Amount: \$40403.28. Case #D-14cv-030323. Date: 4/29/2014

DEBTOR: ANN SCHNEIDER, Creditor: Ge Money Bk. Amount: \$1125.83. Case #C-10c-001897. Date: 5/1/2014

DEBTOR: ARTHUR L CURRY, Creditor: Lvmv Funding Llc. Amount: \$0.0. Case #C-10c843. Date: 4/24/2014

DEBTOR: ARTHUR L CURRY, Creditor: Wells Fargo Fin Colo. Amount: \$0.0. Case #C-08c543. Date: 4/24/2014

DEBTOR: COMMTRONICS SUPPLY CORP, Creditor: Scott Pearson. Amount: \$48862.78. Case #D-07cv-010106. Date: 4/25/2014

DEBTOR: COMMTRONICS SUPPLY CORP, Creditor: Scott Pearson. Amount: \$52752.72. Case #D-07cv-010106. Date: 4/25/2014

Larimer County

DEBTOR: MICHAEL A LENZ, Creditor: First Citizens Bk Trust. Amount: \$684372.0. Case #D-14cv-030377. Date: 4/18/2014

DEBTOR: MICHAEL A LENZ, Creditor: First Citizens Bk Trust. Amount: \$684372.3. Case #D-14cv-030377. Date: 4/18/2014

DEBTOR: ROBERT R PETERSON, Creditor: Security Credit Services Llc. Amount: \$3445.2. Case #C-13c-031341. Date: 4/18/2014

DEBTOR: WILLIAM G & REBECCA P MOORE, Creditor: Noep Llc. Amount:

\$8956.27. Case #C-13c-032129. Date: 4/18/2014

DEBTOR: BOBBY & ROBERT G CUMMING, Creditor: Am Express Bk. Amount: \$29276.09. Case #D-13cv-031440. Date: 4/18/2014

DEBTOR: ELI GABRIEL-LA, Creditor: Capital One Bk Usa. Amount: \$2054.92. Case #C-13c-032155. Date: 4/18/2014

DEBTOR: CURTIS FLOWERS, Creditor: Ge Capital Retail Bk. Amount: \$1634.28. Case #C-12c-007565. Date: 4/18/2014

DEBTOR: KIMBERLY BEGANO, Creditor: Portfolio Recovery Assoc Llc. Amount: \$691.3. Case #C-13c-030232. Date: 4/18/2014

DEBTOR: ERIC MCFADEN, Creditor: Luella Sutton. Amount: \$4931.13. Case #C-13c-035978. Date: 4/18/2014

DEBTOR: UNIQUE HARDSCAPES LLC, Creditor: Timepayment Corp. Amount: \$22783.62. Case #S-11cv31439. Date: 4/19/2014

DEBTOR: HEIDI HEINRICH, Creditor: Richard F Zier. Amount: \$10244.75. Case #C-13c-036018. Date: 4/19/2014

DEBTOR: LELAND SHARPES, Creditor: Midland Funding Llc. Amount: \$2742.42. Case #C-13c-032162. Date: 4/22/2014

DEBTOR: SUMMIT VIEW DEVL LLC WILLOWBRO, Creditor: Summit View Subdivision Homewo. Amount: \$84931.23. Case #D-07cv-00410. Date: 4/22/2014

DEBTOR: DANIEL W SCHWENN, Creditor: Advantage Group. Amount: \$2485.27. Case #C-12c-005088. Date: 4/23/2014

DEBTOR: STEWART ENVIRONMENTAL CONSULTA, Creditor: Baker Hughes Oilfield Operatio. Amount: \$159000.0. Case

#D-13cv-033805. Date: 4/23/2014

DEBTOR: JAMES WENDELL WALKER, Creditor: Partner Credit Union. Amount: \$3357.37. Case #C-14c-030750. Date: 4/23/2014

DEBTOR: KAREN QUADE, Creditor: Midland Funding Llc. Amount: \$826.2. Case #C-13c-036212. Date: 4/23/2014

DEBTOR: MEGHAN HARRIS, Creditor: Midland Funding Llc. Amount: \$745.41. Case #C-13c-036066. Date: 4/23/2014

DEBTOR: ERIC K BUCHANNAN, Creditor: Barclays Bk Delaware. Amount: \$4511.63. Case #C-13c-036200. Date: 4/25/2014

DEBTOR: MICHELLE AVERY, Creditor: Ge Money Bk. Amount: \$3800.51. Case #C-11c-002191. Date: 4/25/2014

DEBTOR: AMABEL M BARKER, Creditor: Cavalry Spv I Llc. Amount: \$2409.36. Case #C-13c-035788. Date: 4/25/2014

DEBTOR: JEREMY MILLER, Creditor: Gemini Capital Group Llc. Amount: \$10019.0. Case #C-14c-030355. Date: 4/25/2014

DEBTOR: ROBERT M LUCERO, Creditor: Bellco Credit Union. Amount: \$6072.54. Case #C-14c-030621. Date: 4/25/2014

DEBTOR: TOMAS HERRERA, Creditor: Gemini Capital Group Llc. Amount: \$13681.55. Case #C-12c-006881. Date: 4/25/2014

DEBTOR: BEUA E WHITSON, Creditor: Capital One Bk Usa. Amount: \$2722.5. Case #C-14c-030402. Date: 4/25/2014

DEBTOR: MICHAEL G JOHNSON, Creditor: Capital One Bk Usa. Amount: \$3605.43. Case #C-14c-030230. Date: 4/25/2014

DEBTOR: CHERYL A WALTERS, Creditor: Unifund Cor Partners.

Amount: \$18643.19. Case #D-13cv-030685. Date: 4/26/2014

DEBTOR: PURE LOGIC CLEAN ENERGY SYSTEM, Creditor: Mel Wilkenfeld. Amount: \$37791.8. Case #D-13cv-031453. Date: 4/26/2014

DEBTOR: MYRON & MYRON J STAPLETON, Creditor: Cach Llc. Amount: \$1660.21. Case #C-14c-031255. Date: 4/26/2014

DEBTOR: LINDSEY FRAZER, Creditor: Home St Bk. Amount: \$1654.92. Case #C-13c-031937. Date: 4/29/2014

DEBTOR: CINDY HARRIS, Creditor: Home St Bk. Amount: \$666.65. Case #C-13c-031545. Date: 4/19/2014

DEBTOR: RYAN MCMURRAY, Creditor: Home St Bk. Amount: \$2150.64. Case #C-13c-031554. Date: 4/29/2014

DEBTOR: CHERYL & JIM LOVELL, Creditor: Home St Bk. Amount: \$1672.48. Case #C-13c-031978. Date: 4/29/2014

DEBTOR: CHRISTI RUEGSEGGER, Creditor: Home St Bk. Amount: \$1376.15. Case #C-13c-031944. Date: 4/29/2014

DEBTOR: DONALD MILLIGAN, Creditor: Home St Bk. Amount: \$8670.06. Case #C-13c-031919. Date: 4/29/2014

DEBTOR: JERROD GREENE, Creditor: Cascade Village Apartments. Amount: \$6271.23. Case #D-13cv-030565. Date: 4/29/2014

DEBTOR: DOLORES J ARNDT, Creditor: Lvmv Funding Llc. Amount: \$8416.5. Case #C-08c-005551. Date: 4/29/2014

DEBTOR: MARY LUNA, Creditor: Unifund Ccr Partners. Amount: \$2552.55. Case #C-08c003057. Date: 4/29/2014

DEBTOR: CONCRETE MANAGEMENT CORP, Creditor: First Citizens Bk Trust Co. Amount: \$2172104.51. Case #D-14cv-030322. Date: 4/29/2014

DEBTOR: ROCKY W HOFFSCHNEIDER, Creditor: First Citizens Bk Trust Co. Amount: \$40403.28. Case #D-14cv-030323. Date: 4/29/2014

DEBTOR: EVELYN H KNUTSON, Creditor: Ms Services Llc. Amount: \$19281.75. Case #D-10cv-000240. Date: 4/18/2014

DEBTOR: ERIC FRONAPFEL, Creditor: Public Service Credit Union. Amount: \$1214.32. Case #C-13c-030442. Date: 4/19/2014

DEBTOR: JACOB A SCHUMACHER, Creditor: Progressive Preferred Ins Co. Amount: \$2745.56. Case #C-09c-010368. Date: 4/29/2014

Weld County

DEBTOR: DANESE A THOMPSON, Creditor: Capital One Bk Usa. Amount: \$14092.27. Case #D-14cv-030156. Date: 4/17/2014

DEBTOR: JESUS J ALANIZ, Creditor: Capital One Bk Usa. Amount: \$2510.86. Case #C-14c-031404. Date: 4/17/2014

DEBTOR: CHRYSTAL D GOODRICH, Creditor: Capital One Bk Usa. Amount: \$2050.54. Case #C-14c-031384. Date: 4/17/2014

DEBTOR: LUIS E MENDES, Creditor: Bellco First Fed Credit Union. Amount: \$18491.29. Case #C-02c-003457. Date: 4/17/2014

DEBTOR: RENO ROMERO, Creditor: Capital One Bk Usa. Amount: \$1359.85. Case #C-08c-005056. Date: 4/17/2014

DEBTOR: ANDRIA R MEDINA, Creditor: Capital One Bk Usa. Amount: \$1387.2. Case #C-13c-034018. Date: 4/17/2014

DEBTOR: REGINA MAY LISCANO, Creditor: Yks Acceptance Inc. Amount: \$8664.52. Case #C-13c-035241. Date: 4/17/2014

DEBTOR: SHANNON M METCALFE, Creditor: Yks Acceptance Inc. Amount: \$8948.94. Case #C-13c-035875. Date: 4/17/2014

DEBTOR: LOVE ANN & TWYLA LOUI JORGENSON, Creditor: Yks Acceptance Inc. Amount: \$2136.8. Case #C-14c-030867. Date: 4/17/2014

DEBTOR: MARK JESSE ZAMORA, Creditor: Pbr Assoc Inc. Amount: \$2136.8. Case #C-14c-030867. Date: 4/17/2014

DEBTOR: MARY ALICE MUNOZ, Creditor: Pbr Assoc Inc. Amount: \$3731.69. Case #C-14c-030511. Date: 4/17/2014

DEBTOR: MICHAEL A LENZ, Creditor: First Citizens Bk Trust Co. Amount: \$684372.3. Case #D-14cv-030377. Date: 4/18/2014

DEBTOR: JENNIFER J JACKSON, Creditor: Liberty Acquisitions Llc. Amount: \$736.94. Case #C-08c-004935. Date: 4/18/2014

DEBTOR: VALERIE M ALVARADO, Creditor: Liberty Acquisitions Servicing. Amount: \$1117.15. Case #C-11c-010798. Date: 4/18/2014

DEBTOR: MARTHA ZUBIA, Creditor: Liberty Acquisitions Servicing. Amount: \$5987.83. Case #C-12c-007791. Date: 4/18/2014

DEBTOR: FERRERA MARTINEZ LLC, Creditor: Timepayment Corp. Amount: \$11802.85. Case #C-14c-030997. Date: 4/19/2014

➤ See Record, 42A

HOT AUGUST NIGHT

2014

THANK YOU

to all who contributed to the 2014 Ehrlich VW & Nissan Suitcase Party benefiting Northern Colorado Active 20/30 Children's Foundation. With everyone's support we were able to raise over \$200,000 for local area child-based charities. See you next year at the 9th Annual Suitcase Party!

Suitcase Party

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THURSDAY, JUNE 26
11:30 A.M. - 1:30 P.M.
EMBASSY SUITES, LOVELAND

2014 STATE OF THE COMMUNITY

UNITED WAY OF LARIMER COUNTY'S

Celebrating the collective movement of people and organizations committed to changing Larimer County for good.

Register at www.uwaylc.org/events

GIVE. ADVOCATE. VOLUNTEER. **LIVE UNITED**



WOMEN WHO LIGHT THE COMMUNITY
19th Annual Awards Dinner
Thursday June 5, 2014
3:30-6:30pm
Lionsgate Event Center

Presented by the Business Women's Leadership Group

2014 Honorees

Dr. Joanne Belknap - Board of Directors, FOCUS Reentry
Kim Riether Coupounas - Director of B Lab Colorado
Bay Roberts and Patty Gilbert - Co-Founders of One School at a Time
Dr. Deirdre Pilch - Deputy Superintendent of Boulder Valley School District
Janette Keene Taylor - Nederland Community Leader

Emerging Young Leader Honoree
Nikola Yager - Youth Global Leadership Program

Flood Relief Leadership Recognition
Tara Schoedinger **Victoria Simonsen** **Julie Van Domelen**

Event Registration—www.boulderchamber.com—303.442.1044

President Sponsors
CORDENPHARMA **Savory Cuisines**

Innovation Sponsors
CAPLAN AND KARNSTADT LLC **GUARANTY BANK AND TRUST COMPANY** **KAISER PERMANENTE** **RAMBLIN JONSON**

Member Sponsors
PrintExperts **Starz-Copland** **SPECIAL EVENTS**

Media Sponsors
Camera YOUR PAPER. YOUR NEWS.
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FOR THE RECORD

