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THE BUSINESS JOURNAL OF THE BOULDER VALLEY AND NORTHERN COLORADO

VOLUME 34 | ISSUE 16 | JULY 24-AUG. 6, 2015

Prescription for growth

Hospitals and health-care system construction is on a tear – but is the boom healthy for business or patients? **PAGE 6**



JONATHAN CASTNER/FOR BIZWEST; BIZWEST PHOTO ILLUSTRATION

FORT COLLINS

New song, same Lyric for Cinema Café

'Hodgepodge' vibe to follow venue to larger location on north side. **PAGE 3**

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Restaurateur Veldhuizen is really cookin'

Greeley successes have the chef eyeing expansion on the Front Range. **PAGE 12**

OUTDOOR

Industry group revitalizes Active Boulder

Team seeks common voice to promote city as center for sector. **PAGE 14**

BizWest is an independent, locally owned business journal.

Upcoming BizWest Networking Events

Bravo! Entrepreneur Awards
August 26, 2015
Drake Center, Fort Collins

Bixpo B-to-B Tradeshow and CEO Auction
September 24, 2015
The Ranch, Loveland

IQ Innovation Awards
October 6, 2015
Boulder Theater, Boulder

For more information or to register, go to BizWest.com and click on Events



A Message from Publishers Jeff Nuttall and Christopher Wood

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But just as our region has changed — building a vibrant mix of startups in technology, the natural and organic sector, clean tech, energy, the outdoor industry, brewing and much more — so, too, has media transformed.

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As we implement these new subscription models, we will continue to work hard to bring you the latest business news and insights into the local economy, whether it be in print or online.

Thank you for your continued readership and support of BizWest.

— Jeff Nuttall

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- Two complimentary tickets to the BizWest event of your choice.
- Access to Econowatch, a new online section featuring the latest economic statistics and demographic information about key industries in the Boulder Valley and Northern Colorado.

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BizWest

THE BUSINESS JOURNAL OF THE BOULDER VALLEY AND NORTHERN COLORADO



JOEL BLOCKER/FOR BIZWEST

The Lyric Cinema Café employees from left, Kelly Zweifel, Dillon Cole, owner Ben Mozer holding Spencer, the Lyric house dog, Maya Ortega and Devin McDonald. Mozer refers to his employees as family.

New song, same Lyric

Cinema Café moving north, but keeping its 'hodgepodge' vibe

By Curt MacDougall
news@bizwestmedia.com

FORT COLLINS — Its marquee advertises a couple of features you've probably never heard of. The lobby, where they serve up snacks, coffee and local brews, is decorated all the way around with a funky mural that's part Diego Rivera and part Marvel Comics.

The Lyric Cinema Cafe, Fort Collins' hippest movie house, has been a Mountain Avenue landmark for nearly a decade. But that's about to change.

Ben Mozer opened the Lyric in 2007, squeezing two theaters and an eatery into a space previously occupied by a laundromat. The idea was to show "smaller" films in a casual setting, which could include wine, beer and finger foods if one was so inclined.

"I've always had this philosophy that independent cinema is kind of like where pop culture and high art collide," Mozer said. "We get some really eccentric, pretentious stuff and we get some 'poppy' stuff, and so you try and meld those things together."

The formula appears to be working. According to Mozer, the first few years were a struggle, but by 2011 the Lyric was turning a modest profit. Things were looking even



JOEL BLOCKER/FOR BIZWEST

The Lyric Cinema Café owner Ben Mozer purchased land on North College Avenue, across from Jax Outdoor Gear, for his new location of the cinema.

better in 2012, until technology caught up with him.

"The movie industry went from 35 millimeter to digital projection in about nine months," he said, "so everyone in the country had that much time to convert over."

Making that switch didn't come cheaply, with digital projectors running anywhere from \$40,000 to \$100,000 apiece. A successful Kickstarter campaign helped Mozer finance the new equipment, but there followed several months of technical glitches.

"All that screwed up my 2012 and 2013 numbers, but then 2014 was through the roof," he said. "It's actually been steady growth since we installed the new projectors and worked out the bugs."

Mozer said this feels like the right time to relocate.

"With movie theaters it's all about putting butts in seats, and if all you have is 130 seats, then you're only going to make so much money. And if rents keep rising and payroll keeps rising and the cost of goods keep rising, well, my space doesn't keep expanding."

In fact, finding a new home for the Lyric always has been part of Mozer's strategy.

"We wound up (on Mountain) because this is what I could do at the time," he said. "Everybody's gotten really attached to this building now, but this was never going to be the permanent home of the Lyric, not in my mind."

One of those people with an attachment to the current location is Patrick Caldwell, a Fort Collins resident who frequents the Lyric

Please see **Lyric**, page 4

Where in the world is Larry Burkhardt?

Larry Burkhardt sure gets around. The Eye first knew Burkhardt when he served as mayor and city councilman in Longmont during the 1980s and early '90s, and as president and CEO of the Economic Development Association of Longmont from 1991 to 1996. He also led Upstate Colorado Economic Development in Greeley from 2005 to 2011.

THE EYE

Burkhardt most recently spent three years as executive vice president at the Fox Cities Regional Partnership in Appleton, Wis.

Now, Burkhardt is out west once again, having been named director of economic development for the city of Sacramento.

"At a time when the City is resetting its economic identity, I sought a candidate who could help take Sacramento to the next level," said Sacramento city manager John Shirey, in a prepared statement. "He'll be leading our organization at a time when Sacramento is on the precipice of experiencing new economic growth opportunities."

Burkhardt starts his new gig Aug. 17.

Welcome to Lafayette, where typos abound

BizWest knows all about typos, but even The Eye did a double-take when it spotted a Facebook post by Denver Post business editor Dana Coffield, a resident of Lafayette — or should we say, "Laffayette"?

Coffield — and many other residents — spotted the typo of all typos on the sign above the door of Lafayette Commons, a restored historic building at 400 E. Simpson St. Never underestimate the value of a good copyeditor.

So long, Ras Kassa's; hello, Google Inc.

The exciting prospect of Google's new facility along 30th Street in Boulder also comes with a bit of sadness — but hope as well. The Eye noticed that the sign for a longtime Boulder favorite, Ras Kassa's Ethiopian restaurant, was still standing, but its former home has been razed.

On her Facebook page on July 13, Ras Kassa's charming co-owner Tsehay Hailu noted, "I drove past the old place today and saw that the building has come down. All that appears to be left is a pile. What remains special to me are so many great memories of good food and times spent together with all of you. It's taking time to find a new home for Ras Kassa's. Thank you for your love and support. Please keep in touch."

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Lyric, from 3

with his wife.

“We like the fact that it offers us a chance to see smaller, alternative films, which are a nice change from the usual Hollywood blockbuster fare,” he said. “Plus, they have beer. Sweet, foamy beer.”

He’s heard about the plans for a new facility, and has his reservations.

“I do worry that it will lose some of the smaller, rustic feel of the old theater,” he said, “but we’ll still probably attend.”

Mozer says not to worry.

“It’s still me doing it. ... I mean, this place wouldn’t look like it does without somebody like me running it,” he said. “I decided early on that I’d go with an ‘art’ idea in mind, still hodgepodge like here, just a little more ‘strategically’ hodgepodge.”

He feels the new place may even bring in some different clientele.

“I know there are a lot of people in town who won’t even darken the doorstep here because they think it’s just awful,” he said, “so hopefully we can attract some of those folks.”

The Lyric’s new home will be on North College Avenue near Conifer Street, across from Jax Outdoor Gear, although that wasn’t Mozer’s first choice. He’d been eying a building close to New Belgium Brewing, and when that deal stalled he looked at a few Old Town locations. “But the lowest I could get into an existing building in downtown Fort Collins was about three-and-a-half to four

million dollars. Prices weren’t just ratcheting up, they were exploding.”



After expanding his search, he settled on the property along North College, where he plans to build exactly what he wants. “The new location will be 10,000 square feet with a 300-seat theater and two 100-seat theaters...we’ll have a bigger restaurant, a full bar, a rooftop patio and an outdoor screen for the ‘bike-in’ theater.” Mozer also envisions it being more of an art hub, allowing for sculpture installations and even music shows – and all for about \$2.6 million.

As he sees it, the move is more a necessity than a risk.

“We’ve been growing and growing and now we’re starting to burst at the seams,” he said, “so I can either accommodate that growth or just wither away here.”

When it comes to Fort Collins, and the North College corridor in particular, Mozer pointed to the Alamo Draft House in Austin, Texas. “Back in the seventies it was a dinky theater and Austin was this cute place that had a cool art scene and then ‘BOOM,’ it blew up and the Alamo Draft House is one of the reasons why it grew in the direction it did. So you can either have a stake in this and have some influence, or just leave this up to the old white guys to decide what our mini-malls are going to look like.”

Don’t expect any mini-malls in Ben Mozer’s future.

Presents

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Boulder Brands realigns, slashes 15% of salaried jobs

What follows is a compilation of recent news reported online by BizWest.com. Find the full stories using the search window at the top of the homepage.

BOULDER — Boulder Brands Inc. (Nasdaq: BDBD) has slashed 15 percent of its salaried jobs as part of a corporate restructuring, the company announced July 8.

The move comes a month after the resignation of chief executive Steve Hughes and four months after Hughes, a co-founder, was replaced as chairman of the board by R. Dean Hollis as the company split the positions of CEO and chairman.

The company, in a prepared statement, said the changes will “better align functional teams, improve the company’s operational effectiveness and deliver improved and consistent results.”

Posted July 8.

CA Technologies completes purchase of Rally Software

NEW YORK — CA Technologies Inc. (Nasdaq: CA) completed its \$480 million acquisition of Boulder-based Rally Software Development Corp. (NYSE: RALY), a provider of Agile development software and services.

“The close of this acquisition represents a significant milestone in CA’s

NEWS DIGEST

strategy, broadening its solution set and capabilities to better serve customers driving digital transformation in their organizations to compete in today’s application economy,” Rally said in a prepared statement.

With completion of the deal, Rally’s chairman and chief executive Tim Miller becomes a general manager reporting to CA’s chief product officer. The Rally organization and leadership team will continue to report directly to Miller.

Posted July 8.

Investment group pays \$5.4M for Old Town block in Fort Collins

FORT COLLINS — An investment group assembled and managed by Fort Collins-based Brinkman Partners has purchased a full city block in north Old Town in Fort Collins for \$5.4 million.

The property at 200 N. College Ave., has 31,170 square feet of space in several buildings. Tenants include Pateros Creek Brewing Co. Compass Cider, CopperMuse, Dynamik Ceramics, EZ Pawn, Life Changes Body Art and Sparrow House of Design.

The new ownership group is evaluating long-term plans for the property, potentially including future redevelop-

ment, according to a prepared statement released by Brinkman Partners.

Posted July 9.

Clovis Oncology stock offering raises \$298M at \$78 per share

BOULDER — Biotech firm Clovis Oncology Inc. in Boulder raised approximately \$298.4 million in a stock offering that ended July 14, according to documents filed with the Securities and Exchange Commission.

Clovis (Nasdaq: CLVS) sold 3,525,641 shares at \$78 per share to the public and another 528,846 at \$73.71 per share to underwriters, for gross proceeds of approximately \$313.9 million before deducting underwriting commissions and offering expenses.

Posted July 15.

CU-Boulder to host GOP presidential debate Oct. 28

BOULDER — Republican presidential candidates will debate on Oct. 28 at the Coors Event Center on the University of Colorado Boulder campus, the university and the CNBC cable network announced Thursday.

The debate, titled “Your Money, Your Vote: The Presidential Debate on the Economy,” will focus on key economic issues. CNBC will televise the debate.

Hosting such a crucial debate at a

key moment in the 2016 election cycle is another example of CU’s commitment to bringing dynamic events to campus, said CU-Boulder Chancellor Philip P. DiStefano in a media release. “We have a long history at CU-Boulder of hosting high-profile visitors who bring exciting and engaging opportunities for our students and community to hear a variety of viewpoints. We appreciate the opportunity to partner with CNBC and feel this debate will be a memorable experience for our students and the entire community.”

Posted July 17.

Court sides with city of Longmont on Butterball’s appeal

LONGMONT — The Colorado Court of Appeals on July 16 upheld a district court’s ruling in favor of the city of Longmont in a lawsuit filed by Butterball LLC.

The suit claimed the city violated Butterball’s federal and state procedural due-process rights by enacting a new zoning ordinance for its property at 150 Main St., adversely affecting its ability to sell the land and buildings used as a turkey processing plant.

Butterball’s appeal was based on the assertion that Butterball, which in 2011 vacated the turkey-processing plant, did not provide Butterball proper notice of rezoning hearings.

Posted July 17.

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UC HEALTH

An artist's rendering of Poudre Valley Hospital's new stand-alone emergency center, under construction on East Harmony Road in Fort Collins.

Hospitals vie for market share with mergers, construction

Building frenzy sweeps region amid flurry of partnerships, purchases

By Beth Potter
news@bizwestmedia.com

New and planned hospitals and stand-alone emergency rooms along the northern Front Range are coming mainly as a result of the federal Affordable Care Act, the head of the Colorado Hospital Association said.

Aging Baby Boomers and a growing population that potentially needs more services are also a factor in health-care industry changes, said Steven Summer, president and chief executive of the Colorado Hospital Association. National payment reform and insurance coverage changes brought on by the Affordable Care Act are other driving factors, Summer said.

All the new construction is not as frenetic as it may seem from the outside, however, Summer said. Health-care industry leaders have been studying the changing landscape for years.

"Nobody has built any kind of capacity without a need for understanding their product," Summer said. "We're repositioning the health-care system. We want to provide service on an inventory basis."

Hundreds of thousands of new residents across the United States and in Colorado have signed up for health insurance because of federal Affordable Care Act rules. People who do not have health insurance pay federal tax penalties under the new rules. An estimated 455,000 people in Colorado have signed up for health insurance since the Affordable Care Act went into effect, according to state statistics.

"Colorado and other states are rec-

ognizing a system that provides health care that responds to the enormous changes of people who are covered ... people who now have health insurance who didn't have it before," Summer said.

Banner, UCHealth battle

In the Northern Colorado market, patients are bound to be the biggest winners in the battle between Banner Health, University of Colorado Health and other health-care industry providers to dominate the market.

Banner Health just opened the \$86 million, 22-bed, Banner Fort Collins Medical Center in April — the latest salvo in the ongoing campaign for patients.

The new hospital at Harmony Road and Lady Moon Drive in Fort Collins was built in part to serve 28,000 Kaiser Permanente patients in Northern Colorado who are now part of Banner's network, said Paul Matthews, a Banner spokesman. Provider agreements with Aetna Inc. and Humana Inc. also have focused the battleground, Matthews said.

"That's the direction that health care is going — is networking," Matthews said.

Banner Medical Center was built to be expanded rapidly to 80 beds and ultimately to 144 beds, depending on patient needs, Matthews said. But because federal Affordable Care Act rules focus on keeping patients out of the hospital as much as possible, Banner officials decided to start with a small footprint, he said.

"It doesn't make sense to open a



UC HEALTH

A rendering of a new Colorado State University health-care facility planned in Fort Collins.

huge hospital right off the bat," Matthews said.

University of Colorado Health plans to open its own \$12.3 million emergency center on its East Harmony Road campus, just east of Snow Mesa Drive in Fort Collins. The 17,000-square-foot, UCHealth ER facility is to include an emergency room, 12 private exam rooms and a 24-hour pharmacy.

The new UCHealth ER comes as University of Colorado Health officials also pour \$102 million into expanding Poudre Valley Hospital on Lemay Avenue. Poudre Valley's planned remodel is set to include revamped emergency room capabilities and specialized orthopedic and cancer centers on separate floors, said Kory Swanson, a spokesman.