- DEBTOR: IRENE ALVARADO**, Creditor: Security Service Fed Credit Un. Amount: \$9008.71. Case #C-14c-030248. Date: 4/19/2014
- DEBTOR: CRISTINA I & ALBERT GALLEGOS**, Creditor: Ford Motor Credit Co Llc. Amount: \$17069.47. Case #D-14cv-030099. Date: 4/19/2014
- DEBTOR: CHRISTINA R & CHRIS MULLINS**, Creditor: Natl Collegiate Student Loan T. Amount: \$49775.99. Case #D-14cv-030048. Date: 4/19/2014
- DEBTOR: FRANK EARL EMBREE**, Creditor: Security Service Fed Credit Un. Amount: \$8080.18. Case #C-14c-030581. Date: 4/19/2014
- DEBTOR: MINDY R RAKOWSKI**, Creditor: Security Service Fed Credit Un. Amount: \$5718.12. Case #C-14c-030208. Date: 4/19/2014
- DEBTOR: TERESA MORNING GUN**, Creditor: Portfolio Recovery Assoc Llc. Amount: \$1989.6. Case #C-14c-030584. Date: 4/19/2014
- DEBTOR: JASON A WAMPLER**, Creditor: Portfolio Recovery Assoc Llc. Amount: \$1051.61. Case #C-14c-030283. Date: 4/19/2014
- DEBTOR: KELLY PATTERSON**, Creditor: Ge Money Bk. Amount: \$1191.03. Case #C-10c-006782. Date: 4/22/2014
- DEBTOR: RONALD W & MARY E BURTON**, Creditor: Wakefield Assoc Inc. Amount: \$662.01. Case #C-14c-031009. Date: 4/22/2014
- DEBTOR: LISSETE V MEZA**, Creditor: Professional Fin Co Inc. Amount: \$4765.29. Case #C-13c-034941. Date: 4/22/2014
- DEBTOR: FREDERICK PADILLA**, Creditor: Merchants Acceptance Inc. Amount: \$4419.79. Case #C-08c-009264. Date: 4/22/2014
- DEBTOR: KAREN HENSON**, Creditor: Midland Funding Llc. Amount: \$1046.35. Case #C-13c-035315. Date: 4/22/2014
- DEBTOR: MARIA RAMIREZ**, Creditor: Professional Affiliates Co. Amount: \$1652.31. Case #C-08c-008527. Date: 4/22/2014
- DEBTOR: JULIE A MANZANARES**, Creditor: Merchants Acceptance Inc. Amount: \$7633.77. Case #C-14c-031984. Date: 4/23/2014
- DEBTOR: ANDREW CUMMINGS**, Creditor: Tara Cummings. Amount: \$78493.45. Case #D-12dr-000145. Date: 4/24/2014
- DEBTOR: SHERI L CALVILLO**, Creditor: Red Tiger Collection Agency In. Amount: \$346.79. Case #C-97c-003626. Date: 4/24/2014
- DEBTOR: MARIA D BOGART**, Creditor: Americredit Fin Services Servi. Amount: \$10718.03. Case #C-13c-034381. Date: 4/25/2014
- DEBTOR: LONGVIEW TOWNHOMES LLC**, Creditor: Sherrie D Fellows. Amount: \$303922.7. Case #D-10cv-000628. Date: 4/26/2014
- DEBTOR: JEFFREY A PIKE**, Creditor: Unifund Ccr Partners. Amount: \$14531.81. Case #C-08c-003809. Date: 4/26/2014
- DEBTOR: CONCRETE MANAGEMENT CORP.**, Creditor: First Citizens Bk Trust Co. Amount: \$2172104.51. Case #D-14cv-030322. Date: 4/29/2014
- DEBTOR: ROCKY W HOFFSCHNEIDER**, Creditor: First Citizens Bk Trust Co. Amount: \$40403.28. Case #D-14cv-030323. Date: 4/29/2014
- DEBTOR: LINDA REYEZ**, Creditor: Home St Bk. Amount: \$839.9. Case #C-13c-031555. Date: 4/29/2014
- DEBTOR: KAREN WETZBARGER**, Creditor: Home St Bk. Amount: \$2515.4. Case #C-13c-031593. Date: 4/29/2014
- DEBTOR: CHRISTINE M & FRANCIS GALLEGOS**, Creditor: Am Collection Systems Inc. Amount: \$5648.47. Case #C-09c-011925. Date: 4/29/2014
- DEBTOR: LUIS F GEDO**, Creditor: Portfolio Recovery Assoc Llc. Amount: \$8592.21. Case #C-14c-030701. Date: 4/29/2014
- DEBTOR: JAMES OLDSON**, Creditor: Discover Bk. Amount: \$7629.28. Case #C-14c-031131. Date: 4/29/2014
- DEBTOR: SHANNON L BURGESS**, Creditor: Discover Bk. Amount: \$6770.04. Case #C-14c-031077. Date: 4/29/2014
- DEBTOR: KWL ENTERPRISES INC.**, Creditor: Jeffrey Miller. Amount: \$14345.23. Case #D-13cv-034886. Date: 4/29/2014
- DEBTOR: DEWEY BRAKEL**, Creditor: Ge Money Bk. Amount: \$9395.26. Case #C-10c-010379. Date: 4/29/2014
- DEBTOR: BRIAN D & STACEY L MCCORKEL**, Creditor: Colo St Revenue. Amount: \$273.0. Case #D-622014cv803006. Date: 4/16/2014
- DEBTOR: BRIAN D MCCORKEL**, Creditor: Colo St Revenue. Amount: \$273.0. Case #D-14cv-803006. Date: 4/16/2014
- DEBTOR: JEFFERY E & JULIE A MCCARTY**, Creditor: Colo St Revenue. Amount: \$2060.11. Case #D-622012cv801498. Date: 4/19/2014
- DEBTOR: SANTANA MIRELES**, Creditor: Portfolio Recovery Assoc Llc. Amount: \$1378.6. Case #C-12c-006649. Date: 4/19/2014
- DEBTOR: ABEL ALVAREZ**, Creditor: Professional Fin Co Inc. Amount: \$4138.42. Case #C-12c-005323. Date: 4/23/2014
- DEBTOR: BRANDON FOX**, Creditor: Mainstreet Acquisitions Llc. Amount: \$1520.68. Case #C-13c-031281. Date: 4/23/2014

➤ See Record, 43A

DIGEST from 6A

increased to 2,720 in 2013 from 1,930 in 2009, according to the 25-page report. The largest employment sector in the corridor, located along U.S. Highway 85 between Brighton and Fort Lupton, is manufacturing, which employs 660 people, according to the study done by Development Research Partners in Littleton. Companies such as Vestas Wind Systems A/S (OMX: VWS), Halliburton Co. (NYSE: HAL) and Baker Hughes Inc. (NYSE: BHI) operate in the corridor. Vestas was the first to locate a manufacturing facility there.

Posted May 7.

Five tenants named for Village at Peaks

LONGMONT - NewMark Merrill Mountain States announced five more tenants, including a Gold's Gym, which will be part of the redeveloped Twin Peaks Mall. A July groundbreaking is slated for demolition of the mall, which will become a new 490,000-square-foot open-air shopping center dubbed Village at the Peaks. The Gold's Gym will occupy 32,000 square feet of the former Dillard's building, which will remain intact. The other four tenants are Parry's Pizzeria and Bar's fifth Colorado location; Bad Daddy's Burger Bar, which has also has a location in Cherry Creek; Verizon Wireless, which has three other stores in Longmont; and Pacific Dental, which has three other locations in Northern Colorado and 275 in the southwest-

ern United States.
Posted May 6.

CSU team wins collegiate Blue Ocean Challenge

FORT COLLINS - A team made up of Colorado State University students won the collegiate Blue Ocean Enterprises Challenge, making them eligible to compete in the professional challenge on May 23-24. Fargreen, founded by a group of master's in business administration students at CSU, will help Vietnamese farmers grow gourmet mushrooms in straw leftover from the rice harvest. The technique's benefits are two-fold, according to a release from CSU.

Growing the mushrooms will provide an additional source of income for the farmers and will also combat the environmental problems associated with burning rice straw as waste. As the winners of the collegiate competition, Fargreen was awarded \$20,000 in cash and one year of business coaching from EMyth, an Oregon-based business consultant, and one year of business mentoring from Blue Ocean Enterprises, a Fort Collins-based company launched by OtterBox founder Curt Richardson. Fargreen will also compete in the next round of Blue Ocean Challenge competition, which pits 16 established startups against each other in a contest later this month.

Posted May 5.

FOR THE RECORD

DEBTOR: BRANDON L FOX, Creditor: Capital One Bk Usa. Amount: \$2079.63. Case #C-11c-001765. Date: 4/23/2014

DEBTOR: WHITNEE L PATTEN, Creditor: Equable Ascent Fin Llc. Amount: \$3742.57. Case #C-10c-004515. Date: 4/24/2014

DEBTOR: ARTHUR B & IDA H CARLSON, Creditor: Colo St Revenue. Amount: \$669.26. Case #Repost Date 04/30/14. Date: 4/24/2014

DEBTOR: RONALD TRUJILLO, Creditor: Colo Dept Revenue. Amount: \$138.0. Case #D-13cv-802413. Date: 4/24/2014

DEBTOR: MAUREEN APPLECARTH, Creditor: Highlands Credit Corp. Amount: \$0.0. Case #C-08c4407. Date: 4/25/2014

DEBTOR: DOUGLAS W BATT, Creditor: Cavalry Spv I Llc. Amount: \$2331.4. Case #C-12c-007821. Date: 4/29/2014

DEBTOR: ROBERT L COOKE, Creditor: Capital One Bk Usa. Amount: \$7060.59. Case #C-08c-005716. Date: 4/29/2014

RELEASE OF JUDGMENT

Boulder County

DEBTOR: AVIS P BURNETT, Creditor: Robert Johnson. Amount: \$0.0. Case #D-13cv31738. Date: 4/18/2014

DEBTOR: WILLIAM A ALPS, Creditor: Bc Services Inc. Amount: \$0.0. Case #C-08c1950. Date: 4/19/2014

DEBTOR: PHUONG NGUYEN GREENING, Creditor: Integral Recoveries Inc. Amount: \$0.0. Case #C-08c4609. Date: 4/26/2014

Weld County

DEBTOR: JOHN & ROSEANN GUYETTE, Creditor: Paul V Sacco. Amount: \$109956.0. Case #: Date: 4/15/2014

DEBTOR: JULIE A DAMIAN, Creditor: Capital One Bk Usa. Amount: \$1950.42. Case #: Date: 4/17/2014

STATE TAX LIENS

Boulder County

503 CAFE LLC, \$2399.77, Case #3375960, 4/19/2014

ALS CONSTR CONSULTING LLC, \$316.82, Case #3375958, 4/19/2014

BLDRS STUDIO, \$998.75, Case #3377314, 4/29/2014

CJS SERVICES INC., \$13362.9, Case #3375959, 4/19/2014

DIRECT SALES LLC, \$500.9, Case #3376633, 4/24/2014

FLATIRONS CLEANING LLC, \$602.16, Case #3377067, 4/26/2014

MICRO PLANNING INTNL INC, \$342.04, Case #3377066, 4/26/2014

MOOSE ENTERPRISES LLC, \$285.75, Case #3376507, 4/23/2014

PETES MEATS, \$227.41, Case #3376110, 4/22/2014

SERVICE KEY LLC, \$2366.63, Case #3376363, 4/23/2014

SKLAR EXPLORATION CO LLC, \$1957.48, Case #3377313, 4/29/2014

VERTIS INC, \$992.99, Case #3377065, 4/26/2014

VERTIS INC, \$1438.97, Case #3377064, 4/26/2014

WHISTLERS CAFE INC, \$1623.3, Case #3376274, 4/22/2014

Broomfield County

ALLENS ASPHALT CO, \$2231.77, Case #3542, 5/1/2014

DAVISWORLD CONSULTING INC, \$245.74, Case #3511, 5/1/2014

WEBROOT SOFTWARE INC, \$183.92, Case #3163, 4/22/2014

Larimer County

BB FOOD MART, \$53919.47, Case #20715, 4/29/2014

BRUCE R CLARK DDS PC, \$165.01, Case #18424, 4/16/2014

COURAGENT INC, \$15885.16, Case #20422, 4/26/2014

CROWN JADE DESIGN ENGINEERING, \$99.31, Case #20647, 4/29/2014

CUSTOM HEATING AIR CONDITIONIN, \$1002.24, Case #18963, 4/18/2014

FLYWATER CONSULTING INC, \$634.54, Case #18658, 4/17/2014

KEITHGRAEPLER, \$211.39, Case #19700, 4/23/2014

GREYROCK CONCRETE DESIGN LLC, \$8192.0, Case #20712, 4/29/2014

HEAVENS BEST CARPET CLEANING, \$186.74, Case #19177, 4/19/2014

LONE STAR LOGISTICS, \$944.02, Case #18962, 4/18/2014

MONTEGO BAY ENTERPRISES INC, \$314.16, Case #20424, 4/26/2014

MOYER MACHINE TOOLS INC, \$502.3, Case #20012, 4/24/2014

PAPA MURPHYS PIZZA LOVELAND II, \$269.97, Case #18660, 4/17/2014

POPPERAZZI INC, \$8808.0, Case #20714, 4/29/2014

ROADRACE FACTORY LLC, \$7922.0, Case #20713, 4/29/2014

SHELLS PLACE, \$721.0, Case #20716, 4/29/2014

STONE AGE BBQ LLC, \$388.74, Case #18659, 4/17/2014

STONESTREET MARKETING SERVICES, \$411.78, Case #20423, 4/26/2014

TRAIL MED WILDERNESS MEDICINE, \$448.87, Case #19699, 4/23/2014

US AERO SUPPLY LLC, \$266.53, Case #18661, 4/17/2014

Weld County

APACHE INC, \$1919.0, Case #4012074, 4/29/2014

BIG BELLY ACRES TRUCKING, \$1325.0, Case #4012077, 4/29/2014

BUSINESS TECHNOLOGY SUPPORT IN, \$123.34, Case #4012194, 4/29/2014

CISNEROS RESTAURANT INC, \$1069.71, Case #4009042, 4/16/2014

COLO UTILITY FINDERS INC, \$1118.53, Case #4009975, 4/18/2014

COLO UTILITY FINDERS INC, \$645.57, Case #4009973, 4/18/2014

DREAM BLDRS INC, \$558.32, Case #4011741, 4/26/2014

FIRE DEFENSE INC, \$8159.3, Case #4010498, 4/22/2014

FOUR DIAMOND TRUCKING LLC, \$1919.0, Case #4012076, 4/29/2014

GGODEC LLC, \$195.09, Case #4010497, 4/22/2014

GRYPHON HOTSHOT LLC, \$150.0, Case #4012080, 4/29/2014

MOTHER EARTH GARDENS LLC, \$1359.0, Case #4012079, 4/29/2014

ROSARIOS RESTAURANT, \$259.4, Case #4011261, 4/24/2014

SOLTAIC SOLAR INC, \$3769.85, Case #4011262, 4/24/2014

SUN STUDIO LLC, \$141.58, Case #4009974, 4/18/2014

SUSHI PLANET INC, \$1876.28, Case #4009043, 4/16/2014

TAK ENTERPRISES LLC, \$1920.0, Case #4012075, 4/29/2014

TAK ENTERPRISES LLC, \$3612.0, Case #4012078, 4/29/2014

WCJ DELIVERY SERVICES INC, \$295.03, Case #4010197, 4/19/2014

RELEASE OF STATE TAX LIENS

Boulder County

AM UNITED EMPLOYERS II INC, \$162.92, Case #3376647, 4/24/2014

ARECONT VISION LLC, \$0.0, Case #3376506, 4/23/2014

BAGI MECHANICAL LLC, \$0.0, Case #3376111, 4/22/2014

MARY BBUKSZAR, \$278.91, Case #3375961, 4/19/2014

DEROSE TRUCKING LLC, \$0.0, Case #3376509, 4/23/2014

EMPOWERMENT COUNSELING SERVICE, \$521.9, Case #3377068, 4/26/2014

FIVE STAR COUNSELING SERVICES, \$177.78, Case #3376662, 4/24/2014

NEW LONGMONT CHINA BUFFET INC, \$614.32, Case #3376664, 4/24/2014

PEREA INC, \$0.0, Case #3376508, 4/23/2014

PONDEROSA LOG CHINKING INC, \$0.0, Case #3376504, 4/23/2014

REMINGTON POST HOMEOWNERS ASS, \$0.0, Case #3376505, 4/23/2014

ROCKY MOUNT BAGELS LLC, \$383.82, Case #3376663, 4/24/2014

STARK SOLUTIONS INC, \$788.77, Case #3375980, 4/19/2014

STICKS STONES WOOD WORKERS, \$1501.03, Case #3375979, 4/19/2014

UNIVERSAL ROOTS LLC, \$1988.67, Case #3375962, 4/19/2014

Broomfield County

KOOSHAREM CORP, \$0.0, Case #3322, 4/24/2014

MV PUBLIC TRANSPORTATION INC, \$0.0, Case #3267, 4/23/2014

MV PUBLIC TRANSPORTATION INC, \$0.0, Case #3268, 4/23/2014

NATIONWIDE HOSPITALITY INC, \$0.0, Case #3073, 4/18/2014

SHELLYS GARDEN COUNTRY LLC, \$0.0, Case #3072, 4/18/2014

Larimer County

SHANON NOCOLE-ABNEY, \$310.39, Case #19178, 4/19/2014

SHANON NOCOLE-ABNEY, \$310.39, Case #19179, 4/19/2014

ALL THINGS AUTOMOTIVE, \$94.0, Case #18663, 4/17/2014

BAJEMA ENTERPRISES, \$2023.96, Case #19109, 4/19/2014

BECK CO INC, \$627.92, Case #20016, 4/24/2014

COLO SCHOOL CONTEMPORARY MUS, \$362.35, Case #19180, 4/19/2014

COLO SLEEP CENTER ROCKIE, \$995.34, Case #20017, 4/24/2014

MATTHEW KDAVIS, \$5371.03, Case #19701, 4/23/2014

EUROPEAN INVEST LLC, \$753.69, Case #19702, 4/23/2014

H2K LLC, \$244.69, Case #20430, 4/26/2014

H2K LLC, \$425.13, Case #20429, 4/26/2014

HIGH COUNTRY FOOT CARE, \$1006.0, Case #18664, 4/17/2014

➤ See Record, 44A

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FOR THE RECORD

KICKDOWN LLC, \$23619.25, Case #20427, 4/26/2014

MAMA RONIS INC, \$17499.9, Case #20428, 4/26/2014

NORMANDIN CONSTR INC, \$5995.96, Case #20014, 4/24/2014

PHANTOM TRUCKING LLC, \$383.36, Case #20646, 4/29/2014

PROUD TRADITIONS INC, \$882.19, Case #20015, 4/24/2014

PUPPIES BEHIND BARS INC, \$2036.89, Case #20645, 4/29/2014

RJ UPHOLSTERY INC, \$2146.12, Case #20426, 4/26/2014

RJ UPHOLSTERY INC, \$755.19, Case #20425, 4/26/2014

ROYGBIV LLC, \$95.35, Case #18662, 4/17/2014

CARL ESCOTT, \$550.98, Case #20644, 4/29/2014

SHAMROCK MANOR INC, \$2197.13, Case #19703, 4/23/2014

THAI PEPPER LLC, \$822.08, Case #20431, 4/26/2014

WORLD BEVERAGE INC, \$196.33, Case #20013, 4/24/2014

Weld County

21ST CENTURY PAINTING MAINTENA, \$0.0, Case #4012195, 4/29/2014

ABBONDANZA ORGANIC SEEDS PRODU, \$0.0, Case #4011263, 4/24/2014

B DS MAINTENANCE INC, \$0.0, Case #4010935, 4/23/2014

B DS MAINTENANCE INC, \$0.0, Case #4010937, 4/23/2014

ARTHUR B & IDA HCARLSON, \$0.0, Case #4011041, 4/24/2014

CISNEROS RESTAURANT INC, \$0.0, Case #4009389, 4/17/2014

CISNEROS RESTAURANT INC, \$0.0, Case #4009388, 4/17/2014

CONCREATIONS COLO INC, \$0.0, Case #4010938, 4/23/2014

DIVERSIFIED CLINICAL SERVICES, \$0.0, Case #4010934, 4/23/2014

FERRARA ENTERPRISES INC, \$0.0, Case #4011735, 4/26/2014

FERRARAS FOAMING CAR WASH, \$0.0, Case #4010198, 4/19/2014

FIVE STAR LINEN SERVICE, \$0.0, Case #4011766, 4/26/2014

FIVE STAR LINEN SERVICE, \$0.0, Case #4011767, 4/26/2014

GROUCHY GRINGO TRUCKING LLC, \$0.0, Case #4011734, 4/26/2014

LOHMANS PAINTING LLC, \$0.0, Case #4011761, 4/26/2014

LOHMANS PAINTING LLC, \$0.0, Case #4011762, 4/26/2014

LOHMANS PAINTING LLC, \$0.0, Case #4011763, 4/26/2014

LOHMANS PAINTING LLC, \$0.0, Case #4011764, 4/26/2014

NASSIM KCHIK ENTERPRISES INC, \$0.0, Case #4011736, 4/26/2014

JOSE L & TIFINY RNEVAREZ, \$0.0, Case #4011888, 4/26/2014

ON EDGE CONTRACTING LLC, \$0.0, Case #4011737, 4/26/2014

PARROTTS SPORTS GRILL INC, \$0.0, Case #4010936, 4/23/2014

THOMAS ASEGUARA, \$0.0, Case #4010317, 4/19/2014

THUNDER TRANSPORTATION LLC, \$0.0, Case #4009387, 4/17/2014

TOWFOP INC, \$0.0, Case #4011740, 4/26/2014

TOWFOP INC, \$0.0, Case #4011739, 4/26/2014

TOWFOP INC, \$0.0, Case #4011738, 4/26/2014

WHITE HORSE BLACK-SMITHING INC, \$0.0, Case #4011765, 4/26/2014

WARRANTY DEEDS Boulder County

SELLER: Paula E Bara Revocable Living
BUYER, BUYER'S ADDRESS: William C Claar, 2444 10th St, Boulder
PRICE: \$697000
DATE CLOSED: 4/14/2014

SELLER: Gary L Wells
BUYER, BUYER'S ADDRESS: Jesse & Jessica Knight, 467 Verdant Cir, Longmont
PRICE: \$190000
DATE CLOSED: 4/14/2014

SELLER: Margaret S Penney
BUYER, BUYER'S ADDRESS: Cooper Didier, 21 Spruce St, Jamestown
PRICE: \$375000
DATE CLOSED: 4/16/2014

SELLER: Jennifer L & Michael J Dulock
BUYER, BUYER'S ADDRESS: Kimberley L Morris, 2530 Westward Dr, Erie
PRICE: \$285000
DATE CLOSED: 4/16/2014

SELLER: Lisa Goodrich
BUYER, BUYER'S ADDRESS: Elyse Maranjian, 3025 Broadway St Apt 20
ADDRESS: 3025 Broadway St Apt 20, Boulder
PRICE: \$173000
DATE CLOSED: 4/16/2014

SELLER: Kenneth T Jr & Sandra Yates Johnson
BUYER, BUYER'S ADDRESS: Amie M Jablonski, 525 Geneva Ave Rd Apt 15, Boulder
PRICE: \$275000

DATE CLOSED: 4/16/2014

SELLER: Ryland Group Inc
BUYER, BUYER'S ADDRESS: David J Trustee & Linda R Trustee Jacobson, 525 Po Box 3163
ADDRESS: 337 Riverton Rd, Lafayette
PRICE: \$448600
DATE CLOSED: 4/16/2014

SELLER: Michael J Lohr
BUYER, BUYER'S ADDRESS: Alberta Marie & Janet Marie Sage, 240 Cardinal Way Unit A
ADDRESS: 240 Cardinal Way Unit A, Longmont
PRICE: \$152500
DATE CLOSED: 4/16/2014

SELLER: Ryland Group Inc
BUYER, BUYER'S ADDRESS: Alex C Stevens, 1664 Lander Ln
ADDRESS: 1664 Lander Ln, Lafayette
PRICE: \$286900
DATE CLOSED: 4/16/2014

SELLER: Ryland Group Inc
BUYER, BUYER'S ADDRESS: Felix Schein, 1647 Saratoga Dr, Lafayette
PRICE: \$351600
DATE CLOSED: 4/16/2014

SELLER: Melody Homes Inc
BUYER, BUYER'S ADDRESS: Edward George Iii Hawkins, 971 Stanley Ct, Erie
PRICE: \$371100
DATE CLOSED: 4/16/2014

SELLER: Anthony M & Michelle L Gilio
BUYER, BUYER'S ADDRESS: Kurt J Keilbach, 515 Deerwood Dr, Longmont
PRICE: \$382500
DATE CLOSED: 4/16/2014

SELLER: David M & Tamala R Jonas
BUYER, BUYER'S ADDRESS: Katherine M Freeman, 1540 Fillmore Ct, Louisville

ADDRESS: 1540 Fillmore Ct, Louisville
PRICE: \$319000
DATE CLOSED: 4/16/2014

SELLER: Jeffrey A Bojar
BUYER, BUYER'S ADDRESS: Jane E Deb-lieux, 2120 Columbine Ave, Boulder
PRICE: \$550000
DATE CLOSED: 4/16/2014

SELLER: George K Jordan
BUYER, BUYER'S ADDRESS: Justin A & Joella L Whittaker, 1402 Westin Dr, Erie
PRICE: \$432000
DATE CLOSED: 4/16/2014

SELLER: David J & Ann M Stauber
BUYER, BUYER'S ADDRESS: Linda S Farrell, 2227 Canyon Blvd Apt 352, Boulder
PRICE: \$238000
DATE CLOSED: 4/16/2014

SELLER: Roger G Bruce
BUYER, BUYER'S ADDRESS: Bobbye W Feist, 1379 Charles Dr Apt B2
ADDRESS: 1379 Charles Dr Apt B2, Longmont
PRICE: \$272000
DATE CLOSED: 4/16/2014

SELLER: Joseph W & Lisa J Troxel
BUYER, BUYER'S ADDRESS: David F Olsky, 615 S 45th St, Boulder
PRICE: \$525000
DATE CLOSED: 4/16/2014

SELLER: George P Nichol
BUYER, BUYER'S ADDRESS: Stephen B Lehan, 6495 Strawberry Ct Apt 68, Niwot
PRICE: \$126000
DATE CLOSED: 4/16/2014

SELLER: Miles Austin Hill

BUYER, BUYER'S ADDRESS: Randall J Schneider, 1333 King Ave
ADDRESS: 530 Mohawk Dr Apt 94, Boulder
PRICE: \$265000
DATE CLOSED: 4/16/2014

SELLER: Rogaciano M & Melody Sian
BUYER, BUYER'S ADDRESS: Steven Wilson & Melanie Lynn Kurdziel, 589 Sugar Mill Pl, Longmont
PRICE: \$362500
DATE CLOSED: 4/16/2014

SELLER: Rickey J Duncan
BUYER, BUYER'S ADDRESS: Kelley & Peter J Asta, 1356 Hoffman Dr, Erie
PRICE: \$344100
DATE CLOSED: 4/16/2014

SELLER: Sarah R & Ingvar E Sodal
BUYER, BUYER'S ADDRESS: Hilary & Samuel Hunziker, 1309 Grant Ave, Louisville
PRICE: \$375000
DATE CLOSED: 4/16/2014

SELLER: Roger D & Margaret B Reed
BUYER, BUYER'S ADDRESS: Robert Conrad & Bari Lynn Grant, 7283 Old Post Rd, Boulder
PRICE: \$1600000
DATE CLOSED: 4/16/2014

SELLER: Stephen F Betters
BUYER, BUYER'S ADDRESS: Michael William Buell, 7283 Po Box 1642
ADDRESS: 37 N Skyview Dr, Nederland
PRICE: \$350000
DATE CLOSED: 4/16/2014

SELLER: Matthew B & Sarah L Hesse

➤ See Record, 45A

Realities For Children's Business Members Make it their business to make a difference



Realities For Children Charities is a 501c3 non-profit organization dedicated to providing for children in Larimer County who have been abused, neglected or are at-risk. In order to maintain 100% distribution of donations; we have over 170 local businesses underwrite our administrative expenses. Whenever you shop, dine or hire one of these businesses, you are becoming part of the solution to child abuse in our community.

We Welcome These New Business Members!



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Realities For Children provides for the unmet needs of children who have been abused, neglected or are at-risk by uniting local businesses, youth agencies and the community in collaborative and mutually beneficial service.

For more information on becoming a Business Member or for a listing of all Business Members, please call 970.484.9090 or visit www.RealitiesForChildren.com.

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FOR THE RECORD

BUYER, BUYER'S
ADDRESS: Aaron N & Susan C Lyons, 1925 Bell Dr
ADDRESS: 1925 Bell Dr, Erie
PRICE: \$539000
DATE CLOSED: 4/16/2014

SELLER: James Glenn Mcomury
BUYER, BUYER'S
ADDRESS: James Lee Criffield, 1403 Rowell Dr
ADDRESS: 419 4th Ave, Lyons
PRICE: \$325000
DATE CLOSED: 4/16/2014

SELLER: Ronald David Borchard
BUYER, BUYER'S
ADDRESS: Doug Dawnnetta Hodge Living Tru, 2301 Pearl St Apt 51
ADDRESS: 2301 Pearl St Apt 51, Boulder
PRICE: \$170000
DATE CLOSED: 4/16/2014

SELLER: Marjorie J & John C Defries
BUYER, BUYER'S
ADDRESS: Catherine Ann & Sean P Shelby, 3003 Marble Ln
ADDRESS: 3181 Redstone Ln, Boulder
PRICE: \$262000
DATE CLOSED: 4/16/2014

SELLER: Joseph A & Kim Marie Lemieux
BUYER, BUYER'S
ADDRESS: High Mark Investments Llc, 1441 Avery Wy
ADDRESS: 3624 Yale Dr, Longmont
PRICE: \$215000
DATE CLOSED: 4/16/2014

SELLER: 1035 Venice Llc
BUYER, BUYER'S
ADDRESS: High Mark Investments Llc, 1441 Avery Way
ADDRESS: 1035 Venice St, Longmont
PRICE: \$185000
DATE CLOSED: 4/16/2014

SELLER: Christopher Rohrmeier
BUYER, BUYER'S
ADDRESS: Andrew Mccall Johnson, 2266 Edgewood Dr
ADDRESS: 2266 Edgewood Dr, Boulder
PRICE: \$412500
DATE CLOSED: 4/16/2014

SELLER: Yolanda G Casas
BUYER, BUYER'S
ADDRESS: Timothy Joe Jacobs, 1535 Easy Rider Ln Apt 201
ADDRESS: 1535 Easy Rider Ln Apt 201, Boulder
PRICE: \$349300
DATE CLOSED: 4/16/2014

SELLER: Aaren F Lemieux
BUYER, BUYER'S
ADDRESS: High Mark Investments Llc, 1441 Avery Wy
ADDRESS: 1228 Frontier Dr, Longmont
PRICE: \$190000
DATE CLOSED: 4/16/2014

SELLER: 1973 Carr Llc
BUYER, BUYER'S
ADDRESS: High Mark Investments Llc, 1441 Avery Way
ADDRESS: 1973 Carr Ct, Longmont
PRICE: \$170000
DATE CLOSED: 4/16/2014

SELLER: Lon Llc

BUYER, BUYER'S
ADDRESS: Cold Sweat Ltd, 2500 30th St Ste 208
ADDRESS: 2500 30th St Ste 208, Boulder
PRICE: \$241000
DATE CLOSED: 4/16/2014

SELLER: Phoenix Group Llc
BUYER, BUYER'S
ADDRESS: Boulder 7th Llc, 5350 S Roslyn St Ste 100
ADDRESS: 927 7th St, Boulder
PRICE: \$840000
DATE CLOSED: 4/16/2014

SELLER: Phoenix Group Llc
BUYER, BUYER'S
ADDRESS: Boulder 7th Llc, 5350 S Roslyn St Ste 100
ADDRESS: 945 7th St, Boulder
PRICE: \$800000
DATE CLOSED: 4/17/2014