Construction is slated to wrap up in 2016 on the new, 150,000-square-foot addition, which will replace the hospi-

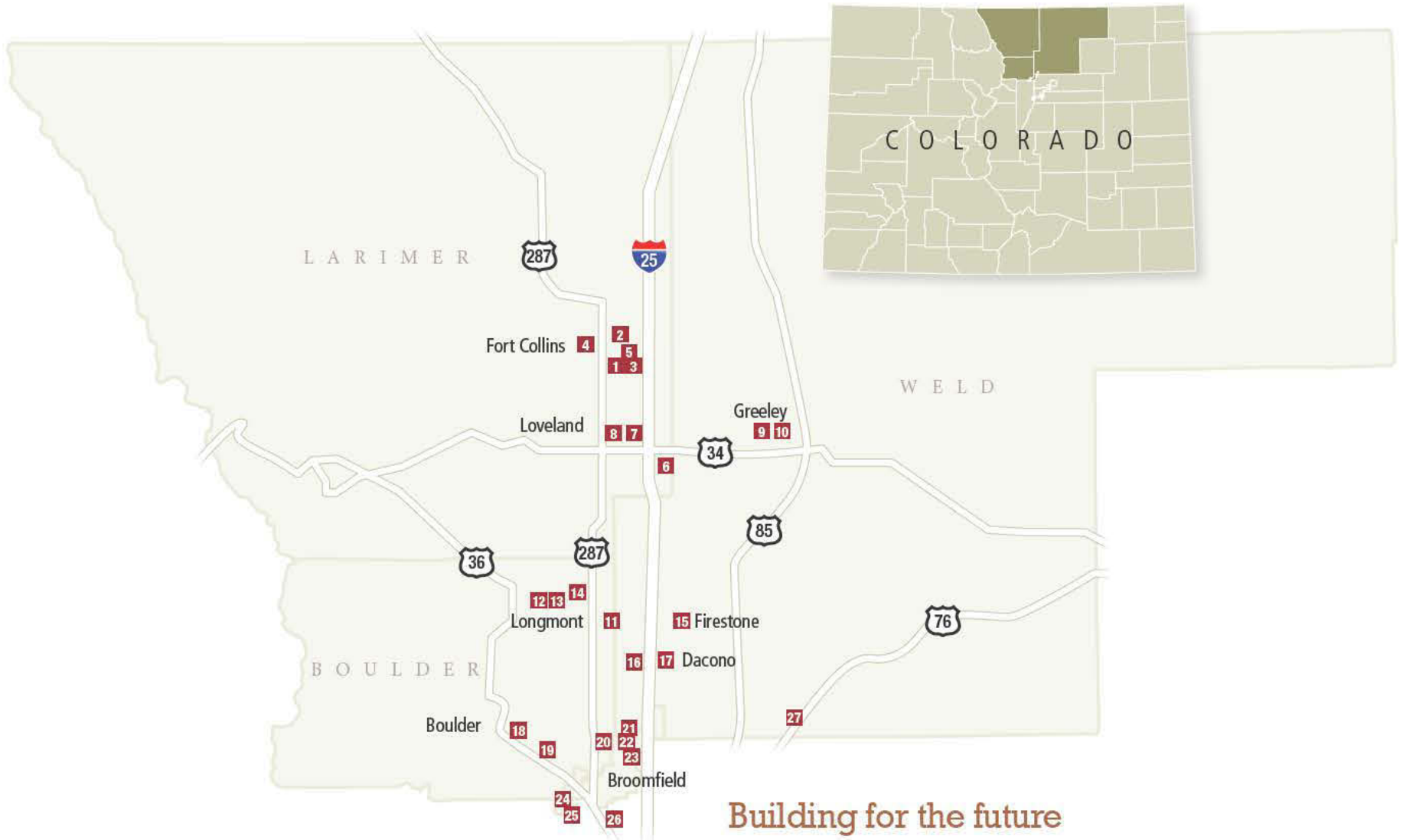
"Northern Colorado has one of the quicker areas of growth in the country, so we need to be able to offer care," Swanson said. "We want to be prepared."

Kory Swanson, Poudre Valley Hospital spokesman

tal's older "A" wing.

"Northern Colorado has one of the quicker areas of growth in the country, so we need to be able to offer care," Swanson said. "We want to be prepared."

Not to be outdone, Colorado State University is muscling in on the scene, with plans for a four-story, \$59 million,



BANNER HEALTH

The region's newest hospital, Banner Fort Collins Medical Center, was built to be expanded rapidly.

on-campus medical center in Fort Collins. The research space is expected to include cognitive testing for seniors when it opens, among other things, said Yvonne Myers, a spokeswoman for Columbine Health Systems in Fort Collins.

Columbine has pledged a \$5 million gift to the center — which will be used in part to fund the 7,000-square-foot, Columbine Health Systems Center on Aging, Myers said. UCHealth will contribute another \$5 million.

Columbine also plans for two infusion therapy suites at the center, Myers said. Health-care providers Associates in Family Medicine will partner with Columbine to staff the two infusion suites, as well as nine exam rooms at the center. Two exam rooms will be friendly to wheelchair patients and others with mobility issues, Myers said.

Second hospital for Longmont

In Longmont, UCHealth plans to build another 50-to-75-bed hospital at the northwest corner of County Line Road — just across from Weld County — and Colorado Highway 119. The 172,000-square-foot building will include room for future expansion, officials say. Construction is planned in the \$100 million to \$125 million range.

UCHealth officials got a foothold in Longmont late last year, buying the Longmont Clinic physician practice group for an undisclosed sum.

Not everyone is convinced of the need for all the medical construction. Officials at Longmont United Hospital were quoted in the Longmont Times-Call in June, saying that UCHealth's plans for a new hospital in the city could lead to too many beds.

"If you look at the four hospitals
Please see **Hospitals**, page 8

Building for the future

Hospital systems in the Boulder Valley and Northern Colorado have been on a construction binge, all while forging partnerships, mergers or acquisitions. Following is a sampling of recent activity by major health systems in the region.

	Facility	Description	Status
1	Banner Fort Collins Medical Center	22-bed hospital	Opened April 2015.
2	Poudre Valley Hospital	\$102 million expansion	Opening early 2016.
3	UCHealth Emergency Room	\$12.3 million stand-alone emergency room	Opening late summer 2015.
4	CSU Medical Center	\$59 million on-campus medical center; partnership with UC Health	Opening late 2016
5	Kaiser Permanente	Fort Collins facility	Opened 2012; second facility planned in 2016.
6	Kaiser Permanente	Loveland facility	Opened November 2012.
7	Medical Center of the Rockies	UCHealth's Loveland hospital	N/A
8	McKee Medical Center	Banner Health's Loveland hospital	N/A
9	Kaiser Permanente	Greeley facility	Opened January 2014.
10	North Colorado Medical Center	Flagship of Banner Health in Northern Colorado	N/A
11	UCHealth Longmont Hospital	\$100 million, 50- to 75-bed hospital	Opening late 2016 or early 2017.
12	Longmont United Hospital	Sale to Centura Health	Sale set to close July 2015.
13	Longmont Clinic	Sold to UCHealth	Completed January 2015.
14	First Choice Emergency Room/Adeptus Health	Longmont facility, to be operated by UCHealth	Planned.
15	First Choice Emergency Room/Adeptus Health	Firestone facility, to be operated by UCHealth	Opened June 2014
16	Good Samaritan Medical Center land	49 acres purchased for future expansion	Land acquired in 2012.
17	Indian Peaks Medical Center	Sale to Centura Health as part of acquisition of Longmont United Hospital	Sale set to close July 2015.
18	Boulder Community Health	Moved to expanded Foothills campus	October 2014, but some operations remain to be moved.
19	Avista Hospital	Key part of Centura Health's system	N/A
20	Good Samaritan Medical Center	Added Comprehensive Cancer Center	Opened April 2012
21	Children's Hospital	North Campus	Opened 2009
22	UCHealth Broomfield land	Planned medical campus	Future expansion.
23	First Choice Emergency Room/Adeptus Health	Broomfield facility, to be operated by UCHealth	Opened July 2014.
24	Children's Hospital	Therapy center in Broomfield's Arista development.	Opened August 2012.
25	UCHealth Broomfield Hospital	Partnership with Adeptus Health	Ground broken.
26	SCL Health	Small hospital under construction	N/A
27	Platte Valley Medical Center	Sale to SCL Health	Letter of intent signed March 2015.

Hospitals, from 7

in Boulder County,” they all are at 50 percent capacity,” Peter Powers, vice president for strategic planning and clinic operations at Longmont United, told the publication.

Centura Health is nipping at the edges of the battlefield — planning to complete an affiliation agreement soon with Longmont United Hospital, said Sharon Burnette, a Centura spokeswoman, without giving specifics.

Centura also is growing its Westminster and Broomfield facilities — planning to spend \$177 million to expand the St. Anthony North Medical Pavilion at 144th Avenue and Interstate 25, which recently opened.

“As the health-care market continues to be focused on aligning providers and services in Northern Colorado, we have chosen to specifically partner with organizations whose values and mission align with Centura Health to provide greater access, quality and cost to the communities in which we live,” said Jeff Brickman, president and chief executive officer of the Centura Health northern and mountain division.

Another hospital system, Broomfield-based SCL Health, in March announced an affiliation agreement between SCL and Platte Valley Medical Center in Brighton. SCL also owns Good Samaritan Medical Center in Lafayette and in late 2012 acquired almost 50 acres in Frederick in Weld County. The land located near I-25 and Colorado Highway 52 is targeted

for future expansion, said Brian Newsome, an SCL spokesman.

Pace accelerates

Hospitals and emergency rooms continue to pop up elsewhere in the Boulder Valley at an accelerated pace as well.

New hospitals are planned to be built in Broomfield and Westminster in the near future. A three-story behavioral health and rehabilitation services building is planned in Boulder.

Freestanding emergency rooms have opened recently in Firestone and Broomfield.

In Broomfield, UCHealth’s partnership with Texas-based Adeptus Health (NYSE: ADPT) is driving plans to build a 52-bed hospital, according to Dan Weaver, a UCHealth spokesman. The new hospital could open next spring in the Arista business campus that sits east of Wadsworth Parkway and on the south side of U.S. Highway 36.

UCHealth in April also said it had acquired a majority stake and partnership in Adeptus Health’s 13 freestanding emergency rooms and one more under construction around the Denver metro area and in Colorado Springs. Those include one in Firestone at 5965 Firestone Blvd near the corner of Colorado and Firestone boulevards, and one in Broomfield at 875 W. 136th Ave. in Broomfield.

Such health-care partnerships are the name of the game, said Mike Slubowski, president and chief executive officer of SCL Health. The new

hospital at Westminster Boulevard and 104th Avenue, near the Westminster Promenade, is scheduled to open later this year.

Slubowski said health-care systems such as SCL Health need to “match national scale and multi-market relevance with governmental and national commercial payers.”

“We have observed that accelerated consolidation is likely to occur among large commercial insurers,” Slubowski said.

New clinics added

In Boulder, Boulder Community Health officials continue on their strategy to remain relevant to patients, said Rich Sheehan, a spokesman. The hospital plans to demolish four buildings it currently owns in the Riverbend Office Park to build a new, three-story building and a parking garage for its behavioral health and rehabilitation services programs, for example, Sheehan said.

The new location is planned for a spot directly east of the existing Boulder Community Health Foothills campus, Sheehan said. All current hospital services are planned to move to the Foothills campus by 2017.

Hospital officials’ “overall plan is to move our services to locations that are more conveniently located and up to date,” Sheehan said.

In addition, health-care providers continue to add clinics and health-and-wellness facilities to their arsenals throughout Northern Colorado. They’re also snapping up physician practices

around the region.

For example, UCHealth recently partnered with Poudre Valley School District to offer an employee health clinic where walk-ins are welcome. The clinic at 2211 S. College Ave., is managed by Associates in Family Medicine in Fort Collins.

Kaiser Permanente has medical office buildings in Fort Collins, Loveland and Greeley, as well as a robust contract with the Estes Park Medical Center to offer care. Each center is equipped with a pharmacy, a medical laboratory and medical imaging equipment, said Jason Tacha, executive director of operations for Kaiser Permanente in Northern Colorado.

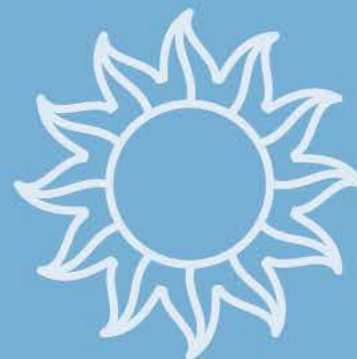
“We’re very confident with our nationally recognized quality of care and service, along with more affordable prices in accessing care,” Tacha said. “That’s our value proposition.”

Centura touts its Colorado Health Neighborhoods, with both primary-care and specialty-care providers. Centura has such health centers in Dacono, Erie, and Thornton, among others, Burnette said.

Back in and around Fort Collins, Columbine Health Systems defines health and wellness “very broadly” for the 55-plus resident, offering wellness classes and exercise plans, along with assisted-living sites, nursing homes and now a neighborhood of 34 new patio homes in Windsor, which will go up starting in August.

“We’re trying to help the community to become really healthy,” Myers said.

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COURTESY MAKEMUSIC

The Weezic and MakeMusic teams gathered at MakeMusic's Boulder headquarters in June.

MakeMusic singing new tune after purchase of Paris' Weezic

Cloud-based application provides entry to Web, Chromebook market

By Jeff Thomas
news@bizwestmedia.com

BOULDER — Boulder's MakeMusic Inc., interactive music-training technologists, picked off what could have become a major competitor for an undisclosed amount last week, along with the Web-based technology needed to launch its own market-leading product into the cloud.

"We have been the dominating player, but there are some new competitors," said MakeMusic CEO Gear Fisher. "Weezic would have definitely been a competitor."

Paris-based Weezic, like MakeMusic, produces an interactive method for music teachers to evaluate their students' home practice. The technology also allows the students to record their music while listening to interactive scores, which can actually skip measures along with the student's mistakes.

MakeMusic was based on traditional Windows and Mac desktop applications, however, meaning an application had to be downloaded and launched from the hard drive. What Weezic had was a new HTML 5-based application where the application was in the cloud, and the interaction with

the student and teacher is browser-based.

"Weezic was acquired due to its core strengths of Web-based music learning and assessment technologies," Fisher said. "Additionally, the Weezic team is comprised of exceptionally talented researchers and developers."

"We are committed to growing SmartMusic and providing world-class practice tools to musicians, teachers and composers. With this acquisition, SmartMusic will become available on the Web, and in particular, it will become accessible on Chromebook."

Creating an app that works on Chromebooks, which have extremely small hard drives, is important for educational tools, Fisher said. Chromebooks are based on cloud applications and are also rapidly becoming the No. 1 computer in school settings because of their low cost and useful free applications.

Both teams will now work on releasing a Web-based SmartMusic, compatible with Chromebooks, in time for this fall's school session. Fisher said the Weezic team would largely be focused on that effort, as their product is gradually diminished over the next several months.

Fisher described most of his team as "musicians with a passion for technology," but the entire Peaksware team can also be described as cloud-based training technologists. Under

the MakeMusic brand, there are several other music technology products, most notably Finale, leading digital notation software for the last 25 years.

But there's a lot more under the Peaksware umbrella that Fisher oversees, including TrainingPeaks, Best Bike Split and TrainHeroic — all of them cloud-based training apps. Bringing them all under one roof, Fisher said, was the idea of investor Andy Stephens of LaunchEquity Partners of Boulder, which owns Peaksware.

LaunchEquity owned about a third of MakeMusic when it bought out the remaining shareholders in 2013 for about \$17 million. MakeMusic was one of Minnesota's 100 largest firms, employing about 100 people there and reaching revenues as high as \$17 million annually.

However, in its last years as a public firm, MakeMusic was losing about \$1 million a year.

"Andy saw how fast we were growing, so he thought we'd all be better off under one roof," Fischer explained.

About 30 people came to Boulder from the Minnesota firm, but Fischer said Peaksware is constantly hiring software technologists.

Though MakeMusic is already marketed around the globe, Fischer said that Paris would become an important hub of operations. Weezic's director of technology, Greg Dell'Era, is moving to Boulder to help coordinate technological resources.

NEWS&NOTES

Mental Health Partners buys Lafayette building

Boulder-based Mental Health Partners paid \$5.9 million to buy the office building at 1455 Dixon Ave. in Lafayette, where the organization plans to move its executive and administrative offices over the coming years.

Mental Health Partners, which has more than a dozen facilities in Boulder and Broomfield counties, is a nonprofit organization that provides mental-health and wellness services, as well as substance-abuse services, to people regardless of their ability to pay.

Communications manager Barbara Darling said the organization anticipates a mixed-use for the facility that includes some services. The transition will likely take a few years as Mental Health Partners waits for the leases of existing tenants of the 37,000-square-foot building to expire. Mental Health Partners' executive and administrative offices are currently at 1333 Iris Ave. in Boulder.