SELLER: Richard R & Silvia E Wilson
BUYER, BUYER'S
ADDRESS: Melissa D & Michael J Houston, 281 Rockview Dr
ADDRESS: 281 Rockview Dr, Superior
PRICE: \$310000
DATE CLOSED: 4/17/2014

SELLER: Celeste E Mcdowell
BUYER, BUYER'S
ADDRESS: Susan Ellen & Paul Joseph Clairon, 3623 Mountain View Ct
ADDRESS: 3623 Mountain View Ct, Longmont
PRICE: \$305000
DATE CLOSED: 4/17/2014

SELLER: Joseph Lemieux
BUYER, BUYER'S
ADDRESS: High Mark Investments Llc, 1441 Avery Way
ADDRESS: 46 University Dr, Longmont
PRICE: \$180000
DATE CLOSED: 4/17/2014

SELLER: Charity S Mcneal
BUYER, BUYER'S
ADDRESS: Nicholas Anthony Rubino, 712 S Longmont Ave
ADDRESS: 712 S Longmont Ave, Lafayette
PRICE: \$286000
DATE CLOSED: 4/17/2014

SELLER: Christopher & Yve Roberts
BUYER, BUYER'S
ADDRESS: Julie L Myers, 271 Little Elk Creek Ave
ADDRESS: 3293 Madison Ave Apt 103, Boulder
PRICE: \$234000
DATE CLOSED: 4/17/2014

SELLER: Beth M & William M Radich
BUYER, BUYER'S
ADDRESS: Jay Ryan & Josephine Kay Wratten, 123 Osprey Ln
ADDRESS: 123 Osprey Ln, Lyons
PRICE: \$485000
DATE CLOSED: 4/17/2014

SELLER: Tammy Rene & Kelly Joe Ruddick
BUYER, BUYER'S
ADDRESS: Stephanie R A Tomusiak, 1324 Redwood Ave
ADDRESS: 1324 Redwood Ave, Boulder
PRICE: \$689500
DATE CLOSED: 4/17/2014

SELLER: Elaine Bush

BUYER, BUYER'S
ADDRESS: Jenifer W Callaway Living Trus, 832 Donegan Rd Unit C
ADDRESS: 4500 Baseline Rd Apt 2301, Boulder
PRICE: \$350000
DATE CLOSED: 4/17/2014

SELLER: Charles R & Nancy S Waldron
BUYER, BUYER'S
ADDRESS: Siao Hoon Lim, 3677 Dahlia Way
ADDRESS: 3677 Dahlia Way, Longmont
PRICE: \$328000
DATE CLOSED: 4/17/2014

SELLER: Edwina M & Cecil M Waldrip
BUYER, BUYER'S
ADDRESS: Tessa D & Jeffrey P King, 2545 Scenic Pl
ADDRESS: 2545 Scenic Pl, Longmont
PRICE: \$227000
DATE CLOSED: 4/17/2014

SELLER: Bruce C & Lela Hayes
BUYER, BUYER'S
ADDRESS: Rocco & Mary K Dordine, 4348 Pebble Beach Dr
ADDRESS: 4348 Pebble Beach Dr, Longmont
PRICE: \$935000
DATE CLOSED: 4/17/2014

SELLER: Thomas Iii Constantine
BUYER, BUYER'S
ADDRESS: Megan Fleming, 1231 James Cir
ADDRESS: 1231 James Cir, Lafayette
PRICE: \$204500
DATE CLOSED: 4/17/2014

SELLER: Edmund Wong
BUYER, BUYER'S
ADDRESS: Kristi L Hattig, 2209 Billings Ln
ADDRESS: 2209 Billings Ln, Longmont
PRICE: \$252500
DATE CLOSED: 4/17/2014

SELLER: Charles R Yungkurth
BUYER, BUYER'S
ADDRESS: Claire L Seger, 560 Mohawk Dr Apt 32
ADDRESS: 560 Mohawk Dr Apt 32, Boulder
PRICE: \$335000
DATE CLOSED: 4/17/2014

SELLER: Saul Snowise
BUYER, BUYER'S
ADDRESS: William Joseph & Linda Paule, 38419 Boulder Canyon Dr
ADDRESS: 2521 Broadway St Ste 201, Boulder
PRICE: \$610000
DATE CLOSED: 4/17/2014

SELLER: Lynn S Kleiman
BUYER, BUYER'S
ADDRESS: Kristy Mettler, 1751 Meadow St
ADDRESS: 1751 Meadow St, Longmont
PRICE: \$475000
DATE CLOSED: 4/18/2014

SELLER: Kathleen K Glass
BUYER, BUYER'S
ADDRESS: Gary D Berg, 2489 Colorado Ave
ADDRESS: 1221 26th St, Boulder
PRICE: \$560000
DATE CLOSED: 4/18/2014

SELLER: Anne Brubacher
BUYER, BUYER'S
ADDRESS: Matthew & Susan Owen, 1245 Norwood Ave Apt 40
ADDRESS: 1245 Norwood Ave Apt 40, Boulder
PRICE: \$325000

DATE CLOSED: 4/18/2014
SELLER: West End Investments Llc
BUYER, BUYER'S
ADDRESS: 1035 Pearl St Investments Llc, 7529 Skyway Ct
ADDRESS: 1035 Pearl St # 318, Boulder
PRICE: \$135000
DATE CLOSED: 4/18/2014

SELLER: Robin C Lincoln
BUYER, BUYER'S
ADDRESS: Robert Bonifield, 447 Gay St
ADDRESS: 447 Gay St, Longmont
PRICE: \$405000
DATE CLOSED: 4/18/2014

SELLER: Eric & Aria Remer
BUYER, BUYER'S
ADDRESS: Protea Del Mar Trust, 3633 21st St
ADDRESS: 3633 21st St, Boulder
PRICE: \$2550000
DATE CLOSED: 4/18/2014

SELLER: Bonnie L & Stevan E Smith
BUYER, BUYER'S
ADDRESS: Michael Brian & Linda Marie Wood, 655 Elliott St
ADDRESS: 655 Elliott St, Longmont
PRICE: \$250000
DATE CLOSED: 4/18/2014

SELLER: Dvora Kanegis
BUYER, BUYER'S
ADDRESS: Elisabeth Anne Keef & Jackson Moller, 4625 18th St # B4
ADDRESS: 4625 18th St # B4, Boulder
PRICE: \$108000
DATE CLOSED: 4/18/2014

SELLER: Gena Josefa & Leonidas Nathan Batres
BUYER, BUYER'S
ADDRESS: Sheri A & Timothy S Mickelson, 1221 Button Rock Dr
ADDRESS: 1221 Button Rock Dr, Longmont
PRICE: \$325000
DATE CLOSED: 4/18/2014

SELLER: Lobo Rental Property Llc
BUYER, BUYER'S
ADDRESS: Vanessa Sieve-wright, 15569 Navajo St
ADDRESS: 401 E Cleveland St, Lafayette
PRICE: \$341000
DATE CLOSED: 4/18/2014

SELLER: Alycia Gayle Lawson
BUYER, BUYER'S
ADDRESS: Michael C & Judith L Decew, 1008 Northern Way
ADDRESS: 2855 Rock Creek Cir Unit 116, Superior
PRICE: \$329900
DATE CLOSED: 4/18/2014

SELLER: James M & Helen Elliott
BUYER, BUYER'S
ADDRESS: Brian J Bierig, 1884 Mallard Dr
ADDRESS: 1884 Mallard Dr, Superior
PRICE: \$204000
DATE CLOSED: 4/18/2014

SELLER: Western L Llc
BUYER, BUYER'S
ADDRESS: Longmont Brownstones Llc, 104 Silo Ct
ADDRESS: Mult Prop, \$480000
DATE CLOSED: 4/18/2014

SELLER: Leo A Bannon

BUYER, BUYER'S
ADDRESS: Eric Remer, 3633 21st St
ADDRESS: 943 Spruce St, Boulder
PRICE: \$1550000
DATE CLOSED: 4/18/2014

SELLER: Jim Nason
BUYER, BUYER'S
ADDRESS: Joshua A & Crystal L Falconer, 713 Allen Dr
ADDRESS: 713 Allen Dr, Longmont
PRICE: \$388000
DATE CLOSED: 4/18/2014

SELLER: 214 Vivian Llc
BUYER, BUYER'S
ADDRESS: Brian Englebardt, 214 Vivian St
ADDRESS: 214 Vivian St, Longmont
PRICE: \$205000
DATE CLOSED: 4/18/2014

SELLER: Jeffery & Traci Bushnell
BUYER, BUYER'S
ADDRESS: Michael Lyons, 610 S 45th St
ADDRESS: 610 S 45th St, Boulder
PRICE: \$497300
DATE CLOSED: 4/18/2014

SELLER: Shawn D & Delia Mj Snyder
BUYER, BUYER'S
ADDRESS: Timothy Burcham, 2397 Cedarwood Cir
ADDRESS: 2397 Cedarwood Cir, Lafayette
PRICE: \$419000
DATE CLOSED: 4/18/2014

SELLER: Andrew Robert & Scott Leslie McMullin
BUYER, BUYER'S
ADDRESS: Kip Farnsworth, 1720 S Bellaire St Ste 1100
ADDRESS: 731 Sumner St, Longmont
PRICE: \$205000
DATE CLOSED: 4/18/2014

SELLER: Carrie K Cullinane
BUYER, BUYER'S
ADDRESS: Suanne Shayer, 4965 Twin Lakes Rd Apt 61
ADDRESS: 4965 Twin Lakes Rd Apt 61, Boulder
PRICE: \$185000
DATE CLOSED: 4/18/2014

SELLER: Nortten Inc
BUYER, BUYER'S
ADDRESS: Delia & Shawn Snyder, 1630 Judson Dr, Longmont
PRICE: \$277000
DATE CLOSED: 4/18/2014

SELLER: Catherine R Rotkin
BUYER, BUYER'S
ADDRESS: Nirai Inc, 1070 W Century Dr Ste 101
ADDRESS: 804 Sumner Hawk Dr Unit 3106, Longmont
PRICE: \$150000
DATE CLOSED: 4/18/2014

SELLER: Sopris Development Llc
BUYER, BUYER'S
ADDRESS: James F & Diana S Ferrero, 236 Meadow View Pkwy
ADDRESS: 236 Meadow View Pkwy, Erie
PRICE: \$671400
DATE CLOSED: 4/18/2014

SELLER: Clanton Ray Iv & Elizabeth Athey

BUYER, BUYER'S
ADDRESS: Tyler Roberts & Ariana Nicole Kenney, 2015 Mount Sneffels St
ADDRESS: 2015 Mount Sneffels St, Longmont
PRICE: \$200000
DATE CLOSED: 4/18/2014

SELLER: Paul L & Patricia L Sutterfield
BUYER, BUYER'S
ADDRESS: Robin L Intribus, 1432 Galapagos Pl
ADDRESS: 1432 Galapagos Pl, Longmont
PRICE: \$285000
DATE CLOSED: 4/18/2014

SELLER: Trevor & Elizabeth Seelye
BUYER, BUYER'S
ADDRESS: Richard Gribbon, 2860 14th St
ADDRESS: 2860 14th St, Boulder
PRICE: \$933100
DATE CLOSED: 4/18/2014

SELLER: Anthony J & Brenda L Brittain
BUYER, BUYER'S
ADDRESS: Frederick Blume, 5275 Holmes Pl
ADDRESS: 5275 Holmes Pl, Boulder
PRICE: \$736000
DATE CLOSED: 4/18/2014

SELLER: Joseph A Wintgergerst
BUYER, BUYER'S
ADDRESS: David Gon-salves, 2204 Creekside Dr
ADDRESS: 2204 Creekside Dr, Longmont
PRICE: \$464000
DATE CLOSED: 4/18/2014

SELLER: Johanna Zeh
BUYER, BUYER'S
ADDRESS: Daniel Suter, 3585 Ivy Cir
ADDRESS: 3585 Ivy Cir, Boulder
PRICE: \$612500
DATE CLOSED: 4/18/2014

SELLER: Kevin D & Sharon D Houghton
BUYER, BUYER'S
ADDRESS: Lynn C Norberg, 4496 Ashfield Dr
ADDRESS: 4496 Ashfield Dr, Boulder
PRICE: \$368300
DATE CLOSED: 4/18/2014

SELLER: Jack Shaw
BUYER, BUYER'S
ADDRESS: Jeremy Kalan, 4673 Tally Ho Ct
ADDRESS: 4673 Tally Ho Ct, Boulder
PRICE: \$589500
DATE CLOSED: 4/18/2014

SELLER: Sleeping Grizzly Llc
BUYER, BUYER'S
ADDRESS: Soul Purposes Llc, 22649 Peak To Peak Hwy 119
ADDRESS: 110 Snyder St, Nederland
PRICE: \$264800
DATE CLOSED: 4/18/2014

SELLER: Elmon Adams Iii & Janey Decker Miller
BUYER, BUYER'S
ADDRESS: Bradford J Lemley, 1435 Cheryvale Rd
ADDRESS: 1435 Cheryvale Rd, Boulder
PRICE: \$695000
DATE CLOSED: 4/18/2014

SELLER: Carlotta Fazzone
BUYER, BUYER'S
ADDRESS: Flora Duffy, 3874 Broadway St Apt 8
ADDRESS: 3874 Broadway St Apt 8, Boulder
PRICE: \$293000

DATE CLOSED: 4/18/2014
SELLER: Vikki Massingale
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PRICE: \$453000
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DATE CLOSED: 4/21/2014

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PRICE: \$229000
DATE CLOSED: 4/21/2014

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DATE CLOSED: 4/21/2014

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ADDRESS: 432 Camp Eden Rd, Golden
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DATE CLOSED: 4/21/2014

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BUYER, BUYER'S
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DATE CLOSED: 4/21/2014

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Do you ever stop to think before flipping on a light switch, turning on your water faucet or making a phone call? No. And here's why: Decades ago, we decided as a society that everyone would be better off – that the common good would be best served – by ensuring that everyone had equal, affordable access to basic utilities.

We believe the same thinking must apply to the Internet. It has become the backbone of the world. Much as the lone strand of a phone wire connected once-distant towns at the turn of the last century, the Internet now connects all of us

around the globe in ways we could never have envisioned just 30 years ago.

EDITORIAL

The Federal Communications Commission earlier this year introduced a draft proposal giving Internet service providers the ability to segregate access to the Internet for those able to pay vast sums of cash, effectively ending its status as a “net neutral” public utility.

The outcry in recent weeks has been raucous as net-neutrality

advocates have fought back, aided by a long list of tech companies, such as Google, which worry that any segregation of access could hamper further technical innovation.

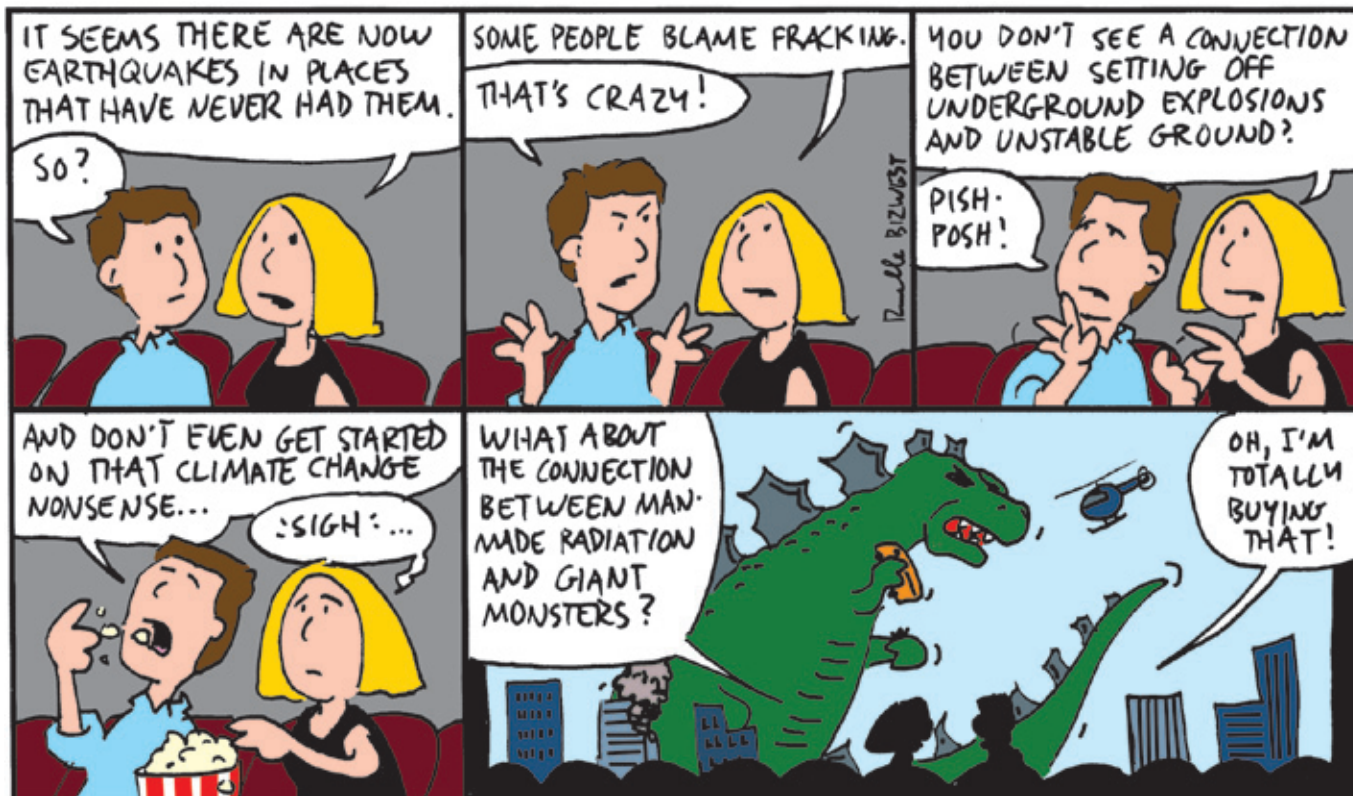
We think their fight is a good one.

In an article in Time.com published May 12, Julie Samuels, executive director of Engine Advocacy, a nonprofit tech policy group, said “Young, high-tech firms have represented all net new job growth in this country for the last 30 years. ... It is these startups that drive our economic prosperity, cre-

ate jobs and improve our lives. Yet these companies stand to suffer the most when faced with uncertain, discriminatory rules that threaten the open Internet.”

We agree. This week, the FCC is expected to make another draft available for the public to review and comment on.

We hope that with enough noise-making, the telecom regulator will move quickly to ensure the Internet remains open, that access remains equal and affordable and that none of us ever will have to think before we hit that “on” switch.



BizWest opinion poll

Coloradans may be asked to pay about \$30 annually over a two-year period to help support the new Colorado health-insurance exchange until it becomes self-sustaining in 2017. Do you support this temporary funding measure?

Answer now at www.bcbr.com and www.ncbr.com.

* The BizWest Opinion Poll is not scientific and reflects only the opinions of those Internet users who have chosen to participate.

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VOLUME 33, ISSUE 9

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Summit to highlight Boulder's manufacturing economy

Manufacturing is vital to strong national, state and even local economies, and Boulder and Boulder County are experiencing the fastest growth in manufacturing output in Colorado. Our concentration of manufacturing activity is among the highest in the state. Boulder's manufacturing advantages come with major challenges, however, and both advantages and challenges will be explored at the "Boulder Economic Summit: Made in Boulder," hosted by the Boulder Economic Council on May 21.

OPINION

Manufacturing in Colorado is well-established and diverse, with more than 5,900 manufacturing firms, more than 132,000 employees and \$19.5 billion in annual economic output. Leading manufacturing sectors range from electronics to pharmaceuticals and from aerospace vehicles to

food and beverage manufacturing. Global shifts in manufacturing are putting Colorado at the forefront of the reshoring of advanced manufacturing, and momentum is building around manufacturing innovation and the creation of highly skilled, high paying jobs in advanced industries.

Boulder County's manufacturing sector grew at almost 7 percent annually in recent years, producing more than \$3.1 billion in output in 2012. Our manufacturing output per capita is by far the highest in Colorado. Boulder's strongest industry clusters are aerospace, IT, bioscience, cleantech, natural products, and outdoor recreation. Manufacturing product development is fueled locally by Boulder's world-



GUEST OPINION
Clif Harald

class research institutions and robust private-sector research and development.

While manufacturing in Colorado and Boulder is diverse and growing, the sector faces major challenges. Will there continue to be enough skilled employees to meet the workforce demands of growing manufacturers? Will U.S. and global demand for products manufactured here continue to grow? Will Colorado and Boulder continue to offer the supportive business environment necessary for existing and new manufacturers?

To learn more about Boulder's manufacturing economy, please plan to attend the Boulder Economic Summit, to be held from 7:30 a.m. to noon May 21 at the Millennium Harvest House. Come hear more than 25 Boulder manufacturing executives, entrepreneurs, advanced-industries leaders, economic-policy experts, researchers and other distinguished speakers address the advantages, challenges and opportunities for Boulder's manufacturing economy.

Executives from Ball Aerospace, Celestial Seasonings, the National Renewable Energy Laboratory, Corden Pharma, RealD, MBio, the Laboratory for Atmospheric and Space Physics, BI, New Sky Energy, the Colorado Association for Manufacturing and Technology, Boulder Soup Works, the Office of Economic Development and International Trade, University of Colorado Tech Transfer, Polar Bottle, Cold Quanta, Boulder Chamber, Free-Wave Technologies, Blue Canyon Technologies, Sundolier and Xero Shoes will join keynote presenters CU-Boulder Chancellor Phil DiStefano; Ken Lund, director of the Colorado Office of Economic Development and International Trade, and CU-Boulder economist Rich Wobbekind.

For a complete list of Economic Summit presenters, a detailed program agenda and to register to attend the summit, please visit bouldereconomiccouncil.org.

Clif Harald is executive director of the Boulder Economic Council.

Thank You!

We thank our sponsors, guests and honorees who made our **Hero Awards Luncheon** on April 24, 2014 a tremendous success.

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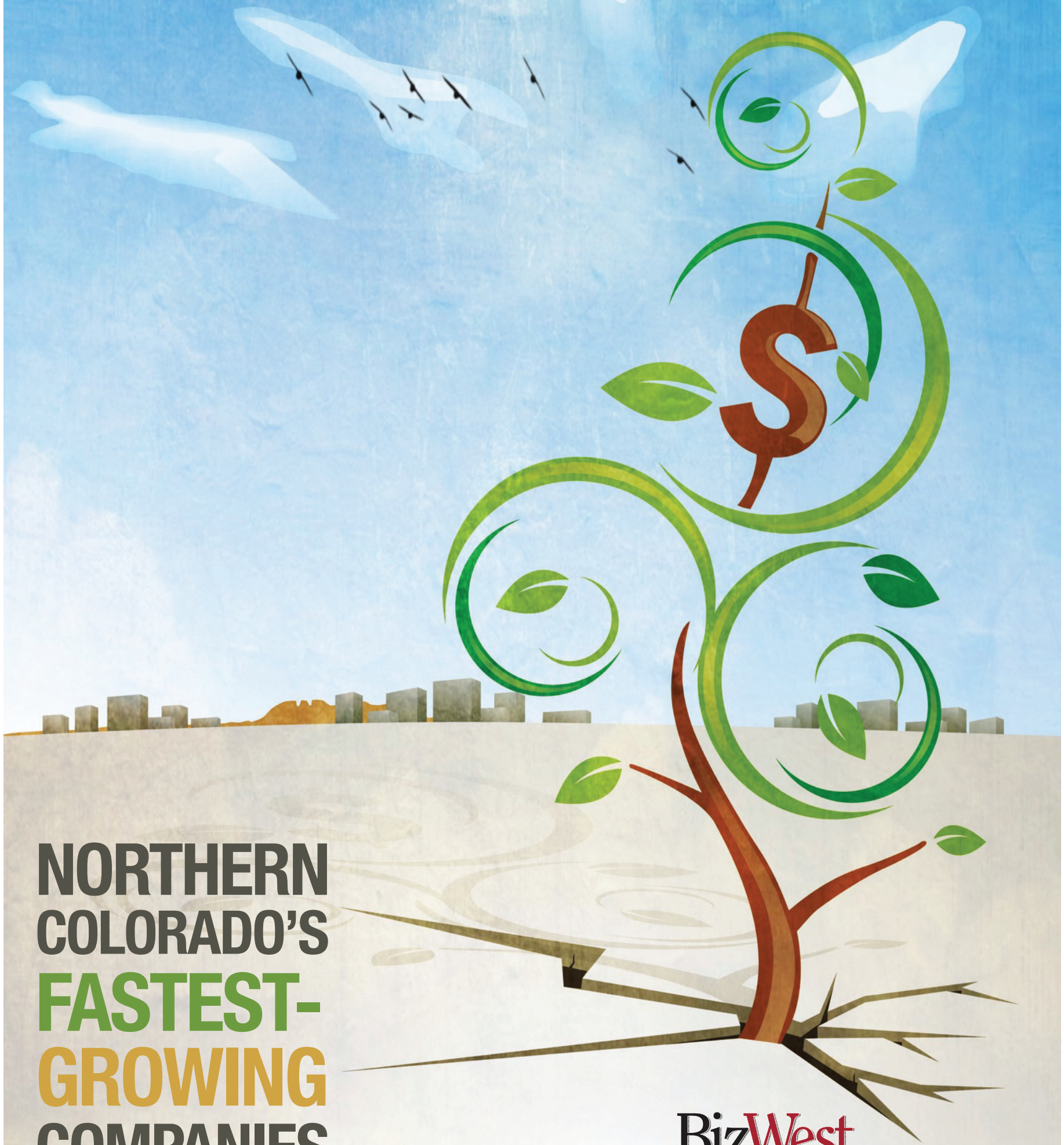


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MERCURY



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Companies with 2013 revenues

More than \$20,000,000	5B
Between \$7,100,000 and \$20,000,000.....	7B
Between \$3,200,000 and \$7,000,000	9B
Between \$1,400,000 and \$3,100,000.....	11B
Between \$150,000 and \$1,390,000.	13B



MERCURY 100 METHODOLOGY

The Mercury 100 list is a ranking of the fastest-growing companies in Northern Colorado.

Companies on the 2014 Mercury 100 were first sorted based on reported revenues for 2013, then, based on the size of their revenue, separated into “flights” of 20 companies each.

The first flight features companies with the 20 highest revenues, those \$20 million and higher. The second flight is of companies with revenues of \$7.1 million to \$20 million, the third is companies with revenues \$3.2 million to \$7 million the fourth is \$1.4 million to \$3.1 million and finally the fifth is \$150,000 to \$1.39 million.

After companies were placed into their appropriate flights, each flight was then sorted based on percentage of revenue growth from 2011 to 2013.

To be considered for the list, companies had to be for-profit, privately owned and headquartered in Larimer or Weld counties. Companies also had to be in business for the full two years in which revenue numbers were collected, and had to have reported revenues of at least \$150,000 in 2011.

Revenues for some companies on the list have been verified by Denver-based accounting and consulting firm Anton Collins Mitchell.



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'Mercury 100' honors fastest-growing

Few local business-related events generate as much enthusiasm – and fun – as the Mercury 100, honoring the fastest-growing private companies in Northern Colorado!

Locally based private companies are ranked based on two-year revenue growth, in this case from 2011 to 2013. We publish five lists, or Flights, recognizing 20 companies within each. The 2013 revenue for Flight I must be more than \$20 million, Flight II with revenues between \$7.1 and \$20 million, Flight III with revenues between \$3.2 and \$7 million, Flight IV with revenues between \$1.4 and \$3.1 million, and Flight V with revenues between \$150,000 and \$1.4 million.

For me, Mercury is probably my favorite event because it fosters connection with fast-growing, high-energy companies that are led by some amazing entrepreneurs. Who could not be energized by speaking with executives who have led their company to 315 percent growth? That was the case with Aggie Plumbing & Service Inc., which jumped from \$360,000 in revenue in 2011 to \$1.6 million last year.



PUBLISHER
Jeff Nuttall

Or how about Madwire Media, which grew from \$4.2 million in revenue two years ago to \$13.4 million last year? That represents growth of 214 percent.

Together, Aggie and Madwire represent two very different companies, each experiencing amazing growth. However, with the Mercury 100 we see companies from marketing, technology, construction, transportation, printing, professional services, health care, real estate and retail.

Therein lies another reason that Mercury 100 has become my favorite event: the variety of industries represented, and the intermingling that occurs as these entrepreneurs gather in one room.

Some years, the Mercury lists might be dominated by one sector or another. During the heyday of economic growth, Northern Colorado's list saw many construction-related



companies, for example. (Come to think of it, this year's lists also include many such companies, signaling that the construction sector is bouncing back.)

But Mercury, for the most part, is all about diversity in terms of the industries represented.

This is the 15th year that BizWest (formerly the Northern Colorado Business Report) has presented awards based on this list. It actually started as a list of 75 companies in 1997, and has grown and evolved with the economy. This year sets a precedent for a new and innovative way to look at the data that allows for a comparison of companies with like size and earnings, rather than with companies much larger or smaller.

The 2014 Mercury 100 rankings are based on revenue figures for

2010 and 2011 submitted to the BizWest research department. A random verification of revenues was conducted by the accounting and consulting firm of Anton Collins Mitchell. All businesses based in Larimer and Weld counties that submitted revenue figures were eligible for consideration.

My thanks goes out to our event sponsors: Anton Collins Mitchell Accountants and Consultants; First National Bank; Windsong Estate Events Center; Palmer Flowers; Mercedes Benz of Loveland; Poudre Valley REA; Employer Solutions Group; The Monfort College of Business; The Better Business Bureau serving Northern Colorado and Wyoming; and DaVinci Sign Systems Inc.

Thanks to our chief researcher, Mariah Tauer, for her work on the Mercury 100 lists.

Congratulations to all companies, large and small, for the terrific comeback that you have made in recent years. All the best in 2014!

Jeff Nuttall can be reached at 970-232-3131 or jnuttall@bizwestmedia.com.