Boulder-based Zayo Group assumes oversight of EAGLE-Net

BOULDER — Zayo Group Holdings Inc. (NYSE: ZAYO) a Boulder-based provider of bandwidth infrastructure, has assumed network oversight and support responsibility for EAGLE-Net Alliance, an intergovernmental entity that provides broadband connectivity to schools, libraries and health-care facilities across Colorado.

Zayo and EAGLE-Net have entered an interim agreement as they work to establish an expanded, long-term partnership. Zayo takes over those duties from Texas-based TX Communications Inc., doing business as Affiniti, which became affiliated with EAGLE-Net in 2013.

EAGLE-Net has faced harsh criticism from lawmakers and others in recent years who accused it of using taxpayer dollars to compete with private-sector Internet service providers and laying fiber optics in areas already served by other companies. The organization also was accused of spending most of its money without fulfilling its core mission of connecting school districts.

Isonas expands HQ, assembly plant to accommodate growth

BOULDER — Isonas Inc., a designer and manufacturer of security-control systems, has moved its corporate headquarters and assembly plant to a larger space within Boulder.

Isonas, headed by chief executive Rob Mossman, moved from 2,000 square feet at 4720 Walnut St. to 5,000 square feet at 4750 Walnut St. earlier this month.

The company is growing and has 28 employees. Isonas' annual revenue increased 51 percent from \$2.5 million in 2012 to \$3.8 million in 2014.

Isonas makes a door-access control product called the PowerNet IP Reader-Controller that can lock and unlock an unlimited number of doors within a network without having to wire panels or hubs.

Connect Boulder speeds toward city broadband

Free public WiFi just the beginning of new offerings

Last November, Boulder residents approved Ballot Measure 2C, which re-established the city of Boulder's autonomy to invest in community broadband services. Not many ballot measures get 83 percent approval, but this one did.

Voters exempted Boulder from Senate Bill 05-152, a state law that limited governments from competing with the private sector and required local governments to get voter approval before entering into the broadband business. In the last few years, voters in a dozen Colorado communities, including Longmont, Centennial and Montrose, passed similar measures.



BOULDER VOICE
LIZ HANSON

So, what's happened since November? Delivering fiber for high-speed Internet to all Boulder homes and businesses will take some time, but here's an update on what's happening and what's next. As a result of the 2C vote, the city of Boulder is now rolling out free WiFi to public spaces and working to enhance broadband services throughout the community.

On April 7, the city expanded its free public WiFi network to include the outdoor space in the Civic Area downtown (approximately Ninth to 13th streets and south of Canyon Boulevard to Boulder Creek). More outdoor WiFi areas are in the works. Signs with a new "Connect Boulder" project logo show where service is available. More details can be found at www.connectboulder.net.

Since March, a broadband working group has been established and has met regularly to explore the best way to bring high-speed Internet access to all of Boulder. A mix of experts and interested residents, including a Boulder High School student, a telecommunications guru, a Boulder Valley School District representative, a home-based Boulder businessman, and a Boulder Chamber representative are volunteering their time.

The broadband working group, with the support of city staff, is studying the promises and challenges of delivering a world-class high-speed fiber network to Boulder. They have been tackling issues such as "how many gigs" should we aim for? How do we "bridge the digital divide" so that all Boulder residents and businesses have access to the best high-speed service, not just those who can afford a premium price? This working group has created a "vision" for broadband service that

About broadband

■ What is broadband fiber?

Broadband fiber is fiber-optic cable (typically run underground) that carries information from one place to another as pulses of light. Network speeds are typically 100 megabits to 10 gigabits ("gigs") per second, much faster than a typical cable Internet connection.

■ Does the city own existing broadband fiber in Boulder?

Yes. The city of Boulder currently has ownership or rights to many miles of underground conduit and dark fiber (cables not connected to transmission equipment) that can be available for the benefit of the community now that Ballot Measure 2C has been passed.

"acknowledge(s) that broadband is a critical service for quality of life, as is the case with roads, water, sewer, and electricity. Every home, business, non-profit organization, government entity, and place of education should have the opportunity to connect affordably, easily, and securely."

Also, the city of Boulder just received responses to a request for proposals for a consultant to conduct a technical broadband feasibility study. This study will evaluate the community's current and future demand for broadband products and services, as well as the city's current broadband communications assets, and aid in the next potential step of evaluating potential partners.

Here's the key. Ballot measure 2C allows the city of Boulder either to directly build out a fiber network or work with a private partner to provide high-speed services. While either option could fulfill its vision, the city has been most interested in a public-private partnership model.

Since November, there is already evidence that the marketplace is beginning to respond, with several providers recently announcing provision of multiple-gig service for residential and commercial service. (The working group has begun discussions with these providers to better understand their projected plans and service offerings.) If the passage of 2C encourages the private sector to either meet Boulder's broadband vision or partner with the city to do so, then the ballot measure's purpose will be fulfilled. A more connected community. Open-access infrastructure. Internet service and speed that keeps up with the incredible innovation by Boulder's businesses and labs. As we evaluate the paths before us, the Boulder community can be confident that we will soon Connect Boulder.

Liz Hanson is economic vitality coordinator for the city of Boulder. She can be reached at 303-441-3287 or via email at HansonL@bouldercolorado.gov.

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AUGUST 19, 2015



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Tim Veldhuizen is cookin' with gas

Restaurateur aims to build on eclectic Greeley successes

By Joshua Lindenstein
jlindenstein@bizwestmedia.com

GREELEY — Entrenched in Loveland at the time as owner of three restaurants, Tim Veldhuizen passed several years back when a customer proposed taking the 4th Street Chophouse concept and opening another location in Greeley. The idea stuck with Veldhuizen, however.

Veldhuizen sold his stakes in his Loveland restaurants in 2008 to move to his wife's native Argentina. But when he returned to Colorado four years later looking for opportunity, he took a drive through Greeley and was hooked.

"The fact is, it's a really nice town and has a lot of opportunity," Veldhuizen said in a recent interview.

Veldhuizen quickly seized on that opportunity, opening the Greeley Chophouse in early 2013, buying Moody's American Grill later that year, and then opening the 1908 speakeasy last summer. But he's far from done. Veldhuizen said he's got more concepts he's looking to open — both in Greeley and beyond. He said that in his "fantasy world" he'd have as many as 20 restaurants along the northern Front Range.

"I'd like to develop a real strong, diverse Colorado company," said Veldhuizen, who lives in Loveland again following the return from Argentina. "So hopefully we can get there."

"I think there's still a few good opportunities in the Fort Collins market. I think there's some opportunities in Loveland, Windsor, Estes Park, Longmont. I think there are still some



JOEL BLOCKER / FOR BIZWEST

Tim Veldhuizen, owner of Greeley Chophouse, Moody's American Grill and 1908 Speakeasy, stands behind the bar at 1908 Speakeasy in historic downtown Greeley on July 11. The speakeasy opened in June 2014.

"That's what makes it fun for me is to have the opportunity to do a variety of different things"

Tim Veldhuizen

open markets in all of those towns. So really the question is to find what would be the next best move."

For Veldhuizen, a variety of styles is the name of the game, with Italian,

breakfast, pizza and others high on his list. He's also been looking lately for a place to open a craft brewery in Greeley.

While he doesn't have a name for his overarching family of restaurants yet, he envisions the brewery providing a common theme.

"One of the things we'd like to do is get in on the brewing craze," Veldhuizen said. "I think when we do that, we'll kind of use the name of the brewery to thread everything together."

Veldhuizen, a chef by trade, had co-owned the 4th Street Chophouse, McGraff's American Grill and Cip-

poletti, an Italian restaurant that has since rebranded to Pourhouse Bar and Grill. While in Argentina, he opened the American-food-themed Colorado Grill before selling that to his chef there when he left.

Since his return, he's worked with chef David Malthaner on shaping his current Greeley establishments. Veldhuizen said he's not a "franchise guy," and is eyeing everything from hotdogs to steaks and "anything in between" for his next ventures.

"That's what makes it fun for me is to have the opportunity to do a variety of different things," Veldhuizen said.

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Water, transportation require regional approach

What we are all talking about here in Northern Colorado is not the recent rainfall amounts, nor is it the 600,000 straws sucking into our water supply (more on this later). It is the level of growth in all sectors that makes the tide in economic development continue to rise.

The consistent growth in population and employment opportunities across sectors leads us to substantial discussions on how we support the vitality of the region. Our communities are growing exponentially, and the need for infrastructure related to transportation, water and housing all need to be addressed.

Communities are proactively working to incorporate economic-development initiatives across Weld County and the region. Upstate Colorado Economic Development recently launched a new Community Support Program that works to assist the 31 communities in Weld County, as well as implementing the Small Business Revolving Loan Fund and disaster-relief funds across Larimer and Weld counties.

Upstate Economic Development employs a regional approach that is intended to assist communities by acting as the liaison between the companies looking to make location decisions from a market perspective and the structured development perspective of municipalities.

At Upstate, we are excited about supporting the municipal planning goals while facilitating new job creation. It's the process of implementing "business-friendly" as opposed to just stating it in a marketing brochure. Communities have varying levels of economic-development support, and Upstate works with the local reps to augment their programs.

Expediting the development process creates additional jobs and investment in our communities. These public-private partnerships are a practical way to implement the needs of the region through a support network that takes into account the individual needs of a company while relieving some of the burden on the communities.

When we look to augment economic-development efforts, we realize that the region is exceptionally blessed with a wide variety of options to support primary jobs. Collectively, we are much stronger if we continue to actively support infrastructure improvements. There is a tremendous amount of effort being put into workable solutions to our transportation

issues, and that is what companies locating to the area want to see. Similar efforts are well-established with regional solutions to our future water needs with projects such as NISP.

The Northern Integrated Supply Project will help augment water storage in the region. With an ever-increasing population, (predicted to double by 2050 in Weld County alone) the project will address the needs that are so critical to our future.

Growing Blue, an advocacy website set up in consultation with The Nature Conservancy, Columbia University, the United Nations and a host of private partners, focuses on the economic impact water plays in our lives. The group noted, "Without water, neither small businesses nor major global industries can function. Not family farms or major agribusinesses. Not energy production facilities or computer manufacturers or steel companies ... Water scarcity means greater risks for a community's long-term viability and a negative impact on their competitiveness. It also means that a community's ability to grow and create jobs is at risk."

NISP has provided the region with options to enhance the region's supply of water, and solutions to the required mitigation that addresses non consumptive use, such as protection and improvement of species and habitat; mitigation of wetlands; addressing and increasing the quality of recreational experiences; and improving watershed health and water quality.

The true flow of water and how we manage it is through a complex process of water rights that requires a cyclical planning process. There are many examples of municipal agreements (IGAs) that address and protect downstream flows. Other water basins in Colorado effectively manage these programs through consensus committees that make appropriate decisions by monitoring on-the-ground conditions.

As we plan for the future, we must remember two main sources of variables in water policy. Hydrology (rain & snowpack) and the necessary calls on water needs by our agricultural partners. When water becomes scarce and levels stop rising, local economies are impacted, jobs are lost, incomes decline, revenues fall, and Northern Colorado suffers. Upstate Colorado leadership continues to work with our regional communities to support their economic-development efforts to further create economic certainty that benefits Weld County and all of Northern Colorado.

Richard Werner is president and CEO of Upstate Colorado Economic Development in Greeley. He can be reached at 970-356-4565 or via email at rwerner@upstatecolorado.org.



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Group revitalizes Active Boulder

Team seeks common voice to promote city as center for industry

By Elizabeth Gold
news@bizwestmedia.com

Boulder loves to eat well, drink well and play well. The passions have made the area a mecca for the natural-foods industry, the craft-brewing industry and the outdoor recreation industry.

With a goal to pump up the outdoor-recreation attraction, a group of local business people created Active Boulder in 2005. After a hiatus following the death of one of the group's founder's, Leslie Bohm, the grass-roots program is gathering steam to move forward with its initial intention.

Active Boulder is a trade association of companies, organizations and individuals that promotes the growth and success of the outdoor, recreation and fitness industries in Boulder.

"A lot of businesses, like Lafuma, Spyder and SCARPA, are landing here in Boulder," said Gary Gomulinski, chairman of the Active Boulder board. "One of our missions is to promote more of that and to help Boulder create more incentives for them to come here."

"There are 300 miles of trails within walking distance of downtown Boulder – it's a great place to live, and if you're looking for employees in the industry, you look here."

Active Boulder is focusing on three areas: creating a common voice for locals in the industry, advocating for the industry and collaborating with other organizations in the industry.

Creating a common voice will include creating incentives for businesses to move here and building a connection between individuals and companies already here.

"A lot of people in the industry know each other but only see each

Here's how Active Boulder describes its mission:

■ Community

We nurture and attract active-living businesses, organizations, and employees by providing opportunities for networking, engagement, education, and collaboration.

■ Advocacy

We speak and act with a powerful, unified voice to influence public

policy and shape public perception on the issues that directly impact the health of our members, and we champion Boulder County as the #1 active-living business community in the world.

■ Service

We provide opportunities for Active Boulder stakeholders to give back through hands-on service projects that have tangible positive impacts on our community.



COUPOUNAS



DUNBAR



GOMULINSKI



HAZLITT



LAWSON



TAYER

Active Boulder's leadership team

A reinvigorated Active Boulder includes the following leadership team.

Executive Committee	Company	Executive Committee	Company
Kim Coupounas.....	B-Lab Colorado	Chris Hazlitt.....	Bryan Cave
Shelly Dunbar.....	Sea to Summit	Chelsea Lawson.....	Big Fish Media
Gary Gomulinski.....	CityWide Banks	John Tayer.....	Boulder Chamber

"A lot of businesses, like Lafuma, Spyder and SCARPA, are landing here in Boulder. One of our missions is to promote more of that and to help Boulder create more incentives for them to come here"

Gary Gomulinski,
Active Boulder board chairman

other at large trade shows. They make plans to get together when they get back to Boulder but get buried in their

work, and nothing ever moves forward," Gomulinski said. "We want to find out how to leverage that."

As an advocacy group, Active Boulder will focus on promoting outdoor-recreation companies that are already here and to funnel information to other advocacy groups in Boulder such as Open Boulder and Boulder Mountainbike Alliance.

To fulfill its collaboration mission, Active Boulder plans to build an education series that could offer classes to teach business skills for people in the outdoor-recreation industry.

The group has also met with the new director of the newly formed Outdoor Recreation Industry Office, Luis Guillermo Benitez. "We met with him so he knows we're here," Gomulinski said.

"We're working with his listening sessions by putting together a schedule for Boulder on Sept. 9, 5 to 8 p.m. at Chautauqua Community House.

"The focus is to come meet Luis in person and tell him what you need from the state and what's potentially holding back the growth of your company."

Active Boulder sponsored an event — Rock the Trails — following the 2013 floods to help with damage to trails, parks and waterways. "A lot of companies needed access to those things to keep going," he said.

The \$100,000 raised helped organizations such as the Evergreen Recreation and Park Foundation and Mile High Youth Corps get a jumpstart on the cleanup efforts.

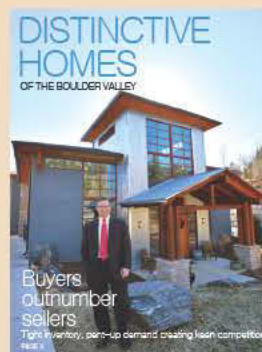
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Colorado outdoor office maps collective voice

Newly appointed director to begin state listening tour

By Elizabeth Gold
news@bizwestmedia.com

Colorado is upping its game when it comes to promotion of the outdoor industry, which generates \$4.2 billion in wages and salaries for the state.

Gov. John Hickenlooper created the Colorado Outdoor Recreation Industry Office in June, appointing Luis Guillermo Benitez as its first director. Some viewed the move as a response to other states attempts to steal some of Colorado's thunder — and companies — with aggressive economic-development efforts aimed at the industry.



BENITEZ

Benitez said that, as big as the industry is in Colorado, it still has a lot of room to grow. He's gearing up to start a listening tour across the state to get input from people in the industry and people who are part of the community.

From there, Benitez's office will carve out a strategy to bring new out-

door-recreation business into the state and to support those already here.

"Colorado is in a strong position to lead the outdoor recreation industry on many levels, and this office will be the start of creating not only the collective voice for the outdoor community in our state but also starting to craft the collaborative vision for the future of the outdoor recreation industry in Colorado," Benitez said.

That will come as welcome news to outdoor-industry enthusiasts in Boulder and beyond, who have complained about aggressive efforts by economic developers in Utah, Oregon and elsewhere to recruit companies from the Front Range, and even to supplant Boulder as the center of the outdoor industry nationwide.

Some cities even attempted several years ago to convince executives at the Boulder-based Outdoor Industry Association to relocate the group's headquarters. Instead, the OIA opted to remain in Boulder.

The outdoor industry represents a huge boon for the state. The OIA estimates that the industry supports 124,600 direct jobs in Colorado, along with \$13.2 billion in consumer spending and \$994 million in state and local taxes.

Benitez uses a compass as metaphor to describe the goals of his office, which is housed in the Colorado Office of Economic Development & Interna-

"We'll be looking at what companies are successful and why. Then we'll look at what companies are struggling and why — asking questions like 'how can we help them?'"

Luis Guillermo Benitez,
Director, Colorado Outdoor Recreation Industry Office

tional Trade.

"True north is economic development for the state," Benitez said. "We'll be looking at what companies are successful and why. Then we'll look at what companies are struggling and why — asking questions like 'how can we help them?'"

The second compass point will focus on stewardship and conservation. One current glitch involves the process for special recreation permits through the Bureau of Land Management.

Permits are required for commercial activities and competitive events. They are designed to protect resources, ensure public health and safety and to receive monetary compensation for uses of BLM public lands.

"Prior to 2009, there was no review process for outfitters, and there were days for backcountry use that were not being used," Benitez said. Currently, there is a permit review every five years, which helps make unused days available to others.

"From a business standpoint, however, a new business may want to open a business and will have to wait for that review in five years."

Supporting new businesses as well as protecting the land is the intention.

The third compass point will focus on education to, in part, understand how the state can feed future outdoor activities. "For example, returning vets are interested in target shooting," Benitez said.

Teaching youth about activities and turning them into outdoor-recreation patrons falls under the education goal as well.

The fourth point will focus on special projects like bringing more trade shows, races and events to the state.

Benitez brings experience as both an administrator and an outdoor recreationalist to the position, which he started July 1. He leads experiential leadership programs and has led talent-management and development for Broomfield-based Vail Resorts Inc.

Prior to that, Benitez served as director of the Rocky Mountain Region for Outward Bound Professional. He is also a six-time summiteer of Mount. Everest.

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Showtime

Below is the list of companies from the Boulder Valley and Northern Colorado regions, listed by city, that are slated to have booths at this year's Outdoor Retailer, along with their booth numbers.

■ BOULDER

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 Backpacker Magazine..... 22050
 Backpacker's Pantry 26036
 Brunton 13009
 Chuck Quality Goods
 & MaxLove Brand.....V02281
 Climbing Magazine..... 22050
 Cocona Inc./37.5..... BRL214
 Dynafit..... 36129
 Eco Vessel LLC..... BR301
 Edelrid3036
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BoCo shines at retail show

By Joshua Lindenstein

jilindenstein@bizwestmedia.com

Want proof of Boulder County's status as an outdoor-industry hotbed? Consider that one in every 25 exhibitors at the Outdoor Retailer tradeshow in Salt Lake City next month is a business or organization based in the county.

Sixty-four, plus another 10 from Broomfield, Larimer and Weld counties, will peddle their newest offerings at the Outdoor Retailer's summer show Aug. 4-8, with 1,580 exhibitors in all slated to attend.

Attendance isn't necessarily a make-or-break proposition for local outdoor product companies trying to make a name for themselves. But Steven Sashen, CEO and cofounder of Xero Shoes, said there are multiple aspects of the event that provide returns for companies ready to take the tradeshow plunge.

Xero Shoes, founded in 2009, makes a line of minimalist footwear. The rapidly growing company moved from Boulder to Broomfield early this year.

Sashen and company have been attending OR for four years. He said the show is ideal for getting face time with retail buyers you otherwise wouldn't bump into.

When Xero unveiled its new Z-Trek sport sandal at Outdoor Retailer's winter show in January, it set off a wave of orders for the shoes, which debuted in March, that caused Xero Shoes to twice run out of inventory.

"The retailers who sold the most this year, we bumped into all of them at Outdoor Retailer and showed them the product then," Sashen said. "We got a huge response from people who saw it for the first time at OR."

Sashen said the January experience is part of the reason the company will unveil its next offering at the summer show even though it won't hit shelves until next spring. The extra lead time for retailers to plan orders, he hopes, will give Xero Shoes a better gauge of demand and help avoid the inventory shortage.

Other than exposure, Sashen said there's also a status aspect of attending the show, providing an indication that your business has product development and funding in order.

"When buyers see you at Outdoor Retailer consistently and see you and the product line growing, that gives them confidence about the brand," Sashen said.

But he also cautioned that the show isn't something to go into on a whim.

"You have to be ready for it because it's expensive," Sashen said. "So if you're not ready to get the appointments with the buyers you want and you're not ready to service them, it can be a lot of cash without a lot of return."

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Outdoor Recreational Equipment Manufacturers

Ranked by number of local employees

Rank	Company	Local employees	Products/Services	Phone Website	Person in charge Title Year founded
1	Crocs Inc. 7477 Dry Creek Pkwy Niwot, CO 80503	320	Casual footwear.	303-848-7000 www.crocs.com	Andrew Rees president 2002
2	Carefree of Colorado 2145 W. Sixth Ave. Broomfield, CO 80020	275	Shade products and accessories featuring an exceptional user experience in recreational, residential and commercial applications.	303-469-3324 www.carefreeofcolorado.com	Sean Dorsey managing director 1971
3	Nite Ize Inc. 5660 Central Ave. Boulder, CO 80301	225	Hardware, LED toys, LED bike, LED illumination, INOVA flashlights, rugged mobile/tool holsters.	303-449-2576 www.niteize.com	Rick Case founder/president 1989
4	Spyder Active Sports Inc. 4740 Walnut St. Boulder, CO 80301	95	Performance skiwear, outerwear and accessories.	303-544-4000 www.spyder.com	Thomas McGann CEO 1978
5	Product Architects Inc./Polar Bottle 5637 Arapahoe Ave. Boulder, CO 80303	63	Reusable insulated water bottles.	303-440-0358 www.polarbottle.com	Judy Amabile president 1994
6	Head Rush Technology 1835 38th St., Suite C Boulder, CO 80301	42	Engineers technologies to bring new adventure recreation equipment to the climbing, zip line, adventure and amusement industries.	720-565-6885 headrushtech.com	John McGowan CEO, co-founder 2009
7	Newton Running Co. 1375 Walnut St Boulder, CO 80302	40	Specialty running shoes.	303-442-1113 www.newtonrunning.com	Jerry Lee Co-founder & CEO 2006
8	Backcountry Access Inc. 2820 Wilderness Place, Unit H Boulder, CO 80301	35	Backcountry skiing and avalanche rescue equipment.	303-417-1345 www.backcountryaccess.com	Bruce McGowan General Manager 1994
9	Sea to Summit Inc. 1901 Central Ave. Boulder, CO 80301	30	Backpacking, camping, adventure travel and paddle sports gear.	303-440-8977 www.seatosummit.com	Shelley Dunbar Andrew Dunbar owners 1998
10	Bison Designs LLC 735 S. Lincoln St. Longmont, CO 80501	30	Apparel, belts (manufactured from climbing webbing), pet accessories, paracord survival accessories, unique & custom aluminum accessories as well as chalk related products.	303-678-9911 www.bisondesigns.com	Brian Kelleghan founder 1987
11	La Sportiva N.A. 3850 Frontier Ave., Suite 100 Boulder, CO 80301	25	Outdoor footwear, apparel and hardgoods for climbing, mountaineering, mountain running, hiking and ski mountaineering.	303-443-8710 www.sportiva.com	Jonathan Lantz president 1928
12	SCARPA North America Inc. 3550 Frontier Ave., Unit E Boulder, CO 80301	22	Manufactures and distributes trail running, hiking, rock climbing, mountaineering and ski boots and footwear.	303-998-2895 www.scarpa.com	Kim Miller CEO 2005
13	Retul 5445 Conestoga Court, Suite 100 Boulder, CO 80301	17	Bike fit tools, technology and education.	720-406-1171 www.retul.com	Franko Vatterott Todd Carver Cliff Simms co-owners 2007
14	Sportwaves Unlimited Inc.: Baseline Contract Sewing 404 W. Baseline Road Lafayette, CO 80026-1721	16	Custom bags, strap assemblies, back packs and reusable canvas grocery totes. Contract cutting and sewing, packaging, web cutting, die cutting and screen printing.	303-665-4122 www.baselinecontractsewing.com	Cindy Dyke Operations Manager Herb Riehl President 1989
15	Great Trango Holdings Inc. 740 S. Pierce Ave., Suite 15 Louisville, CO 80027	16	Trango: Climbing and mountaineering equipment. Stonewear Designs: Women's active wear.	800-860-3653 www.trango.com/ www.stoneweardesigns.com	Kitty Bradley president Chris Klinke director of hard goods 1991
16	Babolat VS North America Inc. 1175 Cherry St., Suite 100 Louisville, CO 80027	15	U.S. operations for French manufacturer of tennis racquets, strings, accessories and tennis shoes.	720-542-6292 www.babolat.com	Susan DiBiase General Manager 1999
17	MontBell America Inc. 3550 Frontier Ave., Unit B Boulder, CO 80301	15	Outdoor and mountaineering gear.	720-565-2800 www.montbell.com	Isamu Tatsuno president 1975
18	Wheels Manufacturing 1475 Arthur Ave., Suite 1 Louisville, CO 80027	15	Components for the cycling industry.	303-410-7336 www.wheelsmfg.com	Dave Batka CEO 1988
19	HEAD USA Inc. 3125 Sterling Circle, Suite 101 Boulder, CO 80301	14	Retail and rental equipment: alpine skis, ski boots, alpine bindings, snowboards, snowboard boots, snowboard bindings, and helmets.	800-874-3235 www.head.com	Kevin Kempin CEO/president 1950
20	Deuter USA 1341 Sherman Drive Longmont, CO 80501-6192	14	Backpacks, avalanche safety gear and apparel.	303-652-3102 www.deuterausa.com	Bernd Kullman CEO 1898
21	Lafuma America Inc. 917 Front St. Suite 260 Lafayette, CO 80026	10	Outdoor gear and apparel.	303-527-1460 www.lafuma.com	1930
22	Icebox Knitting LLC 1111 Delaware Ave. Longmont, CO 80501	10	Designs/manufactures hats and accessories for the outdoor winter sport, boutique, fashion and lifestyle markets. Private labeling of our own products and OEM cut-n-sew is also available.	303-485-7112 www.iceboxknitting.com	Scott Baker director of mill operations 1994
23	Slackline Industries/Canaima Outdoors Inc. 385 S. Pierce Ave., Suite D Louisville, CO 80027	10	Slackline kits for all ability levels and ages. Sponsor of pro athletes and host of numerous consumer events.	303-443-0163 www.slacklineindustries.com	Derick Cole President 2009
24	Crescent Moon Snowshoes Inc. 5401 Western Ave., Suite C Boulder, CO 80303	10	Snowshoes and longboards.	303-494-5506 www.crescentmoonsnowshoes.com	Jake Thamm Tamara Laug co-founders 1997
25	Eco Vessel LLC 5485 Conestoga Court, Suite 250 Boulder, CO 80301	10	Reusable water bottles and food storage products.	800-969-2962 www.ecovessel.com	Jonathan Fox President 2008

Region surveyed includes Boulder, Broomfield, Larimer and Weld counties.

BW REAL DEALS


BRINKMAN PARTNERS LLC

Brinkman plans to develop 9 acres in Harmony Technology Park

By Doug Storum
dstorum@bizwestmedia.com

FORT COLLINS — Commercial real estate developer Brinkman Partners LLC plans to develop nine acres of the 105-acre Harmony Technology Park in southeast Fort Collins.

Fort Collins-based Brinkman wants to develop vacant land it has under contract to buy at the southwest corner of Lady Moon Drive and East Harmony Road in the park.

Brinkman wants to build a retail center consisting of six structures combining for approximately 150,000 square feet. Most of the developable land in the park is owned by MAV Development Co. based in Ann Arbor, Mich.

The center would consist of retail and service space, restaurants, office space and a multistory, mixed-use/hotel building, according to documents submitted to the planning department.

Preliminary plans indicate the mixed-use/hotel building would be approximately 80,000 square feet. The office building would be about 25,000 square feet, and the four retail/restaurant and services spaces would add up to 41,500 square feet.

Parking and pedestrian connections would lead into and through the site. The site also would include outdoor plaza café seating areas.

The hope is to break ground on the first phase of the buildout in March, which includes a retail building in the northeast corner of the property and an office building south of that, said Todd Parker, development manager for the company's Brinkman Development division.

"We plan to own and operate the buildings," Parker said, who added that letters of intent from prospective tenants have yet to be signed.

The architectural design would complement the two-story Fuse on Harmony office building in the park at 3528 Precision Drive that Brinkman built and recently sold for \$8.45 million.

Brinkman Partners, through its entity BP Capital LLC, sold the building to 3528 Precision-FC LLC, an entity formed by a group of private investors who have not been identified. The group represents US-Reports Inc., a Loveland-based company that provides premium audits, inspections and risk-control services within the commercial insurance industry. US-Reports is occupying the second

floor, and Brinkman maintains its headquarters on the first floor.

Lenity Architecture in Salem, Ore., has resubmitted plans on behalf of its client Indiana-based Mainstreet Asset Management Inc. for a 37,000-square-foot, 64-bed memory-care community on three acres in the park. The project was first announced last year with a much larger footprint — approximately 70,000 square feet and 100 beds on nearly seven acres.

Mainstreet Health & Wellness Suites will serve people with Alzheimer's and other related dementia. The building will provide individual apartment units with common dining and recreation areas. Services provided will be based on one of the five levels of care according to the medical, functional and psychosocial status of the resident.

MAV Development is offering parcels for sale ranging in size from two to 30 acres. The park is directly west of the Banner Fort Collins Medical Center that opened earlier this year.

The park is also approved for medical offices as well as flex and light manufacturing/production uses.

NEWS&NOTES
Scottsdale firm buys home lots in Lochbuie

LOCHBUIE — Scottsdale, Ariz.-based Walton International Group USA Inc. has purchased the remaining lots at Silver Peaks, a residential community being developed in Lochbuie, from The Bromley Cos. for \$15 million.

Greenwood Village-based Bromley sold approximately 400 acres consisting of about 1,450 platted lots at Silver Peaks, said John Spillane, Bromley's director of land development. Journey Homes of Greeley as of 2010 had built 300 homes at Silver Peaks, a master-planned 600-acre, 2,000-home project, before the recession hit and halted construction.

In April, Walton acquired land held by Bromley in Lochbuie on which it planned to build the 900-lot Altimira residential community.

Bass Pro Shops drops plan for Centerra store

LOVELAND — Bass Pro Shops won't be building a 117,000-square-foot store on property being developed by McWhinney Real Estate Services at Centerra in Loveland.

Bass Pro Shops would not talk about the decision beyond the following statement: "Bass Pro Shops has withdrawn plans to construct a retail store at Centerra. ... We believe Northern Colorado is home to many outdoor enthusiasts and sportsmen and we hope to explore other opportunities in the region that more closely align with our expansion vision."

In April, North Dakota-based sporting goods retailer Scheels said it would build a 225,000-square-foot sporting goods store at the 2534 development in Johnstown, directly south of Centerra.

City, BCH negotiating deal for hospital campus

BOULDER — The city of Boulder and Boulder Community Health are in final negotiations for the city to acquire the hospital's 8.8-acre campus on Broadway in west Boulder for \$40 million.

The Boulder County assessor values the property at \$56.3 million.

According to the sales agreement, BCH will continue to occupy the Broadway campus and provide health-care services there through the end of 2017 as it continues to move operations to its new Foothills campus on the east side of the city.

Loveland courts EWI for Agilent campus

LOVELAND — The city of Loveland has been working with state organizations during the past six months to determine if they can put together a plan to attract EWI, a high-tech manufacturing consulting and training organization, to set up shop at the Rocky Mountain Center for Innovation and Technology.