Inside the Business Owner's Brain:

I NEED A PARTNER TO TAKE THESE OFF MY PLATE

- Discuss product launch with Marketing
- Plan executive retreat
- Write awards dinner speech
- Lunch with investors this Friday
- Update employee handbook
- Look in to wrongful termination suit
- Go through resumes for new VP position
- Focus on what I do best.



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For culture of quality, OtterBox makes the case

BY MICHELLE VENUS
news@bizwestmedia.com

FORT COLLINS – You can't miss OtterBox.

Headquartered in Old Town Fort Collins, the company known for its playful and innovative culture and its indestructible protective cases for smartphones, tablets and eReaders is a wunderkind in the technology sector – and it has a swirly slide in its building.

Mobile technology has become

MERCURY 100

OTTERBOX
2012 revenue: \$573,925,713
2013 revenue: \$923,621,000
2-year revenue growth: 163.892%

ubiquitous across daily life. Who doesn't rely on phones and tablets for just about everything – directions, contacts, email, photos, video, Facebook.

Some people even use their phone as a phone. Imagine that.

The quality of OtterBox products must be attributed to the quality of the people behind them. Culture is so important that the human-resources team actually

► See **Otter, 15**



JONATHAN CASTNER/BIZWEST

Employees – known in the company culture as “Otters” – assemble durable cases for smartphones and other devices at OtterBox's headquarters in Fort Collins.

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BIZWEST LIST

Mercury 100 Fastest-Growing Private Companies - Flight I

Companies with 2013 revenues more than \$20,000,000

RANK	Company	2-year revenue growth	Revenues 2013 Revenues 2011	Employees 2014	Products/Services	Phone Website	Person in charge Title Year founded
1	OtterBox 209 S. Meldrum St. Fort Collins, CO 80521	164%	\$923,621,000 \$350,000,000	750	Innovators of protective solutions for mobile technology.	855-688-7269 www.ottterbox.com	Brian Thomas CEO 1998
2	Brinkman Partners LLC 3003 E. Harmony Road, Suite 300 Fort Collins, CO 80528	132%	\$158,000,000 \$68,000,000	80	Integrated real estate services including construction, commercial brokerage, development, capital markets and real estate management.	970-267-0954 www.brinkmanpartners.com	Paul Brinkman Kevin Brinkman founding partners 2005
3	Baessler Homes 3505 Holman Court Greeley, CO 80631	103%	\$22,580,000 \$11,100,000	22	Homebuilder with the ability to fully customize homes to meet our customers needs along with the flexibility to build anywhere in Northern Colorado with average build times around 3.5 months.	970-356-6251 www.baesslerhomes.com	Jamie Baessler president 1968
4	Employment Solutions Personnel Services Inc. 4206 S. College Ave., No. 107 Fort Collins, CO 80525	95%	\$26,002,000 \$13,365,000	35	Staffing services.	970-407-9675 www.employmentsolutions.com	Rick Wagner president 1994
5	Obermeyer Hydro Inc. 303 W. County Road 74 Wellington, CO 80549	86%	\$20,531,968 \$11,041,638	65	Large scale water-control gates for water storage, flood control, river diversion, environmental flow release, irrigation and hydro-power. Hydroelectric turbines.	970-568-9844 www.obermeyerhydro.com	Henry Obermeyer president 1987
6	Phase 2 Co. 216 Hemlock St. Fort Collins, CO 80522	80%	\$24,371,801 \$13,565,000	310	Drywall, paint, acoustics.	970-482-7000 www.phase2co.com	Alison Larsen president 1973
7	Burgener Trucking-Transpo Inc. 7301 S.W. Frontage Road Fort Collins, CO 80528	54%	\$38,102,657 \$24,735,389	125	Transportation, loading and stockpiling of dry bulk commodities.	970-482-4888 www.gotranspro.com	Curt Burgener president 1946
8	King Buick GMC 4175 Byrd Drive Loveland, CO 80538	46%	\$89,950,000 \$61,570,000	109	New and used cars, automotive repair and parts sales.	970-667-8905 www.kinggm.com	Rex King president 1998
9	McCauley Constructors Inc. 650 Innovation Circle Windsor, CO 80550	33%	\$24,460,000 \$18,400,000	28	Commercial and light industrial construction management; general contractor.	970-686-6300 www.mccauleyconstructors.com	Leon McCauley president 2005
10	Ehrlich Dealerships 4627 W. 20th Street Road, Suite A Greeley, CO 80634	31%	\$180,845,642 \$138,376,462	240	Auto dealerships.	970-573-5000 www.ehrlichmotors.com	Scott Ehrlich president 1946
11	Ghent Motor Co. 2715 35th Ave. Greeley, CO 80634	26%	\$45,833,273 \$36,452,396	63	Sells, leases, services new Chevrolets, Cadillacs, parts, all makes of used vehicles, collision center.	970-339-2438 www.ghentmotors.com	Bob Ghent owner 1989
12	Co's Auto Group Inc. 4150 Byrd Drive Loveland, CO 80538	24%	\$62,775,000 \$50,810,000	72	BMW and MINI Cooper automobiles, sales, parts, service, pre-owned cars and trucks.	970-292-5200 www.cosbmw.com, minioflovland.com	Christina Dawkins owner 1974
13	New Horizons Travel Agency Inc. 300 E. Boardwalk Drive Fort Collins, CO 80525	23%	\$21,396,000 \$17,423,419	20	Full-service travel agency specializing in corporate and athletic group travel.	970-223-7400 www.travelnewhorizons.com	Dale Clarken president/owner 1980
14	United Power Inc. 500 Cooperative Way Brighton, CO 80603	13%	\$158,650,036 \$140,389,000	160	Rural electric cooperative providing electric service to homes and businesses throughout Colorado's northern front range.	303-659-0551 www.unitedpower.com	Ronald Asche CEO 1938
15	J-U-B Engineers Inc. 3538 JFK Parkway, Suite 1 Fort Collins, CO 80525	12%	\$42,370,000 \$37,700,000	5	Civil consulting engineering services to both private and public clients, including transportation, municipal, structural, site civil, land development, planning, public involvement/facilitation.	970-377-3602 www.jub.com	Jeff Temple area manager 1955
16	Good Day Pharmacy 3780 E. 15th St., Suite 102 Loveland, CO 80538	7%	\$30,000,000 \$28,000,000	134	Family-owned retail pharmacy chain. Specialties include compounding, bio-identical hormone replacement therapy, medical equipment sales and rentals, specialty long term care pharmacy.	970-461-1975 www.gooddaypharmacy.com	Vicki Einhellig RPh, COO 1985
17	Drahota 4700 Innovation Drive, Building C Fort Collins, CO 80525	6%	\$34,000,000 \$32,000,000	36	Full-service construction manager and general contractor staffed with LEED-accredited professionals.	970-204-0100 www.drahota.com	Terry Drahota president 1973
18	Walker Manufacturing Co. 5925 E. Harmony Road Fort Collins, CO 80528	5%	\$51,138,000 \$48,537,000	160	Commercial-grade riding lawnmowers and attachments.	970-221-5614 www.walkermowers.com	Bob Walker president 1959
19	Gray Oil Co. 804 Denver Ave. Fort Lupton, CO 80621	5%	\$102,027,014 \$96,930,653	75	Fuel, lubes, DEF and chemicals.	800-464-4729 www.grayoil.net	Tina Powell president 1937
20	Poudre Valley Rural Electric Association Inc. 7649 REA Parkway Fort Collins, CO 80528	3%	\$98,901,776 \$95,938,480	90	Electric utility.	800-432-1012 www.pvrea.com	Jeff Wadsworth CEO 1939

Researched by Mariah Tauer

Region surveyed includes Larimer and Weld counties and the city of Brighton.

Source: BizWest Survey

Madwire growing faster than a speeding bullet

BY MICHELLE VENUS
news@bizwestmedia.com

LOVELAND – Take a walk through Madwire Media and it's hard to miss the superhero decorating theme. It's quite possible that the father-and-son team, Joe and JB Kellogg, who founded the digital marketing and design agency have donned capes of their own, considering all that has been accomplished since Madwire opened its doors in 2009.

MERCURY 100

MADWIRE MEDIA

2012 revenue: \$6,417,775
2013 revenue: \$13,407,670
2-year revenue growth: 213.565%

Five years ago, it was just the two of them. Now, Madwire is one of the fastest growing businesses in Colorado, with 175 employees. The plan is to grow that number to 350 by 2018. Revenues have increased by more than 213 percent, leaping in (almost) a single bound from \$4.76 million in 2011 to \$13.4 million in 2013. The company has seen a 5,254 percent growth in a three-year period.

The accolades continue to pour in:



JONATHAN CASTNER/BIZWEST

JB Kellogg, the son in the father-son team that founded Madwire Media, was named Young Professional of the Year in January by the Loveland Chamber of Commerce.

At BizWest Media's annual Bravo Awards ceremony in March,

the Kelloggs received a Loveland Entrepreneur Award to recognize

the company's rapid growth. Two months earlier, the Loveland Chamber of Commerce named JB Kellogg its Young Professional of the Year.

Inc. 5000 rated Madwire No. 10 on its list of the top 100 digital marketing and advertising firms in the nation, No. 51 overall and second among the top 100 companies in Colorado. Madwire ranked third in the Inc. Hire Power awards. ColoradoBiz recognized it two years running as a top 50 family-run company.

This is not the first time Madwire has received a Mercury Award. Holy trophies in the case, Batman!

Last year, Madwire crafted more than 2,000 websites for its clients, earning more than 300,000 conversions for them. Madwire officials point to analytics citing more than 10 million inbound visitors driven to clients' websites. There's a gym in the basement, a garden on the roof and foosball in the break room.

In the words of Rocket J. Squirrel, "And now, here's something we hope you'll really like": Last November, Madwire sponsored UFC 167: St-Pierre vs. Hendricks, a mixed martial arts event at the MGM Grand Garden Arena in Las Vegas. Ka-pow!

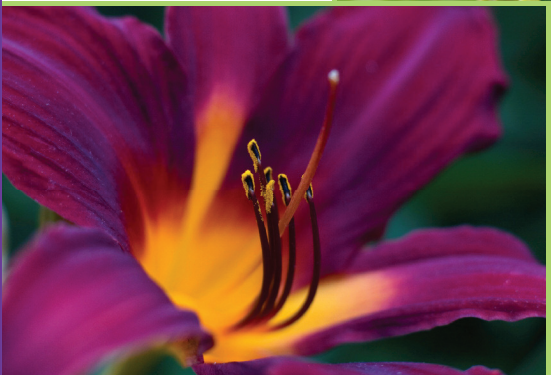
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BIZWEST LIST

Mercury 100 Fastest-Growing Private Companies - Flight II

Companies with 2013 revenues between \$7,100,000 and \$20,000,000

RANK	Company	2-year revenue growth	Revenues 2013 Revenues 2011	Employees 2014	Products/Services	Phone Website	Person in charge Title Year Founded
1	Madwire Media 550 W. Eisenhower Blvd. Loveland, CO 80537	214%	\$13,407,670 \$4,275,877	175	360° inbound digital marketing and design firm offering innovative marketing technologies for small businesses with a global reach.	970-663-7635 www.madwiremedia.com	Joe Kellogg JB Kellogg owners 2009
2	SAFEbuilt Colorado 3755 Precision Drive, Suite 140 Loveland, CO 80538	102%	\$16,380,210 \$8,108,777	144	Community development solutions for local government. Services include building department, planning and zoning and code enforcement functions.	970-566-2495 www.safebuilt.com	Mike McCurdie president 1992
3	Devoe Contracting LLC 26015 County Road 46 Kersey, CO 80644	80%	\$11,150,000 \$6,205,000	93	Dirt construction, oil service, heavy-duty towing.	970-284-7824 N/A	Shaun DeVoe manager 1969
4	Vista Solutions Corp. 2619 Midpoint Drive, Suite F Fort Collins, CO 80525	77%	\$10,781,817 \$6,080,692	14	IT partner with business-class technology; customized hardware, software and services; local cloud computing.	970-212-2940 www.vistasolutions.net	Linda Vomaske owner Robert Vomaske CEO/president 1992
5	Safe Site Inc. 5803 Lockheed Ave. Loveland, CO 80538	53%	\$18,234,457 \$11,941,235	230	Utility locating, subsurface utility engineering, utility mapping, utility engineering services, utility pole attachment and code compliance audit. Safety inspection and compliance audits.	970-622-9792 www.safesiteco.com	Diane McIntosh president 2005
6	Burrows Enterprises Inc. 2024 E. Eighth St. Greeley, CO 80631	49%	\$7,424,028 \$4,970,171	21	Farm equipment manufacturers. Wholesale to equipment dealers throughout the world.	970-353-3769 www.rotogrind.com	Royal Burrows president 1977
7	Dairy Specialists LLC 3309 Empire St. Evans, CO 80620	47%	\$16,288,741 \$11,100,000	52	Design, installation, equipment, services and supplies for dairies, feed yards and waste-management systems.	970-330-1870 www.dairyspecialists.com	Randy Sorensen CEO 1991
8	Tharp Cabinet Corp. 1246 N. Denver Ave. Loveland, CO 80537	46%	\$12,610,000 \$8,625,000	112	Manufacturer of residential, commercial and specialty cabinets. Cabinet refacing and refinishing.	970-667-7144 www.tharpcabinets.com	Don Fraley president 1971
9	Sears Trostel Lumber Co. 125 Airpark Drive Fort Collins, CO 80524	44%	\$7,932,000 \$5,500,000	48	Custom wood moldings, arched moldings, hardwood lumber, wood flooring; wholesale and manufacturing.	970-482-0222 www.sears-trostel.com	Curt Viehmeyer general manager 1929
10	SteelStar Corp. 101 Miller Drive Dacono, CO 80514	29%	\$10,785,644 \$8,372,184	48	Steel fabrication.	303-828-4303 www.steelstar.com	Kris McLean CEO 1997
11	ECL Site Construction Management Inc. 2526 14th St., SE Loveland, CO 80537	29%	\$13,650,000 \$10,600,000	21	General contractor and construction manager of multi-faceted infrastructure projects.	970-669-6291 www.ecsite.net	Brian Peterson president 1983
12	Denver Plastics Colorado LP 560 Dahlia St. Hudson, CO 80642	27%	\$19,000,000 \$15,000,000	145	Custom thermoplastics injection molding, two shot molding, vertical molding, large tonnage molding, assembly, printing and secondary operations.	303-654-1202 www.dpcolorado.com	Robert Doebele general manager 1950
13	Gregory Electric 3317 N. Lincoln Ave. Loveland, CO 80538	26%	\$16,745,000 \$13,250,000	90	Electrical contractor.	970-669-7609 www.gregoryelectricinc.com	Rod Bryant president 1988
14	Naranjo Civil Constructors Inc. 1863 Second Ave. Greeley, CO 80631	23%	\$9,000,000 \$7,300,000	50	Structural and flatwork concrete construction, drainageway reconstruction in urban environments, stormwater/irrigation related utilities.	970-356-7909 www.naranjocivil.com	Jerry Naranjo Herman Naranjo owners 1982
15	Miramont Lifestyle Fitness 901 Oakridge Drive Fort Collins, CO 80525	10%	\$10,346,882 \$9,426,616	300	All-inclusive health club featuring health and wellness programs to meet any interest and ability level.	970-282-1000 www.miramontlifestyle.com	Shane Hunsinger COO 1979
16	Verus Bank of Commerce 3700 S. College Ave., Unit 102 Fort Collins, CO 80525	9%	\$15,533,904 \$14,190,170	20	Banking and financial services.	970-267-6564 www.verusboc.com	Gerard Nalezny Mark Kross CEOs 2005
17	Affordable Roofing Inc. 217 W. Trilby Road Fort Collins, CO 80525	6%	\$9,333,512 \$8,781,486	18	Roofing services.	970-207-0000 www.affordableroofinginc.com	Troy Jennings president Jim Simpson co-owner 2005
18	Coe Construction Inc. 2302 E. 13th St. Loveland, CO 80537	5%	\$7,900,000 \$7,500,000	16	Commercial general contractor.	970-663-7636 www.coeconstruction.com	Gregg Meisinger president 1990
19	Harsh International Inc. 600 Oak Ave. Eaton, CO 80615	5%	\$20,000,000 \$19,000,000	82	Cattle-feed mixers, hydraulic dumping equipment, contract laser and water-jet cutting and environmental solutions.	970-454-2291 www.harshenviro.com	Robert Brown president 1948
20	Connecting Point 2401 17th St. Greeley, CO 80634	5%	\$7,566,000 \$7,199,000	30	Network integration, remote managed services, cloud services, network security, unified communications (VoIP), technical outsourcing, product sales.	970-356-7224 www.cpgreeley.com	Ted Warner president 1985

Researched by Mariah Tauer

Region surveyed includes Larimer and Weld counties and the city of Brighton.