The center, owned by Cumberland and Western Resources, is the 800,000-square-foot former Agilent Technologies campus in Loveland that has been idle for the past four years. The city purchased the 300-acre property from Agilent for \$5.5 million in 2011. The city kept 130 undeveloped acres adjacent to the Big Thompson River and city recreation trail as open space before selling five buildings and the remaining 170 acres to Bowling Green, Ky.-based Cumberland and Western.

Are we overbuilt again in Boulder? Not this time

Wow, what a year we've had in commercial real estate in the Boulder market for 2015 so far! Record-setting sale transactions, all sectors of commercial space in short supply, lease rates moving up, and the long-lost sighting of construction cranes now dotting the skyline.



REAL ESTATE
GEOFFREY KEYS

At least twice a day during my workday (and a lot after work) I get asked the question, "Where are we in the current commercial real estate cycle?" That's a tough one to answer; I thought I'd lost all of my prognostication ability after a very scary 2009-10. But, having gone through about five real estate cycles so far in my career, this one feels different.

If you've been paying attention to what's going on with specific transactions lately, you couldn't help but be in awe of the Unico/Reynolds sale, or even more recently the Rally Software building trading at \$53.2 million (the new bar of \$344 per square foot for suburban

office). Where is the top of this market? Are we there yet?

According to a recent article in the *Wall Street Journal*, the office market in the rest of the nation is recovering slowly. Nationally, the vacancy rate is flat at 16.6 percent, and lease rates generally are up a meager 3.2 percent over the last 12-month period.

Interestingly, Seattle, San Francisco and San Jose, Calif., are the super-hot markets. Denver didn't make it into the top three. For maybe the first time, I think it's safe to say that Boulder is now its very own, unique and powerful force in the office and retail sector.

My very informal survey leads me to believe we are up 15 percent to 20 percent in suburban office rents locally, with downtown Boulder leading the charge, potentially up by 20 percent to 25 percent over the last year. Retail seems not quite so hot, but steady, with the prime locations up 7 percent to 10 percent. The rent growth, combined with falling cap rates means asset values are moving north quickly.

How long can it last? On paper, with all of the new office projects being built, it would seem we are becoming overbuilt again – remem-

This cycle feels like it has a sound foundation; the demand and need for new space is genuine. Tech growth is roaring through the Boulder market like an F-16 with its afterburner lit ... Commercial may lead the growth charge over residential for the first time in a long time.

ber 1988? But it doesn't feel like we are overbuilding this time. This cycle feels like it has a sound foundation; the demand and need for new space is genuine. Tech growth is roaring through the Boulder market like an F-16 with its afterburner lit. It seems as if the residential real estate market locally has helped shore up the office/retail market in the past. I think that may flip here shortly. Commercial may lead the growth charge over residential for

the first time in a long time.

On a very positive note, really good tenants are showing up right now and taking lots of quality office space. Google, Twitter, Zayo – the list of Class A credit tenants shopping for space and coming to Boulder is amazing. Every day it seems we hear of a new announcement of another great tech company either expanding or moving here in short order.

So back to the original question: How long can the current cycle continue? My prediction is that I think we are now on "cruise control." The office market will expand and we will see continued growth and high demand until at least 2018. The fundamentals for stable growth, expansion and demand appear to have a way to run out.

So, for now, buy as much quality Boulder commercial real estate as you reasonably can. I think this may be the safest and most profitable time to buy commercial in memory. See you in 2018!

Geoffrey Keys is president of Keys Commercial Real Estate in Boulder. He can be reached at 303-447-2700 or via email at keys@keys-commercial.com.



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Companies charge ahead with EV incentives

Groups enlist support from area employers

By Dallas Heltzell
dheltzell@bizwestmedia.com

Three years ago, when area gasoline prices had soared well past \$3 a gallon, Margaret-Ann Burness was spending up to \$400 a month for her daily 60-mile round-trip commute between home in Denver and work in Boulder.

That changed for Burness, a senior account director at Sterling-Rice Group in One Boulder Plaza, when the building's owner installed a dual fast-charging station for electric vehicles. Burness bought a used, fully loaded Nissan Leaf electric-powered car for \$12,000 after tax rebates. Charging at work is free and is good for the round trip, she said, and charging from home only costs her about \$1 a day. She car-pools with another employee who also drives a Leaf.

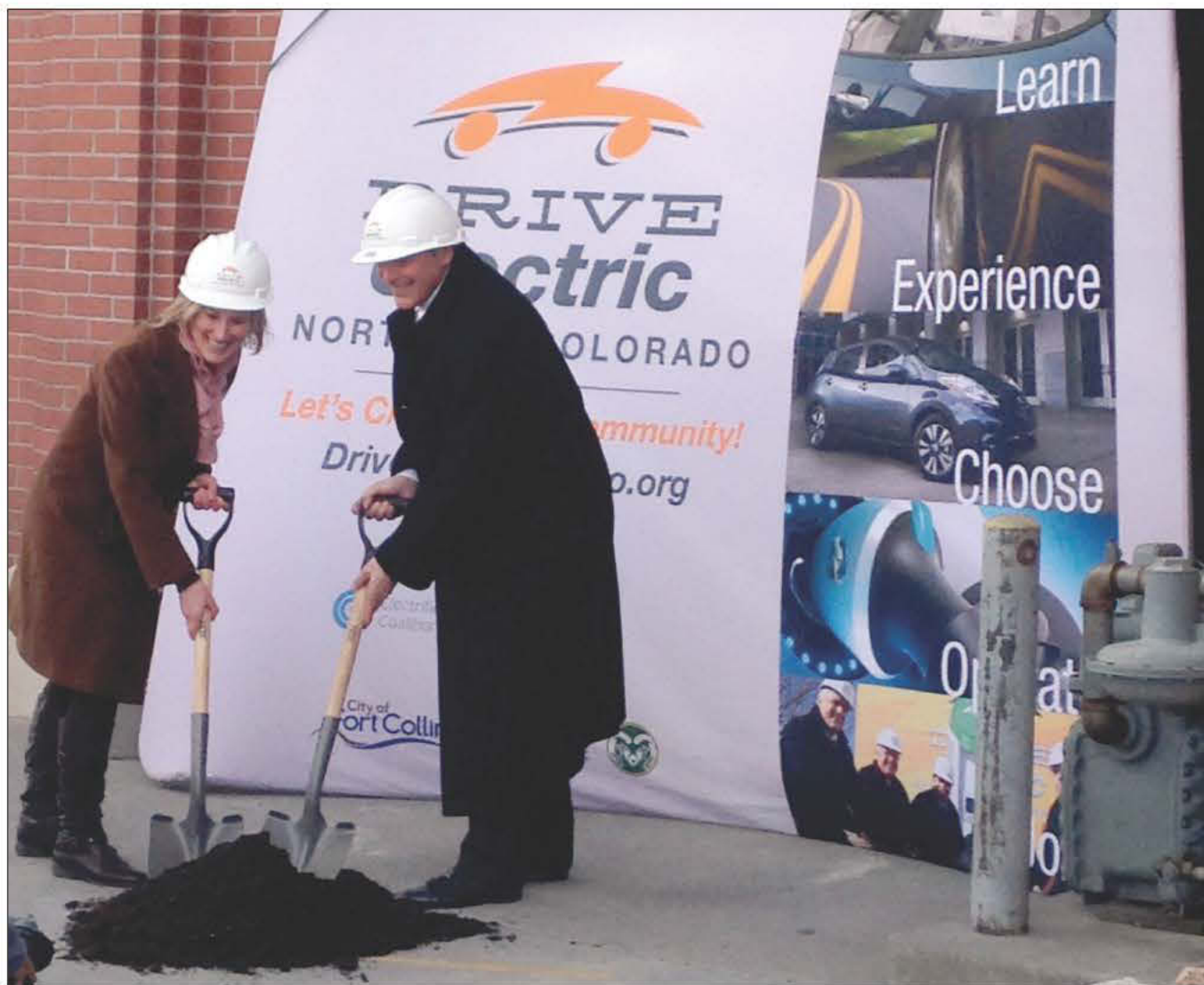
"We just love it. People come up to me and say, 'Thank you for being good to the environment,'" she said. "We've got a child. We want to make sure to leave her a better place. Not only that, but we're saving money."

Burness is riding a wave of business- and government-backed promotion of the use of electric vehicles in the Boulder Valley and Northern Colorado. Driven by groups such as the Southwest Energy Efficiency Project (SWEET) and Drive Electric Northern Colorado, a growing list of businesses are installing the charging stations as an employee benefit.

The list includes Ball Aerospace and Technologies Corp. and Google Inc. in Boulder, and the city of Fort Collins, Colorado State University, Brinkman Partners, Woodward Inc., the New Belgium and Odell breweries, Hewlett-Packard Co., Platte River Power Authority and others in Northern Colorado. CSU's Parking and Transportation Services has installed 10 chargers and has plans to install more across its campus.

"You get a message on your phone when your car's charged," Burness said. "It's less than \$1 a day to charge a car. You have to pay to park in the One Boulder Plaza garage, but my company pays for the parking. They see that and the charging as an amenity."

Drive Electric Northern Colorado sponsors a hands-on "Ride and Drive" program so corporate and government leaders "can get a real, true, visual understanding of what it's like to own one," said Annie Freyschlag, a deployment community associate for the group. Fort Collins mayor Wade Troxell and City Councilwoman Kris-



Staff at Spirae break ground in February on their plans to install charging stations as part of the Northern Colorado Workplace Charging Challenge. COURTESY DRIVE ELECTRIC NORTHERN COLORADO

"There are so many new choices for 2016, and you can buy the car you want. In Colorado, it's fabulous because a percentage of what you pay, you get back on your taxes."

Margaret-Ann Burness,
Sterling-Rice Group

ten Stephens were among those who took one of the group's EVs for a spin, Freyschlag said.

Drive Electric also organized a Workplace Charging Challenge in February, she said, and is three-fourths of the way to its goal of getting 20 employers in Northern Colorado to offer workplace charging by the end of 2015.

"Folks at a workplace are 20 percent more likely to buy an EV if they have a charger at work," she said.

The group's director, Ben Prochazka, said Drive Electric can help companies "think through each of the steps for launching a program. It

would be helpful if they had somebody to come to to ask questions about the hardware, the positives and the challenges."

It also dispenses information about Colorado's Charge Ahead grant program. Administered through the Regional Air Quality Council and the Colorado Energy Office, it can issue grants of "up to \$6,200 per charging station that a business might put in," he said. "Businesses can apply for those funds. It can help pay for the installation costs in addition to the hardware — from \$500 up to thousands depending on the capabilities you want the chargers to have."

"The cheaper ones are really OK for most businesses since employees are at work for hours," he said.

Prochazka also likes to dispel the myth that today's electric-powered cars are underpowered.

The Tesla can accelerate from 0 to 60 miles per hour in 2.8 seconds, he said, and the Nissan Leaf and Chevrolet Volt can do it in 8 seconds or less.

"EVs have 1,000 less moving parts than gas-powered cars," he said. "There's no transmission, no oil. You're reducing your impact but also have way less maintenance costs."

"There are so many new choices

for 2016, and you can buy the car you want," Burness said. "In Colorado, it's fabulous because a percentage of what you pay, you get back on your taxes."

Burness said she recently spotted three different electric cars at once at an intersection along South Boulder Road.

A report issued earlier this year by SWEET called for a transportation plan that significantly reduces single-occupancy vehicle trips and more aggressively promotes clean-energy vehicles.

The 75-page Boulder Electric Vehicle Infrastructure and Adoption Assessment, commissioned by the city of Boulder, Boulder County and the University of Colorado, suggested that businesses can play a key role in a local clean-air future.

Former Boulder mayor Will Toor, report co-author and director of transportation programs at SWEET, said "a dramatic shift to 75 percent EV ownership by 2050" would be required if Boulder communities want to reach lower greenhouse-gas emissions goals.

Boulder's existing public EV charging stations aren't used as much as hoped, the report showed.

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REAL ESTATE

What Matters?

In their annual Profile of Home Buyers and Sellers, the National Association of Realtors asks a fascinating question to the home buyers in their survey. The question is "On which characteristic of the home did you make a compromise?"

Buyers enter the process with a "wish list" and a picture of their perfect home. Inevitably, the reality of the market sets in and there are some compromises made along the way. So, what matters most to a buyer? What will they compromise?

It turns out that buyers will make a compromise on price well before many other items. Only four percent of buyers compromise on quality of schools, 14 percent on distance from job, 18 percent on condition of home, and 23 percent on price.

The lesson for sellers- location and condition matter more than price!

Windermere Real Estate recently completed an extensive report on the Northern Colorado market called "The Scoop." To receive your free copy call 970-460-3033, or email fortcollins@windermere.com



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President
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ACCOUNTING

How to Avoid an IRS Audit: Ask the Right Questions Regarding the Questionable Employment Tax Practices Initiative

In 2007, the IRS launched the Questionable Employment Tax Practices initiative. This program includes agreements between the IRS, Department of Labor, and several state agencies (including Colorado) to collaborate during investigations involving employment tax schemes. The primary focus is directed towards employers who, intentionally or not, avoid employment related taxes by incorrectly classifying workers as independent contractors rather than as employees.

Employers face liability for 100% of the tax not withheld, as well as penalties and interest. With the plethora of agencies involved, an audit may reveal additional issues that have been inadvertently overlooked and potentially result in fines or damage to a business's reputation.

So what can be done? IRS incentives allow employers to voluntarily prospectively reclassify workers in exchange for reduced liability, along with peace of mind through compliance. While incentives provide some relief the process can be tricky, and planning to avoid the issues is always preferred. Numerous risk mitigating strategies exist, but unintended consequences can prove devastating, thus caution and consulting an experienced tax advisor are strongly advised.



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BW STARTUPS

Capsalis, Retzloff advising natural foods startups

By Dallas Heltzell
dheltzell@bizwestmedia.com

BOULDER — In baseball, a “farm team” develops players’ skills so that the best of them can succeed in the major leagues. Boulder Farm Team wants to use the same concept to help aspiring natural- and organic-foods companies make their pitch and become a hit.

According to its website, the six-month-old incubator “is dedicated to making natural products more attractive and accessible to mainstream consumers. We’re a Board of Advisers for hire. Each natural products company who works with us is on a booster rocket.”

Those advisers include co-founders Bill Capsalis, board president of the Naturally Boulder trade association, and Kay Allison, who, along with her husband, operated The Energy Infuser Inc. in Chicago and Denver for 14 years, launching innovation based on consumer insights that brought billions in new revenue to such Fortune 500 clients as Hillshire Brands, Kraft Foods, Tyson Foods and United Airlines.

The pair brought in Mark Retzloff, who co-founded both incarnations of Boulder-based Alfalfa’s Markets.

The partnership “combines her big-food experience with my knowl-



ALLISON



CAPSALIS



RETZLOFF

edge of emerging natural-brand space in Boulder, and Mark has been a 40-year veteran of the natural-foods industry,” Capsalis said. “We started talking about this earnestly about a year ago. We formalized our offering at the end of the year, did a soft launch in January and have been doing this in earnest since March, talking to and working with emerging brands.

“A lot of them are happy being regional and small, and others want to grow,” he said. “We try to meet them depending on where they are.”

Boulder Farm Team now has three small clients, “helping them understand and build their value,” he said.

One of them is Longmont-based Veggie-Go’s, which started five years ago making fruit and vegetable leather. Boulder Farm Team helped the company with its capitalization structure, its production facility, and input from a consumer-insight group, Capsalis said. “We helped them figure out where to sell and

“A lot of them are happy being regional and small, and others want to grow. We try to meet them depending on where they are.”

Bill Capsalis, board president, Naturally Boulder

how to position their product.

Boulder Farm Team charges a small monthly fee and acquires equity in clients’ brands based on their companies’ achievement of predetermined milestones.

What’s next? “We’re in the process of deciding whether to start an accelerator,” Capsalis said. “We’re doing our due diligence. It seems like most of the accelerators around here are for tech companies. We know how the models are different, but we see some synergies there.”

NEWS&NOTES

BluFlux partners with Google on hand-gesture sensor

LOUISVILLE — Google has selected Louisville-based BluFlux as a partner in the development of a sensor that uses radar technology to capture movements of the human hand.

BluFlux, which provides RF engineering antenna design, created the prototype of the antenna for Project Soli, the interaction sensor for wearable and Internet of Things devices being developed by Google’s Advanced Technology and Projects group.

The Project Soli sensor can track sub-millimeter motions with high speed and accuracy. It fits onto a chip and can be built into small devices and everyday objects.

Bohemian leads \$25M funding round for Fort Collins’ Ampt

FORT COLLINS -- Bohemian Investments led a recent \$25 million funding round by Fort Collins-based Ampt LLC, which makes power-conversion technology for solar power plants.

The new funding consisted of \$5 million in working capital and \$20 million in Series C equity. In addition to Fort Collins-based Bohemian, Ampt co-founder Doug Schatz also participated in the round through the Schatz Family Trust. Schatz also was co-founder and longtime chairman and CEO of Fort Collins-based Advanced Energy Industries Inc. (Nasdaq: AEIS).

Ampt’s main product, the String DC Optimizer, is used in commercial and utility-scale solar systems.

Boulder-based D-tu Health lands \$25M deal with St. Joseph Health

BOULDER — Digital-health company D-tu Health in Boulder has secured a five-year, \$25 million deal with St. Joseph Health to provide a mobile platform for the nonprofit health-care system to communicate with its customers.

The agreement builds upon the existing two-year deal between D-tu and SJH, which has 16 acute-care hospitals, home-health agencies, hospice care, outpatient services, skilled-nursing facilities, community clinics and physician organizations throughout California, Texas and New Mexico.

Collaborative-care programs for diabetes, wellness and pregnancy will continue, and new programs yet to be identified will target customers’ various health needs and goals. In addition, the partners will work to enhance D-tu’s Persuasion Engine technology designed to influence patient behavior.

Local firms secure \$129M in VC funding

Eleven companies in the Boulder Valley/Northern Colorado region received \$129.3 million in venture capital during the second quarter, according to the quarterly MoneyTree Report.

The report is compiled by PricewaterhouseCoopersLLP and the National Venture Capital Association based on data provided by Thomson Reuters.

Companies in the region that received venture capital during the second quarter included:

- **Appextremes**, Broomfield, \$70 million, software firm that develops cloud-based document generation and reporting applications. The funding came from Insight Venture Partners LLC based in New York.
- **Orbotix Inc.**, Boulder, \$45 million, maker of the Sphero and other toys operated by mobile devices. Mercato Management LLC, the Disney Co., and an undisclosed firm.
- **Daily Inches Inc.**, Boulder, \$10,249,800, content-marketing platform. Venture Partners, Cue Ball Group LLC, High Country Venture LLC, Iron Gate Capital LLC, Lead Edge Capital and Salesforce Ventures.

- **mBio Diagnostics Inc.**, Boulder, \$6,334,000, diagnostics and life-science company. Undisclosed firm.

- **JumpCloud Inc.**, Boulder, \$3.2 million, develops software to automate server management. Foundry Group LLC.

- **Switch Labs Inc.**, Boulder, \$2,158,000, via new venture ThreatWave, provides antivirus software companies with information on dangerous emails. Foundry Group LLC.

- **Madwire Media LLC**, Loveland, \$2 million, online marketing and design agency. Copley Equity Partners LLC.

- **Lagrange Systems Inc.**, Boulder, \$800,000, provides intelligence and high availability software platform. Mohr Davidow Ventures and two undisclosed firms.

- **CitizenShipper LLC**, Broomfield, \$500,000, offers an online shipping marketplace. Marvel Venture Partners LLC.

- **Clean Chemistry Inc.**, Boulder, \$500,000, provides engineered chemistries for water management. Mercury Partners Management LLC.

- **Red Bird Rising LLC**, Boulder, \$261,000, software app brings design and touchscreen technology together. Foundry Group LLC and two undisclosed firms.

What does Goldilocks have to do with the history of innovation?

I was asked last month to give a speech on the history of innovation in Northern Colorado. This is no small task considering that the history is subjective and vast.

I placed my research/librarian hat atop my rust-laden brain and went to work on a timeline of activities that I thought were vectors for change in our ecosystem over the last 30 years. Why is it that Entrepreneur Media ranked Fort Collins, Loveland, Longmont, Boulder, Denver and Colorado Springs in the top 10 cities for entrepreneurship? Why does Northern Colorado produce 11 times more patents per capita than the rest of the nation? Why do Fort Collins and Boulder create more startups per capita than most cities in the nation? Why is it that both Avago's and Anheuser Busch's leadership told me that they send their corporate-wide technological problems to Fort Collins engineers to solve, and these plants are their most productive worldwide?

I have spent a career studying the temperaments of entrepreneurs and have had too many conversations to count on the topic of innovation and the ingredients of a community to be more innovative.

I have a theory that when you combine 100-plus years of pioneer-spirited Coloradans in an area that is rewarded by the "Goldilocks" phrase, "It's not too big and it's not too small," magic occurs. Sprinkle in more than 300 days of sunshine, three research universities and a quality of life that produces more laughter, health and high IQ'd settlers, and you've hit the jackpot.

We are just small enough in population that it is possible that you could be sitting in the stands of your kids' soccer match next to the president of the local university. This would allow a person the privilege of a networking opportunity rarely afforded to a large-city resident. However, the size of the region is not so small that you can't find customers locally.

We are makers, creators, researchers and pioneers who are risk takers.

When the Smithsonian researchers came to town in 2008 and interviewed all of us who had any influence on the

creative and entrepreneurial segment of Fort Collins, they asked us what specifically we had done to produce what they thought was the national hub for innovation in the clean-energy space. I distinctly remember each of us in that room scratching our heads to determine how best to answer the question. Although we all were supporting many firms working on smart-grid, solar, wind and energy-efficiency issues, and in our backyard there were outstanding universities emphasizing these studies, ultimately we determined it was more organic than strategic.

The Smithsonian just announced the completion of the "Places of Invention" exhibit at the National Museum of American History in Washington, at which Fort Collins is prominently displayed.

The question for me now is, how do we sustain something so organic if indeed Goldilocks has anything to do with it?

The strategy now is to let the startups continue to spontaneously grow within our region, but surround them with agencies who can nurture their growth and scale up or, alternatively, give them advice to die a quick death if need be so that the founder can move on to the next invention. These agencies are in the forms of small business development centers, incubators, accelerators, tech meetups, university outreach, city, state government support and more. To quote Mayor Wade Troxell in Fort Collins, it can be said that a triple helix model is in place. University, government and private leadership coming together to network, communicate and openly innovate alongside of each other. Each are a symbiotic partner with the other.

As our region produces more serial entrepreneurs who have been battered and beaten but eventually exit with a win fall that will allow them to go onto their next big idea, these masters have shown they will give back to the support agencies in advice and capital. This cycle, if nurtured and appreciated, will go on despite the fact that we are growing in population.

Perhaps I should contact those Smithsonian folks and have them consider adding the classic "Goldilocks and the Three Bears" to their display.

Kelly Peters is executive director of the Warehouse Business Accelerator.



INNOVATION
KELLY PETERS

The strategy now is to let the startups continue to spontaneously grow within our region, but surround them with agencies who can nurture their growth and scale up or, alternatively, give them advice to die a quick death.

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Court: Employers can fire workers for using marijuana

In past columns, I have chronicled banking-related difficulties faced by individuals and businesses trying to navigate the murky waters between Colorado's legalization of marijuana use and the federal laws that continue to prohibit such use. On June 15, the Colorado Supreme Court added another area to the list of subjects where the federal prohibition on marijuana use has limited the effectiveness of Colorado's legalization. Rather than effects on banking, the court's decision in *Coats v. Dish Network* instead has substantial implications for employer-employee relationships in Colorado.



KEEP IT LEGAL
DAN JONES

Among Colorado's employment-related laws is Section 24-34-402.5 of the Colorado Revised Statutes, titled "Unlawful prohibition of legal activities as a condition of employment." That section reads, in pertinent part, as follows: "(1) It shall be a discriminatory or unfair employment practice for an employer to terminate the employment of any employee due to that employee's engaging in any lawful activity off the premises of the employer during nonworking hours

unless such a restriction: (a) Relates to a bona fide occupational requirement or is reasonably and rationally related to the employment activities and responsibilities of a particular employee or a particular group of employees, rather than to all employees of the employer; or (b) Is necessary to avoid a conflict of interest with any responsibilities to the employer or the appearance of such a conflict of interest." That statute is intended to prohibit employers from firing employees who participate in lawful activities outside of work hours when those lawful activities have no rational relation to the employee's job.

In cases that arise under this statute, courts must answer two questions: (1) Was the terminated employee engaging in lawful activity off the premises of the employer during nonworking hours?; and (2) If the answer to question (1) is "yes," then (a) does the employer nonetheless have a bona fide reason why a prohibition on any such lawful activity is a rational occupational requirement or (b) is such a prohibition necessary to avoid a conflict of interest? If the answer to the first question is "no" then no further analysis under this statute is needed.

In the *Coats* case, the Colorado Supreme Court was faced with the issue of whether Dish Network, an employer with a zero-tolerance drug testing policy, could lawfully termi-

nate Coats for his use of marijuana at home outside of work hours where Coats held a state license for the use of medical marijuana. In 2009, Coats, a quadriplegic, obtained a Colorado medical-marijuana license for treatment of pain related to muscle spasms associated with his quadriplegia. He had been employed by Dish, a company with a strict drug policy, since 2007. In May 2010, Coats took a random drug test in which he tested positive for THC, the active ingredient in marijuana, and was fired from his position at Dish as a phone customer-service representative.

In his claim against Dish, Coats argued that he had been fired for participating in lawful activity (smoking marijuana pursuant to his state-issued medical-marijuana license) outside of work hours. Dish argued that, notwithstanding the fact that the use of medical marijuana was lawful under Colorado state law, such marijuana use was still unlawful according to federal law as set forth in the federal Controlled Substances Act, and thus Coats was not protected by the Colorado statute. In its opinion, the court acknowledged that the CSA "lists marijuana as a Schedule I substance, meaning federal law designates it as having no medical accepted use, a high risk of abuse, and a lack of accepted safety for use under medical supervision."

While the Justice Department under President Obama's administration is not pursuing Colorado residents for their use of medical marijuana because such use is permitted by state law, any such marijuana use continues to constitute a violation of federal law under the CSA. The Colorado Supreme Court, in its decision in favor of Dish and against Coats, ruled that the phrase "engaging in lawful activity" must take into account both state law and federal law. Accordingly, Dish's firing of Coats under its no-tolerance drug policy was not prohibited by Colorado's "lawful activities" statute.

The court's decision in the *Coats* case is of considerable importance both to the many employers who have no-tolerance drug use policies and to the many employees in Colorado who take advantage of the state's legalization of marijuana use both for medical and recreational purposes. Employers may retain such policies, and employees must be aware that their use of marijuana outside of work, while lawful under state law, may still have severe work-related consequences depending on the policies of their employer.

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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The Bravo! Entrepreneur Awards event not only recognizes excellence in business, the event also provides the energy and personal connections that create a vibrant business environment. I appreciate BizWest's creation of this celebration. It is the business highlight of the year."

Larry Kendall
Chairman Emeritus/Partner
The Group Inc.

"An honor to have my name listed with so many wonderful past recipients"

Don Churchwell
Director Home
State Bank



"Being recognized for "entrepreneurship" can have many connotations. To me it designates the capacity to create a positive energy that impacts people, places, products or projects. So when I accepted the Bravo! Entrepreneurship Award for Aims in the category of Regional Spirit, it was that with a sense that Aims creates that positive energy force for Northern Colorado through its programs and services and people. I hope that we never lose that spirit."

Dr. Marilyn "Marci" Liddell
Retired President, Aims Community
College

The Bravo! Entrepreneur mission is to celebrate the spirit of entrepreneurship by honoring regional business leaders who have had a positive economic and cultural impact on Northern Colorado. Since 1998, over a hundred individuals and/or organizations have been honored as Bravo! Entrepreneurs.

Call for Northern Colorado Nominations

See the Nomination form for criteria at www.bravoentrepreneur.com

- **Emerging Entrepreneur Award:** Company must be in Northern Colorado business community up to 5 years.
- **Lifetime Achievement Award:** Individual with 25+ years experience in Northern Colorado business community.
- **Regional Spirit Award:** Individual/organization demonstrating commitment to the Northern Colorado economy.

Awards ceremony

Wednesday, August 26, 2015
Drake Centre
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Cocktail Reception
Doors open at 5:30 p.m.
Awards Celebration Starts at 6:00 p.m.



For sponsorship and corporate table information contact Sandy Powell at 970-232-3144 or spowell@bizwestmedia.com

For more information call: 970-232-3144
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• **Entrepreneurs drive the engine of business and our mutual goal is to encourage entrepreneurs and celebrate their success.**

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BRIEF CASE

CONTRACTS

Boulder-based Simple Energy, a software-as-a-service company that uses behavioral science, big-data analytics and digital marketing to educate and empower consumers on energy consumption, and Iberdrola USA, a subsidiary of Iberdrola S.A., an energy-service and delivery company, announced a proposed partnership as part of the state of New York's new energy plan to help utilities achieve Reforming Energy Vision goals. Iberdrola USA's New York utility, RG&E, will incorporate Simple Energy's Marketplace platform for customers to purchase curated distributed energy-resource products with targeted and broad-based instant incentives.

Crescent Moon Snowshoes, an 18-year-old business that operates out of about 2,500 square feet at 5401 Western Ave., Suite C, in Boulder,

on the periphery of the Ball Aerospace & Technologies Corp. campus, has received an order for what president and co-founder Jake Thamm described as "many hundreds" of snowshoes for the Colorado Army National Guard.

Digital-health company Dätu Health in Boulder secured a five-year, \$25 million deal with St. Joseph Health to provide a mobile platform for the nonprofit health-care system to communicate with its customers. In addition, the partners will work to enhance Dätu's Persuasion Engine technology designed to influence patient behavior. The platform is a set of rules, content and "nudges" that SJH will provide to each program member through a mobile experience customized to his or her needs.

DEADLINES

Nominations for BizWest's Bravo! Entrepreneur, honoring individuals who have founded or nurtured companies in Larimer and Weld counties are being sought online through July 24. Seven Bravo! Entrepreneur awards are presented annually; one each for successful entrepreneurs in Fort Collins, Greeley, Loveland and outlying communities; one for an emerging entrepreneur; a Regional Spirit Award and a Lifetime Achievement Award for an individual with at least 25 years' experience in the Northern Colorado business community. Complete information and a Bravo! nomination form can be found at bravoentrepreneur.com. Presentation of this year's awards is scheduled for the Drake Centre, 802 W. Drake Road, in Fort Collins.

Applications are being accepted through the first week in September for startup high-tech companies wishing to join the incubation pro-

gram run by Fort Collins-based Innosphere. Companies that are accepted can attend sessions with other founders to help scale their businesses. The next program is to begin in October. Startups can apply online at innosphere.com to be part of the third "cohort" of 2015. Innosphere's previous group of 11 companies that had been accepted into the incubator just completed their initial training sessions and now are a part of its ongoing support services. Among them are Fort Collins-based Change Composites and Purefusion; Superior-based Mallinda; Boulder-based Playbook, Physician Cognition and Sibeloptics; and Longmont-based Synkera Technologies Inc.

Businesses in downtown Wellington can apply for matching grants up to \$5,000 through the Wellington Main Streets Investing in Business Grant program. Applications are due Aug. 15 and may be picked up at Points West Community Bank in Wellington or at the Wellington Chamber of Commerce. Wellington commercial property owners and commercial property tenants on or around Cleveland Avenue, including First and Sixth streets, are eligible for the grants designed to encourage revitalization of downtown Wellington through business improvements such as façade updates, external paint jobs and landscaping. Points West Community Bank and Federal Home Loan Banks are partnering with Wellington Main Streets. The grant program has \$25,000 in its fund.

KUDOS

The teams of Realtors Rob Kittle of Fort Collins and Karen Bernardi of Boulder were recognized among the top groups in the nation for 2014 in rankings released recently by Real Trends Inc. and The Wall Street Journal. "The Thousand" list ranks the top 250 Realtors nationwide in each of four categories.