Source: BizWest Survey

You dream it, Savant Homes can build it

BY MICHELLE VENUS
news@bizwestmedia.com

FORT COLLINS – The folks at Savant Homes are in the business of making dreams come true.

For founders and owners Alan and Kim Strope, helping clients realize their dream home is what they do every day – and they’ve been doing it since 1998. Sometimes the dream is small: a new deck, a remodel or an addition. Sometimes the dream takes on epic propor-

MERCURY 100

SAVANT HOMES

2012 revenue: \$5,174,018

2013 revenue: \$6,502,626

2-year revenue growth: 190.622%

tions. Savant Homes has designed and built million-dollar custom homes.

If you can dream it, they can build it.

The northern Colorado natives take pride in their local roots. Alan and Kim are graduates of Colorado State University, with respective degrees in construction management and interior design.

► See **Savant, 15**



PHOTO COURTESY SAVANT HOMES

Troy and Heather Hiebsch survey the complete remodeling that Savant Homes did on their home at 620 W. Oak St. in Old Town Fort Collins.

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BIZWEST LIST Mercury 100 Fastest-Growing Private Companies - Flight III

Companies with 2013 revenues between \$3,200,000 and \$7,000,000

RANK	Company	2-year revenue growth	Revenues 2013 Revenues 2011	Employees 2014	Products/Services	Phone Website	Person in charge Title Year Founded
1	Savant Homes Inc. P.O. Box 2066 Fort Collins, CO 80522	191%	\$6,502,626 \$2,237,489	10	Residential contractor and light commercial contractor. Focus on custom homebuilding in new construction, remodeling and commercial tenant finish.	970-472-5667 www.savanthomesinc.com	Alan Strope president 1998
2	Green Ride CO Inc. 344 E. Foothills Parkway, Suite 29 Fort Collins, CO 80525	144%	\$5,343,716 \$2,192,000	120	Transportation.	970-226-5533 www.greenrideco.com	Ray Schofield co-founder 2008
3	Roberts Excavation Corp. 1801 First St. Berthoud, CO 80513	121%	\$3,605,000 \$1,632,000	24	Commercial, industrial, residential earthwork, site grading and utility construction, environmental reclamation.	970-532-1440 www.roberts-excavation.com	Gerald Roberts president 1991
4	Encompass Medical Partners LLC 1236 E. Elizabeth St., Suite 2 Fort Collins, CO 80524	118%	\$3,433,459 \$1,573,383	47	Health care billing and practice management services.	970-488-1668 www.encompassmedical.com	Judson Standard CEO 1984
5	RMG - Rocky Mountain Group 1601 37th St. Evans, CO 80620	113%	\$4,294,000 \$2,020,000	7	Architectural, civil engineering, geotechnical engineering, structural engineering, materials testing, forensic engineering, land planning, residential and commercial.	970-330-1071 www.rmgengineers.com	Tom Cope Northern Colorado geotechnical group manager, partner 1986
6	Affordable Restoration 217 W. Trilby Road Fort Collins, CO 80525	106%	\$3,305,354 \$1,601,686	27	Fire and water restoration.	970-207-0000 www.affordablestore.com	Troy Jennings Jim Simpson Cory Braesch owners 2008
7	Schlosser Signs Inc. 3597 Draft Horse Court Loveland, CO 80538	102%	\$5,050,000 \$2,496,000	40	Surveys, permit acquisition, zoning analysis, code appeal, planned sign program development, design, custom fabrication, installation, removals, maintenance/repair, and lot lighting.	970-593-1334 www.schlossersigns.com	Carla Schlosser CEO 1999
8	Malm Electrical Contractors LLC 266 Basher Drive, Unit No. 2 Berthoud, CO 80513	83%	\$5,500,000 \$3,003,251	30	Commercial, industrial, multi-family, design build services.	970-532-9900 www.malmelectric.com	Trent Malm general manager, partner 2002
9	Alpine Cabinet Co. Inc. 4125 Main St. Timnath, CO 80547	60%	\$5,666,000 \$3,540,000	50	Kitchen cabinets and bathroom vanities for both residential and commercial use.	970-484-9030 www.alpinecabinetco.com	James Chinn president 1968
10	Miramont Family Medicine 4674 Snow Mesa Drive, Suite 140 Fort Collins, CO 80528	49%	\$6,772,211 \$4,548,390	84	Patient-centered medical home offering primary care in family medicine, x-ray, mammography, in-house lab, prescription dispensing, aesthetics, immunotherapy, INS/ DOT physicals, behavioral health.	970-482-0213 www.miramont.us	John Bender CEO 1940
11	Exponential Engineering Company 328 Airpark Drive Fort Collins, CO 80524	46%	\$6,000,000 \$4,100,000	34	Professional electrical engineering consulting.	970-207-9648 www.exponentialengineering.com	Thomas Ghidossi president 1993
12	Home Instead Senior Care 3711 John F. Kennedy Parkway, Suite 317 Fort Collins, CO 80525	41%	\$5,505,071 \$3,895,309	350	Licensed non-medical home care.	970-494-0289 homeinstead.com/northerncolorado	Mike Maguire president Carol Maguire owner 2001
13	Duran Excavating Inc. 418 N. Ninth Ave. Greeley, CO 80631	39%	\$6,958,916 \$5,012,817	60	Earthwork, utilities and roadwork.	970-351-0192 www.duranexcavating.com	Ernest Duran president 1979
14	Arkins Park Stone Corp. 5975 N. Larimer County Road 27 Loveland, CO 80538	38%	\$3,340,000 \$2,429,000	40	Quarry, stone.	970-663-1920 www.arkinsparkstone.com	Arlis Sprague president 1955
15	E.I. Medical Imaging 110 12th St. SW, Unit 102 Loveland, CO 80537	36%	\$5,000,000 \$3,687,000	16	Manufacturer of portable ultrasound devices for veterinarians and livestock producers.	970-669-1793 www.eimedical.com	Charles Maloy president 1984
16	Express Employment Professionals 2711 W. 10th St. Greeley, CO 80634	35%	\$4,445,195 \$3,303,594	7	Full-time and temporary staffing and job placement. Also provides human resource services and consulting.	970-353-8430 www.expresspros.com	Kathy Egan owner Tami Inskeep general manager 1971
17	Anderson Consulting Engineers Inc. 375 E. Horsetooth Road, Building 5 Fort Collins, CO 80525	25%	\$3,986,000 \$3,188,287	21	Water resources, civil, environmental and river restoration.	970-226-0120 www.acewater.com	Bradley Anderson president 1998
18	High Plains Mechanical Service Inc. 2020 Airway Ave. Fort Collins, CO 80524	22%	\$5,071,604 \$4,159,100	26	HVAC service, maintenance and installation.	970-221-5645 www.hpmservice.com	Paul Finger Joyce Finger owners 1983
19	EnergyLogic Inc. 309 Mountain Ave. Berthoud, CO 80513-9261	21%	\$3,452,109 \$2,861,162	47	Energy ratings, energy audits, rater training, rater partner providing, LEED consulting and project management, energy guarantees and quality assurance.	970-532-3220 www.nrglogic.com	Steve Byers CEO 2006
20	Alpine Gardens 7029 S. College Ave. Fort Collins, CO 80525	19%	\$4,522,000 \$3,800,000	57	Commercial and residential landscape design, installation and maintenance.	970-226-2296 www.alpinelandscaping.com	Jack Fetig Chris Fetig owners 1978

Researched by Mariah Tauer

Region surveyed includes Larimer and Weld counties and the city of Brighton.

Source: BizWest Survey

Aggie Plumbing: Services at your disposal

BY MICHELLE VENUS
news@bizwestmedia.com

FORT COLLINS – Ask Craig Unter, president of Aggie Plumbing & Service, Inc., why his company stands out from its competitors and he is quick to reply:

“It’s our customer service. And our employees. And our pricing structure. And we don’t keep customers waiting for hours for someone to show up – we schedule appointments.”

MERCURY 100

AGGIE PLUMBING & SERVICE INC.
2012 revenue: \$1,100,000
2013 revenue: \$1,645,000
2-year revenue growth: 356.944%

Unter should know. He worked for two large Northern Colorado plumbing companies starting in 1993 before founding Aggie Plumbing & Service. While he was learning the skills that earned him his master plumber license, Unter was observing how the plumbing business worked (or didn’t work) and began making notes. He saw a big gap between standard of service and upper management’s desire to increase the profit margin.



PHOTO COURTESY AGGIE PLUMBING & SERVICE INC.

Craig Unter, president of Aggie Plumbing and Service Inc., has seen phenomenal growth of his Fort Collins-based company. Now all he needs are more plumbers.

It was this observation and his notes that helped him develop a customer-focused business model when he finally struck out on his own in 2005 with just himself and one other employee.

Now, nine years later, “We’re cruising right along,” Unter said.

Cruising may be a bit of an understatement. In three years, Aggie Plumbing and Service has gone from two employees – Unter and his wife,

Melissa – to nine people on staff. Revenues have grown during the same time frame from \$360,000 to \$1.645 million.

“We started this company right at the downturn of the economy, so we had nowhere else to go but up,” said Unter.

For Unter, the reasons behind his company’s success are a return to old-fashioned values and delivering quality service at a fair price. Most

repair jobs can be done in less than an hour or two. The Aggie Plumbing & Service team charges by the hour, plus the cost of materials and parts. It’s that straightforward.

It also has been about building relationships and referrals. Aggie Plumbing & Service specializes in all aspects of the plumbing business, from working with commercial and residential new construction to commercial property owners and managers as well as homeowners looking to fix a pesky leak, install a new hot water heater, gas lines or a sprinkler system.

With the improving economy and new construction starts, Unter is facing a problem. He can’t find enough talented, quality plumbers to build up his staff and take on as many projects as he would like. Many of the people who would be firing off resumes to him are taking advantage of the oil boom and opting into that industry instead. It’s the biggest hurdle he faces while planning a growth strategy.

“We take a lot of pride in the fact, that as a small company, we offer all of our employees health insurance and contribute to their retirement plans,” said Unter. “It all goes back to those core values. We take care of our people and they take care of our customers.”

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BIZWEST LIST Mercury 100 Fastest-Growing Private Companies - Flight IV