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People judge your company by the experience they or someone they know have had with your team. This interactive workshop will cover the biggest customer service pitfalls and share best practices from Sandler Training. With over 250 offices in 30 different countries, Sandler Training is a leader in customer and client-centered communication and business development training. Sample issues to be covered:

- We have Customer Service Representatives with strong admin skills but we sometimes cringe when we hear their phone calls and see emails sent out to customers.
- I wish our team was as good communicating and serving one another as they are with our customers. We're wasting way too much time as leaders and managers on internal communication breakdowns.
- We have positive feedback in social media on our company but are concerned that negative reviews would cost us a lot of money in reputation repair so we want to develop our frontline people to ensure we maintain that.
- Our CSR team does a good job on the service side of things, but since they have more customer contact than anyone else, we wish they did a better job with cross-selling and upselling when appropriate.

Seating is limited; attendees must pre-register.



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ENGINEERING

Intel Corporation has openings in Fort Collins, and Longmont, CO. Combination ed/exp accepted in some positions in lieu of degree. To apply, send resume to email address below and reference the job # below. Apply to each job # of interest. Applications will be accepted through 09/21/15. EOE

Fort Collins positions – email resume to FortCollins_jobs@intel.com and reference job # below.

Component Design Eng – Design and develop electronic components. Requires MS (#660111).

Longmont positions – email resume to Longmont_jobs@intel.com and reference job # below.

Firmware Eng – Conduct or participate in multidisciplinary research and collaborate with design, layout and/or hardware engineers in the design, development, and utilization of productivity enhancement layout tools and design rule checkers, electronic data processing systems software. Requires MS (#660218).

NONPROFIT NETWORK

DEADLINES

The Women's Fund of Weld County will accept applications from nonprofits for grants through Sept. 1, and notification will be sent by Nov. 1. The grants are to fund programs that address unmet needs of women and girls in Weld County, their economic self-sufficiency and self-esteem. Grants for this cycle will be from \$500 to \$5,000. Apply for a grant or learn more about the fund and the grant process at weldwomensfund.org.

The deadline for letters of intent for the Community Foundation's Littler Youth Fund is 4 p.m. Aug. 10. Any nonprofit that supports youth programs in Weld County is encouraged to apply. The endowment, established in 1972 by Hubert and Mary Littler for the benefit of youth in Weld County, has granted more than \$2.9 million. Applications and guidelines are

online at cfsgwc.org. For more information, contact Lauren Weber at 970-304-9970 or lauren@cfsgwc.org.

FUNDRAISERS

Longmont-based Left Hand Brewing Co.'s cycling team, captained by chief operating officer Chris Lennert, surpassed the \$1 million cumulative fundraising mark in just eight years. As the team hit the road June 27, it marked the 30th time supporters have come out in force and pedaled for the Colorado-Wyoming chapter of the National Multiple Sclerosis Society's Bike MS Colorado. During the annual two-day ride of more than 150 miles, 3,000 cyclists logged 450,000 miles and were supported by 600 volunteers as they followed a course along the Front Range from Westminster to Colorado State University in Fort Collins and back with a target of raising \$4 million.

GOOD DEEDS

Nine thousand employees from 24 local companies raised a record \$410,000 and collected 60,000 pounds of food on May 5-20 during Community Food Share's 20th annual Compete to Beat Hunger Corporate Challenge. The results of the competition will provide 1.2 million meals to those in need of food assistance in Boulder and Broomfield counties. Awards were presented to the winners of the competition, based on a point system for dollars raised and food collected. WhiteWave Foods Co. was first in total points, followed by Ball Corp., CableLabs, Brocade Communications and ServPro of Greater Boulder. In terms of points per employee, NextFoods Inc. was first, followed by WhiteWave Foods Co., CableLabs, ServPro of Greater Boulder and PANalytical Boulder. Participants organized events,

collected money, loaded food onto trucks and unloaded and sorted it at Community Food Share's warehouse in Louisville. Other companies that participated were A&W Water Service/Northern Plains Trucking, Ball Aerospace, Cardinal Peak, Corden Pharma Colorado, Encision, KBI Biopharma, Key Equipment Finance, Markit Group Ltd., McKesson, Medtronic, Micro Motion, PS Technology, Re/Max of Boulder, Rosemount DP Flow, Safe Systems, Sierra Nevada Corp., Sterling-Rice Group and The Hain Celestial Group.

For two hours on July 14, 61 front end cashiers from Whole Foods Market near Pearl and 30th streets in Boulder volunteered at Community Food Share. Whole Foods Market pulled staff from other stores in the region to cover while their co-workers volunteered.

Thank you to all the incredible sponsors who made the 19th Annual Prairie Dog Classic a sellout success



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2015 IQ Awards Call for Nominations

Innovation drives the Boulder Valley economy, and the IQ Awards celebrates the Innovation Quotient among Boulder Valley businesses, honoring the region's most-innovative companies, individuals, products and services. Nominees must be based in Boulder and Broomfield counties, Denver/Boulder corridor, and local divisions of national or international companies that were instrumental in the innovation.

Nominations are being accepted for

- **IQ Awards for Innovative Products or Services** — IQ honors products and services that have demonstrated a high degree of innovation, with strong market potential. Up to seven honorees will be named for innovative products or services, broken down into categories.

New This Year

- **Innovator(s) of the Year** — Honors an individual entrepreneur or researcher. An entrepreneur will be considered for fostering a culture of innovation within their company, while a researcher or team will be considered for a major discovery or innovation.
- **Innovative Company of the Year** — Recognizes a Boulder Valley company for promoting a culture of innovation in the region.
- **Incubator/Accelerator of the Year** — Honors a Boulder Valley incubator or accelerator that has had a major impact promoting innovation in the Boulder Valley.

To Nominate

Visit www.bizwest.com/events/10/boulder-valley-iq-awards

Event Details

October 6, 2015 – 5:30 pm

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HOPKINS



LACUESTA

ADVERTISING, COMMUNICATIONS

Fort Collins-based Burns Marketing hired **Autumn Hopkins** as interactive director, **Matt Lacuesta** as SEO strategist, **Brian Brooks** as digital art director, and **Domenic Lusso** and **Todd Reed** as interactive developers.

Eric Zuncic was named chief strategy officer at Boulder-based CP+B. He will work in partnership with **Jason De Turris**, chief strategy officer/international, who relocated to Hong Kong early this year to oversee global strategy on accounts such as **Infiniti** and open CP+B's Hong Kong office. Zuncic joined CP+B from **Mekanism**, where he was head of strategy.

BANKING, FINANCE

Jesse Leos was named vice president and manager of Guaranty Bank and Trust's downtown Greeley branch. Guaranty Bank and Trust Company, a community bank that has served Colorado for over 60 years, has announced the hire of



LEOS

Jesse Leos as vice president, branch manager for the bank's Downtown Greeley branch. He has nearly 15 years of experience in the banking and financial services industry, and previously was a relationship banker and small-business specialist at **JPMorgan Chase Bank** in Greeley. He also had been a loan officer at **Citifinancial** and a branch manager at **Academy Bank**, both in Greeley.

ECONOMIC DEVELOPMENT

Chad Howell started July 16 as head of the city of Greeley's new economic development department. He previously was director of major projects for **St. Louis Development Corp.**, a nonprofit arm of the city of St. Louis. He will receive an annual salary of \$108,000. **Bruce Biggi**, now chief marketing officer of the recently formed and privately operated economic development group, the **Northern Colorado Economic Alliance**, had been the city's economic development manager for seven years before resigning Dec. 31.

GOVERNMENT

Julie Brewen, chief executive and executive director of the Fort Collins Housing Authority since 1999, was named to the board of directors of the Colorado Housing and Finance Authority by Gov. **John Hickenlooper**. She previously was executive director of the housing authority in **Minot, N.D.**

HEALTH CARE

Kristi Benningsdorf and **Brandon Tompkins** of Fort Collins were added to the expanded board of the **PVH and MCR Foundation**, which philanthropically supports and promotes **University of Colorado Health** programs in northern Colorado. **Benningsdorf**, president of **First Western Trust of Northern Colorado**, serves on the **Fort Collins Museum of Discovery** board and the **Colorado State University College of Business Roundtable**, and is past president and secretary for the **Windsor Rotary Club**, former cabinet chair for the **United Way of Weld County** and served on the board of directors for the **Windsor Chamber of Commerce**. Currently, she works in the financial services industry where she is president of **First Western Trust**. **Tompkins**, a broker/associate with **Re/Max Alliance**, worked as a commercial lender for more than 10 years before launching a ca-

reer in real estate. He has been an active member of **Realities for Children** since 2008.

Dr. Warren Dorlac joined **UCHealth General Surgery** at **Medical Center of the Rockies** in **Loveland**. He specializes in trauma, general and emergency surgery, and has an extensive background as a surgical trainer and trauma consultant for the U.S. military, both stateside and in the Middle East.



DORLAC



OTEPKA



STEVENSON

HIGH TECH

Jim Otepka and **Thalia Stevenson** were hired as technical consultants at **Integrated Computer Consulting** in Fort Collins.

LAW

Paralegal **Kristi Knowles** joined **Otis, Bedingfield & Peters**, which has offices in Greeley and Loveland. **Knowles** has 28 years of transactional and litigation experience in Colorado, Wyoming and Arizona. She worked as the assistant to the managing partner of **Arizona's oldest and second largest law firm** for seven years, and in that capacity assisted seller's counsel in one of the largest real estate transactions in the state's history.



KNOWLES

Madoche Jean joined **Caplan and Earnest's** litigation practice in Boulder. He previously was a deputy district attorney at the **Boulder District Attorney's Office**, and clerked for **20th Judicial District Judge D. D. Mallard** of the 20th Judicial District.

John W. Madden III became Of Counsel at **Coan, Payton & Payne LLC**. After graduating from the **University of Colorado Law School**, he joined **Davis, Graham & Stubbs**, then was appointed **Assistant U.S. Attorney** for the District of Colorado. He then became a named partner in the Denver law firm of **Brownstein Hyatt Farber & Madden** for 18 years, and also served as regional director for the **Federal Trade Commission's Denver office**.

Bruce Barker returned July 1 as **Weld County Attorney**. He retired in December after 31 years in the post, but accepted county commissioners' request to return after the resignation of **Robert Frick** on June 29. **Barker's** salary will be reinstated at his previous level of \$179,471.

NONPROFIT

Six new members joined the board of **United Way of Larimer County** for three-year terms that began July 1: retired human-resources professional **Pamalyne Allen**, Wells Fargo financial adviser **Anthony Cisneros**, U.S. Rep. **Jared Polis'** district representative **Jamie Grim**, **Fossil Ridge High School** student board member **Zane Mabry**, **Larimer County Human Services** director **Laura Walker** and marketing consultant **Susan Walker**.

Deadline to submit items for On the Job is three weeks prior to publication. Mail to Editor, BizWest Media LLC, 1790 30th St., Suite 300, Boulder, CO 80301; or email to news@bizwest-media.com with On the Job in the subject line.

TIME OUT



COURTESY RE/MAX OF BOULDER

Re/Max of Boulder real estate agents **Tim Duggan**, left, **Lucy Conklin** and **Art Schwadron** run the company's breakfast station for **Bike to Work Day** on June 24. Cyclists were offered tire-patch kits, drinks and snacks from **The Feed and Skatch Labs**. The **Re/Max** table was one of 247 breakfast, water and party stations — the most ever for the Boulder observance — that served more than 7,000 cyclists.



COURTESY GREELEY CHAMBER OF COMMERCE

Melissa Jensen of the **Rehabilitation and Visiting Nurses Association**, left, chats with **Cheryl Mattick** of **American Legion Post 18** over breakfast on July 8 at a **Business Before Hours** event at **Select Energy Services** in Greeley.



COURTESY GREELEY CHAMBER OF COMMERCE

The **State Armory Event Center** uses its **Greeley Chamber of Commerce-backed** ribbon cutting on July 10 to announce the availability of its meeting space to the public. **Lindsey Kleinsorge**, holding scissors, is event coordinator for the facility.

Email your event photos to: Dallas Heitzell, dheitzell@bizwestmedia.com. Include complete identification of individuals.

Local region drives record 2014 exports

By Christopher Wood
cwood@bizwestmedia.com

Larimer County exports topped \$1 billion for the first time in 2014, surpassing Boulder County but still lagging behind Weld County, which remains the exporting powerhouse of the region, at \$1.34 billion. That's according to the latest data released by the International Trade Administration of the U.S. Department of Commerce.

Data released in July reveal that the Fort Collins-Loveland metropolitan statistical area – essentially Larimer County – generated slightly more than \$1 billion in exports, topping the Boulder-Longmont MSA – essentially Boulder County – by just \$21 million. It's the first time that exports from the Fort Collins-Loveland MSA have topped that of Boulder-Longmont.

Larimer's 2014 number was up 5.2 percent from the previous year.

Weld County's dominance – the Greeley MSA is made up of Weld County – is due largely to the continued prevalence of agribusiness, including the JBS USA beef-processing plant in Greeley, which can process 5,600 head of cattle in a single day. Leprino Foods also operates a large mozzarella-cheese plant in Greeley, while Vestas Wind Systems operates wind-turbine and nacelle plants in Windsor and Brighton, respectively, also boosting exports from the county. Weld's exports were up 4.3 percent from 2013.

The Obama administration earlier this year announced that it would ease restrictions on export of natural gas, which could lead to more export growth for Weld County. An outright ban exists on exports of domestically produced oil, however.

Larimer's exports increased for the fifth consecutive year, while Weld's rebounded after a dip in 2013. Exports that year totaled \$1.28 billion, down from \$1.38 billion the prior year.

Larimer County exporters include Advanced Energy Industries Inc., Hewlett-Packard Co., Otter Products LLC and Woodward Inc.

Boulder's exports dropped in 2014 for the second consecutive year, from \$1.04 billion in 2013 and \$1.13 billion in 2012. The 2014 figure represented a decline of 2.8 percent from 2013. Boulder exporters include a variety of technology, outdoor and natural and organic companies.

Combined, the three MSAs produced almost \$3.4 billion in exports during 2014, a record.

Colorado economy continues growth

Colorado's economy and job growth continue to affirm projections for 2015 even as slumping oil prices have led



COURTESY VESTAS

Vestas Wind Systems operates wind-turbine and nacelle plants in Windsor and Brighton, respectively. Weld's exports were up 4.3 percent from 2013.

Billion-dollar exporters

Boulder, Larimer and Weld counties accounted for \$3.4 billion in exports in 2014.

MSA	2010	2011	2012	2013	2014
Boulder-Longmont	1,058,681,711	946,721,962	1,128,000,656	1,045,962,791	1,016,078,443
Fort Collins-Loveland	694,148,557	812,708,826	861,676,855	986,145,083	1,037,353,789
Greeley	865,438,941	1,202,373,553	1,381,410,164	1,287,477,381	1,343,559,909
Total	2,618,269,209	2,961,804,341	3,371,087,675	3,319,585,255	3,396,992,141

Source: International Trade Administration, U.S. Department of Commerce

to slower-than-expected job growth for the natural resources and mining sector, according to a midyear report released by the University of Colorado's Leeds School of Business.

The Leeds midyear economic update noted that employment in the state increased by 2.5 percent from May 2014 to May of this year. The state is expected to gain 61,300 jobs this year, in line with December estimates.

The report projects growth for the year in every sector except information, which includes publishing and telecommunications. Employment in that sector actually dropped 2.7 percent from May 2014 to May of this year, with job cuts at large companies such as CenturyLink outpacing those at Boulder-based firms such as Zayo Group and Rally Software Development Corp.

"GDP is strong, personal income is strong and a lot of the sectors are doing well," Richard Wobbekind, executive director of Leeds' Business Research Division, said in a statement. "At this point we're pretty comfortable, staying at the overall projected job level."

The natural resources and mining sector continues to see strong growth, the report said. But employment totals as of May were 34,500 in the sector, short of the 36,000 projected in December. Low oil prices continue to

affect growth in the industry, but the potential closure of the Colowyo coal mine could also negatively impact job growth in the sector.

Elsewhere, job growth in the manufacturing sector has outpaced estimates, having reached 139,800 jobs as of May. Agriculture, meanwhile, has benefited from spring rains that helped with herd rebuilding following drought-induced selloffs.

On the international trade front, Colorado exports grew by 5.6 percent from March 2014 to the same month this year, with Canada, Mexico, China, Japan and the Netherlands, respectively, providing the state's top five markets for exported goods.

Home prices climb in NoCo, decrease in Boulder Valley

The median sale price of single-family homes in Fort Collins, Greeley/Evans, Loveland/Berthoud and Estes Park, all in Northern Colorado, increased from May to June, but declined in the Boulder Valley markets of Boulder and Longmont, according to a report released by Loveland-based Information Real Estate Services Inc.