Companies with 2013 revenues between \$1,400,000 and \$3,100,000

RANK	Company	2-year revenue growth	Revenues 2013 Revenues 2011	Employees 2014	Products/Services	Phone Website	Person in charge Title Year Founded
1	Aggie Plumbing & Service Inc. 1739 Rolling Gate Road Fort Collins, CO 80526	357%	\$1,645,000 \$360,000	9	Plumbing contractor, new residential construction, new commercial construction and plumbing service. Commercial tenant finish. Residential additions and remodel. Water heater replacement.	970-226-9979 www.aggieplumbing.com	Melissa Unter vice president 2005
2	AGPROfessionals 3050 67th Ave. Greeley, CO 80634	113%	\$3,052,000 \$1,436,000	18	Developers of agriculture; engineering, land-use planning, real estate, surveying, environmental management, public relations exclusively for agriculture.	970-535-9318 www.agpros.com	Thomas Haren CEO 1996
3	Ram Glass Service 5727 Bueno Drive Fort Collins, CO 80525	89%	\$1,765,000 \$933,500	9	Glass, shower doors, mirrors, storefronts, table tops, chair mats, custom glass cutting, cabinet glass. Residential and commercial glass of any type.	970-207-1914 www.ramglass.com	Clu Tamlin Kathy Tamlin owners 2000
4	G & N Construction 628 First Ave. Ault, CO 80610	87%	\$1,400,000 \$750,000	8	Pre-engineered metal buildings, structural steel, concrete, epoxy flooring.	970-834-0382 N/A	Nancy White Gary White owners 1996
5	Linden 223 S. Howes St. Fort Collins, CO 80521	85%	\$2,400,000 \$1,300,000	16	Marketing and communications company. Provides market research, branding, website design, online marketing, social media, public relations.	970-221-3232 www.golinden.com	Susie Cannon owner 1996
6	AlphaGraphics Inc. 5803 Lockheed Ave. Loveland, CO 80538	77%	\$2,513,970 \$1,418,955	19	Products and services include offset printing, digital printing, high-speed duplicating, over-sized printing and online ordering. Design and marketing services.	970-223-6316 www.agnoco.com	Guy (Skip) McIntosh III Diane McIntosh owners 2006
7	CARE Research LLC P.O. Box 272577 Fort Collins, CO 80527	75%	\$1,400,000 \$800,000	14	Preclinical contract research; protocol development and regulatory guidance; multispecies pharmacokinetics and toxicokinetics; toxicology, feed, nutrition and range finding studies.	970-493-2660 www.caresearchllc.com	Rajan Bawa CEO, CTO Beena Bawa CFO 2010
8	C&T Custom Fabrication Inc. 345 Basher Drive Berthoud, CO 80513	48%	\$2,674,000 \$1,807,000	20	Metal fabrication including precision welding, water-jet cutting, CNC machining, CNC punching and bending.	970-532-2444 www.ctcustomfab.com	Cameron Matthie Terry Dettmann owners 1997
9	Loveland Design Carpet One Floor & Home 360 S. Lincoln Ave. Loveland, CO 80537	48%	\$3,100,000 \$2,100,000	15	Retail and commercial flooring, ceramic tile, natural stone and carpet; vinyl, Marmoleum, area rugs. New construction and remodels. New window treatment department. Insurance renovation. Installation.	970-667-3590 www.lovelanddesigncenter.com	Cindy Corbett proprietor 1967
10	Advanced Interiors Inc. 821 E. Mulberry St. Fort Collins, CO 80524-3105	41%	\$2,400,000 \$1,700,000	9	Retail and contract sales of flooring and interior products.	970-482-6242 www.advancedinteriorsinc.net	Shawn Matz president Chris Carney vice president 2002
11	Action Plumbing and Heating Inc. 201 12th St. S.W. Loveland, CO 80537	41%	\$1,568,171 \$1,110,826	11	New commercial and residential plumbing, service and repair commercial and residential plumbing, hydronic heating sales and service, drain cleaning, repair/replacement of sewer lines.	970-669-6093 www.actionplumbingandheating.com	Dick Zastrow owner 1993
12	Envision IT Partners 333 W. Drake Road, Suite 30 Fort Collins, CO 80526	33%	\$2,310,914 \$1,735,000	15	IT consulting services and support.	970-377-0333 www.envisionitpartners.com	Michael O'Donnell CEO 2003
13	Weld County Bi-Products Inc. 1138 N. 11th Ave. Greeley, CO 80631	32%	\$1,995,959 \$1,506,786	12	Frozen meat for pet food, hides and calf skins.	970-352-1788 N/A	Lonna Ulrich secretary, treasurer 1965
14	Cochran, Freund & Young LLC 2026 Caribou Drive, Suite 201 Fort Collins, CO 80525	30%	\$2,346,000 \$1,808,000	15	Patent, copyright, trademark and trade secret law and technology licensing.	970-492-1100 www.patentlegal.com	William Cochran managing member 2000
15	Fort Collins Veterinary Emergency and Rehabilitation Hospital LLC 816 S. Lemay Ave. Fort Collins, CO 80524	26%	\$2,400,000 \$1,900,000	40	Emergency veterinary services, rehabilitation and urgent care.	970-484-8080 www.vetemergencyandrehab.com	Jon Geller managing partner 2003
16	Graham's Carpet Network 451 N. Denver Ave. Loveland, CO 80537	26%	\$3,100,000 \$2,468,363	12	Residential and commercial flooring, countertops and window covering materials and installation.	970-612-0214 www.grahamscarpetnetwork.com	Scott Graham president 2003
17	Just Office Furniture 6002 Byrd Drive Loveland, CO 80538	18%	\$2,000,000 \$1,700,000	8	New and used commercial furniture. Asset management, space planning, office design, installation, relocation and reconfiguration.	970-493-9039 www.justofficefurniture.com	Alexa Hepler Mike Hepler owners 1979
18	St. Vrain Block Co. 5150 Grand View Blvd. Dacono, CO 80514	17%	\$2,100,000 \$1,800,000	17	Concrete blocks, landscaping products, pavers, retaining wall block and structural units.	303-833-4144 www.stvrainblock.com	Colleen Ryan owner 1946
19	Rebound Sports & Physical Therapy 2211 S. College Ave., Suite 300 Fort Collins, CO 80525	2%	\$1,634,000 \$1,608,000	16	Outpatient orthopedic physical therapy and therapeutic massage therapy. Sport specific fitness screenings.	970-663-6142 www.reboundsportspt.com	Casey Robinson general manager 2008
20	Fort Collins Nursery 2121 E. Mulberry St. Fort Collins, CO 80524	1%	\$2,782,648 \$2,756,398	30	Retail nursery and garden center, trees, shrubs, seeds, houseplants, bedding plants, vegetables, tropical plants, fountains, statuary, benches, arbors, gardening tools and supplies.	970-482-1984 www.fortcollinsnursery.com	Jesse Eastman owner 1932

Researched by Mariah Tauer

Region surveyed includes Larimer and Weld counties and the city of Brighton.

Source: BizWest Survey

Huston Graphics & Printing weathers the storms

BY MICHELLE VENUS
news@bizwestmedia.com

WINDSOR – Huston, we have a problem.

When Luke and Lisa Burton purchased silk screening and printing company Huston Graphics & Printing in 2005, they had no idea they were walking into the start of a recession that would last years. Three years later, their facility was flattened by the level F4 tornado that ripped through Windsor.

MERCURY 100

HUSTON GRAPHICS & PRINTING

2012 revenue: \$602,000

2013 revenue: \$1,200,000

2-year revenue growth: 175.862%

For some new business owners, those events might have been enough to make them chalk up their losses and walk away. But not the Burtons. They set up shop in a temporary location while their building was being rebuilt and continued to struggle for the next three years with the blows the recession was raining on their business.

When Lisa Burton reflects on the last nine years, she credits a lot of hard work, superior customer ser-



COURTESY HUSTON GRAPHICS & PRINTING

Work goes on in the production room at silk screening and printing company Huston Graphics & Printing in Windsor, which has survived a recession and an F4 tornado.

vice and maintaining high-quality products for getting the company through the rough times.

Huston Graphics & Printing has added items to its service roster. Initially the company provided silk screening for clients such as school sports teams and corporations. Now it has branched out to include embroidery and laser etching. It also

has expanded its client list, taking advantage of the nearby oil and gas boom to provide companies with apparel specific to the needs of its industry.

“When we first started, the emphasis was definitely on screen printing for athletics stores and teams,” said Lisa Burton. “We’ve since tried to be strategic with our

client base, adding more corporate clients. We now provide promotional items that go beyond apparel and caps. But we still strive to stay relevant to our (company) roots, but also grow to meet our clients’ demands.”

Huston Graphics & Printing certainly has accomplished its goals. From 2011 to 2012, the company’s revenues increased by nearly \$200,000. The strategy it employed doubled revenues the following year to \$1.2 million.

“It’s challenging to keep up and maintain the quality of the product,” admitted Lisa Burtom. “We want to make sure we’re growing with intent: not too fast, and keeping up with the varied needs of our clients. We’re working hard to be strategic and intentional in how we’re bringing on new staff and purchasing equipment and keep a good balance.”

What lessons have been learned and what would the Burtons do differently given the chance?

“If we had the first two years to do over again,” she mused, “I would have put more money aside in cash reserves to deal with the downturn we experienced. We’ve since changed our approach and won’t let that happen again.”

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Companies with 2013 revenues between \$150,000 and \$1,390,000

RANK	Company	2-year revenue growth	Revenues 2013 Revenues 2011	Employees 2014	Products/Services	Phone Website	Person in charge Title Year Founded
1	Huston Graphics & Printing 700 Automation Drive, Unit B Windsor, CO 80550	176%	\$1,200,000 \$435,000	9	Screen printing, embroidery, laser engraving, promotional products and signage.	970-686-0174 www.hustongraphics.com	Lisa Burton managing partner Lucas Burton CEO 1997
2	TLC Payroll & Insurance 201 S. College Ave., Suite 215 Fort Collins, CO 80524	175%	\$700,000 \$255,000	12	Payroll and health insurance services for businesses with one to 2,500 employees.	970-568-8613 www.myltcteam.com	Kevin Welch CEO/president 2010
3	Washburn Land Surveying 3621 Muskrat Creek Drive Fort Collins, CO 80528	170%	\$430,000 \$159,000	7	Land surveying, constructing layout, topographic surveys, condominium maps, ALTA/ACSM land title surveys, oil well permit surveys.	970-232-9645 www.washburnsurveying.com	Chad Washburn principal 2010
4	A Through Z Computing 1008 Pinnacle Place Fort Collins, CO 80525	164%	\$547,537 \$207,374	2	Computer and network consultants.	970-204-4778 www.athroughzcomputing.com	James Jenson Jim Jenson owners 2004
5	Sounds of the Rockies Entertainment Group LLC P.O. Box 273008 Fort Collins, CO 80527	105%	\$1,350,652 \$658,384	200	Full-service event entertainment. DJ, casino, photo booths, mobile ropes course, outdoor extreme rides, lighting, décor, production, team building.	970-613-1886/888-696-1399 www.soundsoftherockies.com	Don Kennedy Michelle Kennedy owners 1995
6	A-Train Marketing Communications Inc. 125 S. Howes St., Suite 502 Fort Collins, CO 80521	104%	\$1,357,000 \$665,000	9	Branding, research, strategic planning, public relations, print materials, websites, event planning and nonprofit marketing.	970-419-3218 www.atrainmarketing.com	Gretchen Gaede president 1998
7	Pisacka, Baker & Associates LLC 375 E. Horsetooth Road Shores, Building 2, Suite 201 Fort Collins, CO 80525	71%	\$591,387 \$346,632	7	Certified public accountant.	970-488-1888 www.pisackabaker.com	Cody Pisacka managing member 2007
8	Re/Max Eagle Rock 6028 Stallion Drive Loveland, CO 80538	70%	\$331,536 \$195,000	37	Commercial and residential real estate.	970-593-0999 www.nocoresidential.com	Ryan Bach owner 2010
9	Jet Marketing LLC 1929 W. County Road 56 Fort Collins, CO 80524	68%	\$630,000 \$375,000	4	Full-service marketing agency.	970-218-4797 www.jetmarketing.net	Jackie O'Hara owner 2009
10	Mantooth Marketing Co. LLC 8334 Coeur D'Alene Drive Fort Collins, CO 80525	67%	\$990,000 \$593,105	12	Full-service marketing, social media, design and event planning company.	970-663-1888 www.mantoothcompany.com	Connie Hanrahan owner 1995
11	Blazen Illuminations 2631 Cedar Drive Loveland, CO 80538	64%	\$575,000 \$350,000	5	RGB LED lighting, DMX controls, automation systems and lighting design services, installation and custom fabrication.	800-980-4155 www.blazenlights.com	Nate Webb co-owner 1999
12	TAIT & Associates Inc. 6163 E. County Road 16 Loveland, CO 80537	59%	\$920,000 \$577,000	8	Land surveying, civil and environmental engineering. Fuel system design, installation, maintenance and testing.	970-613-1447 www.tait.com	Tracy Letzring vice president 1964
13	Colorado WaterJet Co. 5186 Longs Peak Road, Unit F Berthoud, CO 80513	55%	\$1,131,900 \$731,000	7	Machine job shop: abrasive water jet shape-cutting services. Standard, dynamic and five-axis waterjet cutting.	970-532-5404 www.coloradowaterjet.com	Dan Nibbelink president 1997
14	Energy Solutions Unlimited LLC 1720 Topaz Drive Loveland, CO 80537	45%	\$950,118 \$656,000	5	Energy efficient lighting products and design for existing commercial properties.	970-685-4441 www.esultd.com	Michael Doran principal 1997
15	Mack Web Solutions 204 Walnut St., Suite D Fort Collins, CO 80524	44%	\$350,000 \$243,000	6	An online community and brand building company. We develop and execute measurable integrated marketing strategies.	970-377-2358 www.mackwebsolutions.com	Mackenzie Fogelson owner 2003
16	Squarei Technologies 1315 Oakridge Drive, Suite 100 Fort Collins, CO 80525	39%	\$1,081,335 \$780,000	8	Custom applications, mobile apps (iOS, Android), database, web, content management systems, project management solutions, business process automation and database driven applications.	970-377-0077 www.squarei.com	Kent Bejcek president 1996
17	The Fine Art and Frame Co. 119 W. Oak St. Fort Collins, CO 80524	35%	\$323,312 \$239,352	4	Fine art, limited editions, posters, custom framing, mirrors and art consulting.	970-490-1001 www.thefineartandframecompany.com	Wendy Foster proprietor 1992
18	Healthy Addictions 1281 E. Magnolia St., Unit D-232 Fort Collins, CO 80524	32%	\$432,479 \$327,686	3	Wholesale snack food distribution and coffee specializing in many all natural, gluten free and Kosher products.	970-472-1883 www.healthyaddictions.net	Kim Cunningham manager 2007
19	The Currier Inn 1221 Ninth Ave. Greeley, CO 80631	29%	\$198,191 \$154,043	3	Ten guest rooms, dining rooms, high-speed Internet and cable TV in each room. Conference and event facilities.	970-392-1221 www.thecurrierinn.com.	Stephanie Boulton Derek Boulton owners 1997
20	AMS Automotive Machine & Supply Inc. 401 S. Link Lane, Unit 3 Fort Collins, CO 80524	24%	\$760,266 \$614,000	6	Engine rebuilding, engine parts, high performance parts.	970-221-1059 www.amsautomachine.com	Craig Jones owner 2001

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Source: BizWest Survey



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SAVANT from 8

“Our motto is ‘Experience the local difference,’ ” said Alan Strope. “We put a lot of effort into allowing our customers to build their home, not just a home. What they end up with is the home they’ve always wanted.”

“Every house we do is customized for the home-owner, even if it’s a base plan,” added Kim Strope. “We sit down and discuss their likes and dislikes and make whatever modifications that suit their needs.”

Savant Homes has done this for more than 600 houses.

Over the past 16 years in the design/build industry the Stropes have cultivated business relationships with subcontractors and suppliers, which allows them to provide the best service possible within their clients’ budgets. Savant Homes has an in-house team that does everything from design and rendering to choosing materials and finishes. It supervises the hand-picked construction team.

What has kept Savant Homes striding through tough economic times is its ability to be diverse

and nimble. When new housing starts decreased, the focus shifted to remodels and additions. The company stretched beyond its Front Range boundaries to work with clients in mountain towns and in Wyoming.

This approach weathered the recession well. While other design/build companies went out of business, Savant Homes stayed put and rallied with the economic upswing. Revenue has nearly tripled since 2011, growing from slightly more than \$2 million to more than \$6.5 million last year. The staff has nearly

doubled in that time frame, reaching a high of 11 in 2013.

The Great Recession has changed what clients are looking for in their homes, said Alan Strope. Smaller homes with more features and details and less square footage are gaining in popularity.

“We’re not getting as many requests to build those big-box houses,” he said. “Clients are wanting cozier, more intimate homes. So that’s the direction we’re going.”

And the dreams keep coming true.

OTTER from 4

hires to it. A candidate may be a 100-percent skill fit for an open position, but if there isn’t a culture fit, the company keeps looking until the right person is found.

“In a nutshell, it’s great employees who are committed and dedicated to making the company successful, having a good strategy and an undying passion for serving the customer,” said chief executive Brian Thomas. OtterBox strives to maintain a culture where employees – called Otters – feel empowered to innovate every day, either in their

specific role or in a system or process that could improve the company.

When it came to the recession, OtterBox chose not to participate. It just wasn’t an option.

“We always believed we could grow, and should,” Thomas said. “We didn’t buy into the thought that the economy would impact our business, and it didn’t. We had to be creative to find new ways to get sales, but when others see obstacles and pull back, we saw opportunities to hire the best people, make capital investments

and share our value proposition with customers.”

That’s a strategy that is working. OtterBox has seen revenues jump from \$350 million in 2011 to more than \$920 million in 2013. It added more than 500 Otters to its roster in slightly more than three years. It’s building and buying all over Old Town; one of the company’s recent acquisitions is the Sunset Events Center building on Linden Street and Riverside Avenue.

It’s easy to be an armchair quarterback and re-evaluate business

decisions. Not so at OtterBox. This company celebrates the learning curve. Thomas put it this way:

“Our mistakes, failures, bumps and bruises have made us the company we are as much as any of our successes or wins have. Each of the failures we have made has allowed us to learn and grow stronger because they happened.

“We have two rules from making mistakes: 1. Make them fast and make them early. 2. Learn from them so they don’t happen again.”



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