The median sale price in Boulder remained highest in the Boulder Valley/Northern Colorado region at \$776,427 during June, but dropped from May's \$847,500. That's based on

80 sales, up from 74 in May. The average number of days a home was on the market dropped from 50 days in May to 44 days in June.

Longmont's median sale price also decreased, from \$315,000 in May to \$311,750 in June, but still was more than the price of \$274,450 in June of last year. The number of homes sold increased to 139 in June from 114 in May. Days on the market remained steady at 45.

The median sale price in Fort Collins increased to \$342,250 in June on 330 sales, up from \$325,000 on 261 sales in May. Days a home was on the market dropped to 67 in June from 74 in May.

In the Greeley/Evans market, the median sale price increased from \$215,000 on 202 sales in May to \$221,500 on 196 sales in June. Number of days on the market increased from 57 in May to 66 in June.

The Loveland/Berthoud market had a median sale price of \$315,640 on 243 sales in June, up from \$292,845 on 202 sales in May. Days on the market declined slightly from 76 in May to 73 in June.

Unemployment ticks up throughout region

Unemployment for all four counties in the Boulder Valley and Northern Colorado ticked upward slightly from May to June, according to the latest figures released by the Colorado Department of Labor and Employment.

The increases came as the state also saw unemployment rise despite Colorado adding 11,300 nonfarm payroll jobs in the month. Total job figures come from the survey of business establishments, while the unemployment rate is based on a survey of households.

Weld County's unemployment rate climbed the most locally, rising from 4.2 percent in May to 4.6 percent in June. That's compared with 4.7 percent in June of last year. The county had 143,391 people employed and 6,901 looking for work.

Boulder County's rate rose from 3.5 percent in May to 3.8 percent in June, still down half a percentage point versus the same month last year. The county had 6,722 people looking for work and 169,012 employed.

Larimer County's unemployment rate in June also was 3.8 percent, up from 3.6 percent in May and down from 4.3 percent in June of last year. There, 175,139 people were employed, with 6,967 seeking jobs.

Broomfield County saw 4 percent unemployment in June, up from 3.8 percent in May and down from 4.3 percent a year earlier. That county had 32,555 people employed and 1,341 looking for work.

BW COMMENTARY

Pols in the know see head tax as bad idea

Boulder Mayor Matt Applebaum and the city council might want to place a phone call at 312-744-3300 to Chicago Mayor Rahm Emanuel, who, just five months into his first term in 2011, announced plans to eliminate the city's head tax on employers. "The Head Tax is a job killer," Emanuel said at the time. He eliminated the tax six months earlier than planned, in December 2013.

Or they might want to contact Colorado Gov. John Hickenlooper, who, when mayor of Denver but a gubernatorial candidate, described Denver's head tax as "wrongheaded," during a conversation on a local radio station.

Or, perhaps they could chat with current Denver Mayor Michael Hancock, who has voiced support for eliminating the city's head tax.

Or, maybe, just maybe, they could talk with business leaders in the city of Boulder, who could tell them they should not be penalized for bringing jobs to the city.

Alternatively, they could proceed down a wrong-headed, job-killing path, asking voters to assess a tax on employees. The Boulder City Council will consider just such a move in August, weighing a draft ordinance that could put a head tax on the ballot in November. First reading is scheduled for Aug. 4, with second reading slated for Aug. 18.

The measure – known as an occupational privilege tax – could include a tax of \$2 to \$5 per employee per month. That tax would be paid by the employee, with employers paying an equal amount. City staffers estimate that the tax could raise \$3.4 million to \$8.5 million annually.

What would it be used for? Ideas include funding a communitywide Eco Pass program, local and regional transportation improvements, affordable housing or capital-improvement projects.

These goals are laudable, but the city council should reflect that a head tax might be one blow too many for a business community already reeling from a series of new fees, mandates and restrictions. Consider what Boulder businesses have seen recently: affordable-housing linkage fees on new commercial development, mandatory composting and recycling requirements, a moratorium on taller buildings throughout much of the city, concerns over municipalization of the city utility – and more to come.

Call Rahm. Please.

Welcome to a new BizWest

What do you think? It's been more than a year since our company, BizWest Media LLC, combined the Boulder County Business Report and the Northern Colorado Business Report to form BizWest. This new publication serves one of the most dynamic regions of the country, covering Boulder, Broomfield, Larimer and Weld counties.



PUBLISHER'S NOTEBOOK
CHRIS WOOD

Communities within our region boast a wealth of industries that make up the core of our coverage: agribusiness, aerospace, banking, clean tech, energy, health care, high tech, natural products, outdoor, real estate, retail and tourism.

This combined market includes a population of almost 1 million, with business activity crossing county lines as never before. As we've settled in with the merged publication, we have seen our Web traffic skyrocket. Our three daily electronic newsletters are more robust than ever.

But an expanded coverage area also requires that we rethink the print edition itself, to breathe new life into a medium that still retains significant value – and readership. We believe that we're on our way.

This edition of BizWest – in addition to new fonts, graphics and typography crafted by our Design Director, Steve Miller, represents a complete rethinking of a print business journal. We sought to capture what works best in print versus online. That includes an in-depth enterprise package leading off the front cover, devoting multiple pages to a single given topic.

Sometimes, that cover package will focus on a trend of importance to the entire four-county region, such as this issue's look

at health-care construction, mergers and acquisitions. Other times, it might focus on a single company, city or neighborhood. Our intent is to add perspective, to show not only what is happening but also why it's happening, and what it means.

One important change that readers will notice is the return of geographic sections to this publication. Yes, we are a regional publication, and, yes, we see every day that businesses in Boulder are doing business in Fort Collins, etc., etc. But we also realize that people in Greeley want to read about companies in Greeley, too. So geographic sections will be presented, usually two per issue in a rotation.

Another way to breathe new life into the print edition – and our website as well – is by bringing in additional voices. Whether reading the geographic sections, industry sections or an expanded commentary page, readers will see many more faces and opinions on our pages.

One of the top goals of the BizWest editorial team was to focus on the exciting startup sector in the Boulder Valley and Northern Colorado. That will be evidenced in Startups, a new section that will appear every issue. Our Real Deals section will showcase the most significant real estate sales, leases and developments.

New to the paper is Econowatch, highlighting the latest economic statistics and demographic reports.

Readers provided many of the ideas for the new BizWest, and we want more ideas, suggestions and feedback. What other features would you like to see? What are we doing well? Where can we improve?

Again, what do you think?

Christopher Wood can be reached at 303-630-1942 or 970-232-3133 or via email at cwood@bizwestmedia.com.

BW POLL

Do you support the Obama Administration's proposals to extend overtime benefits for up to 5 million workers?

YES: 5%



NO: 95%

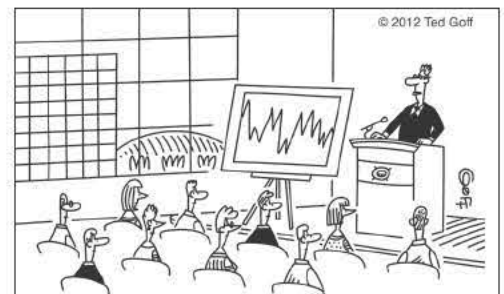


Next Question: Should the Court of Appeals overturn a District Court ruling that struck down Longmont's ban on hydraulic fracturing?

Yes — Municipalities should be allowed to prevent fracking within city limits.

No — The District Court was right. Cities have no authority to ban fracking.

Visit www.BizWest.com to express your opinion.



"According to my forecast, the market is going to experience explosive growth, money will be abundant, and everyone is going to shave their heads and paint them blue."

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Greeley City Manager Retention Provision History

Election Date	Ballot Question	Add/Repeal Provision		Retain Manager		Votes Cast for Question	% of Votes Cast	
		Yes	No	Yes	No		Yes	No
11/04/69	Add provision to Charter effective 1971	4,804	3,162			7,966	60%	40%
11/02/71	Retain Cruce			3,622	4,136	7,758	47%	53%
11/06/73	Repeal the provision	1,672	2,802			4,474	37%	63%
11/01/77	Retain Morrell			2,380	862	3,242	73%	27%
11/06/79	Repeal the provision	3,312	3,883			7,195	46%	54%
08/02/83	Repeal the provision	1,461	1,772			3,233	45%	55%
11/01/83	Retain Morrell			3,716	902	4,618	80%	20%
11/05/85	Repeal the provision	4,288	6,502			10,790	40%	60%
11/07/89	Retain Sasaki			5,412	3,639	9,051	60%	40%
11/02/93	Repeal the provision	3,241	3,571			6,812	48%	52%
11/07/95	Retain Grattet			7,883	2,958	10,841	73%	27%
11/06/01	Repeal the provision	3,239	4,835			8,074	40%	60%
11/06/01	Retain Wiest			6,061	1,824	7,885	77%	23%
11/06/07	Retain Otto			8,909	3,184	12,093	74%	26%
11/05/13	Retain Otto			14,990	3,444	18,434	81%	19%

Charter Section 4-3. Termination of Employment of City Manager.

The City Manager shall be employed for an indefinite term, which may be terminated on either of the following conditions: by a majority vote of the entire Council, or by a majority of votes cast of the qualified electors of the City at an election which shall be held every six (6) years beginning with the next General Election in 1971. Upon such termination, the Council may, in its discretion, provide termination pay.

City manager a CEO, not a politician

The Greeley Chamber of Commerce Local Government Business Affairs Committee decided a year ago to tackle the issue of removing the city-manager retention vote from the City of Greeley Charter in the Nov. 3 election.

Back in 1969, a group of Greeley citizens dissatisfied with then-City Manager Ben Cruce's management style and abilities determined that a retention vote should be added to the Home Rule Charter. In November 1971, Cruce was voted out as Greeley's city manager (4,136 not to retain and 3,622 to retain), in the first use of that charter amendment.

Since then, all five city managers up for the retention vote have kept their jobs with high percentages of favorable votes.

Greeley's city manager is up for election every six years, but he or she is forbidden to do any campaigning because it violates the professional standards in the International City County Management Association ethics policy.

Research has shown that we may be the only community in the country that still has this outdated ordinance. Jordan Valley, Ore., had indicated on a survey it "elected" its

city manager. When asked for clarification, officials explained that they "advertise and hire for the position."

Our city manager may be removed from his or her position by a majority vote of the city council. The retention-vote requirement undermines our mayor/council form of government. Our elected officials are the ones to address any performance concerns with a city manager who is not meeting the established standards of the position.

We need our city manager to focus on doing his or her administrative job, rather than making it a political position because of the retention vote.

The elimination of the retention vote places control of the city-manager position in the hands of Greeley's elected city council who are most knowledgeable with the actual performance of the city manager. The city council finds and hires the city manager from qualified applicants. The city council can remove a city manager from his or her position with a majority vote at any time. The retention vote destabilizes the city council's ability to oversee the city-manager position. The city council should be held accountable for the city manager position, not the public. After all, registered voters have oversight of the city council – so, in a way, they already have oversight of the city manager.

Citizens may not be as informed

on the qualifications and work of a particular city manager, especially if there is not a campaign, and thus might be susceptible to vote in a way that is harmful to the community. If citizens are uninformed on the work of a city manager, a vote "safely" in favor of retention could be overridden by the city council should it decide to fire the city manager six months later for poor work performance. This scenario would make the retention vote obsolete.

Our city manager functions as the chief executive officer of the city of Greeley; let our city Board of Directors (City Council) oversee the position, evaluate on performance and determine the best course of action. Don't put our city manager in a political position with his or her hands tied.

This discussion is not about our current city manager; it is about educating our residents on an outdated process that no longer serves a purpose. Bottom line: If you are unhappy with the city manager's performance, talk to your city council representative!

We hope you will join us this November election to support the elimination of the retention vote requirement. Let this responsibility rest with the city council members.

Sarah MacQuiddy, president of the Greeley Chamber of Commerce, can be reached at 970-352-3566 or via email at sarah@greeleychamber.com.

LETTERS

Medical-device tax a barrier to life-saving research, development

Re "Editorial: Repeal medical-device tax, lost revenue or not," July 14:

As an employee in the medical-technology sector in Colorado, I commend your support of repealing the medical device tax. The tax is having, and will continue to have, a profound and negative effect on one of America's most dynamic industries. In addition, this tax is threatening Colorado's ability to attract and keep well-paying jobs in our state.

Our nation's health care is dependent on manufacturers' ability to improve upon and bring new life-saving innovations to market, but the device tax stands as a barrier to such innovation, often forcing firms to cut critical research and development budgets.

There's a reason strong bipartisan majorities in both the House and Senate support repealing the tax: It is bad policy. Both of our senators have been on record in favor of repeal. I encourage Sens. Michael Bennet and Cory Gardner to pursue passage of the repeal this year before any more harm is done.

Michael Deines
General manager, Dharmacon Products
GE Healthcare Life Sciences
Lafayette

Location of new asphalt plant key to Northern Colorado growth

Asphalt, concrete and aggregates are as essential as water and land to building our future.

We are at a unique moment. Northern Colorado is poised to grow significantly. Weld and Larimer counties together will add almost 350,000 people by 2035; in that time, Weld County will almost double.

Growth brings restaurants, shops, jobs, a bigger tax base and an increase in home values. Moreover, it has demands: for natural resources, building materials, a means to transport these materials and labor. The aggregate shortage affecting Northern Colorado now and in the near future will impact the region's future if an alternative is not available.

As the largest asphalt supplier to Weld County, Greeley and Fort Collins, we have looked carefully at where to locate our \$20 million building materials facility to support Northern Colorado's growing economy.

Of the 13 locations evaluated, only the U.S. Highway 34 site offered critical access to rail to transport aggregate and access to major highways to truck asphalt, concrete and aggregates to customers throughout Northern Colorado.

This plant would provide 100 well-paid jobs. Over the next 10 years, the plant will add \$36 million in tax revenue to the \$42 million Martin Marietta contributed last year in payroll, taxes and spending with local suppliers. Indirect spending from our Northern Colorado operations will support 4,300 people, and the facility will allow us to continue supporting the building needs of our customers: city and county governments, the Colorado Department of Transportation, general contractors and home builders.

The Greeley area – Weld County – is ranked first in the nation for year-over-year economic growth, according to Area Development magazine. "Food processing, construction, and retail are on the rise." That does not continue without affordable building products. Highway 34 is critical to continued economic growth in northern Colorado.

David Hagerman
Regional vice president and
general manager, aggregates
Rocky Mountain Division
Martin Marietta

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All Purpose Rental & Sales Inc
Amen Oilfield Services Inc
Ancon Construction
Ancon Construction
Automotive Services of All Sorts
Baxley, Russ & Kathy
Baxley, Ryan
BMC
Boxburger, Gary
Brad Inhulsen at Sears Realestate.com
Bratton's Office Equipment
Briggsdale Gas & Go/Ozzie Commercial Tires
Cache Bank & Trust
CCD Inc
CDM Resource Management
Chocolate Covered Trucking Inc #1
Chocolate Covered Trucking Inc #2
Cinch Jeans & Shirts
Clarion Hotel
Colorado Carriage Company
Connecting Signs
Constance, Rod & Julie
Coral Bay Wine & Spirits
Corkat Data Solutions
Cottonwood Florist
Crossroads Insurance
Day, Dan
Digipix Signs
Duraclean
Eagle Electric Service
ECI Site Construction
Farm Rite Equipment -2
Ferrel Trading Co.
Flatiron Steel
Flatiron Steel
Front Range Roofing
Gibbs Construction
Glen-Dix Ubc
Great Outdoors RV
Great Outdoors RV #2
Greeley Guest House
Greeley Lock and Key
Harper Feedlot
Hensel Phelps Construction
Hojjo H&H Excavation
Holiday Inn Express
Hoover, Harris & Co
Huston Graphics & Rig Ready

Silver (\$1,500.00)

Iron Mountain
Janssen, Ash and Amy
Jimmy John's
Kenny's Steakhouse
KLMI Hits 106
Korwell Energy
Legacy Homes
Lit'l Bit Bar & Grill
Martin Marietta materials
Martin MariettaMaterials
McWebb Inc
Melissa McDonald State Farm Agency
MHC Kenworth
Miller Cattle Feeders
Mineral Resources
MJK Enterprises
Mountain Constructors Inc.
Mr Ice
Newco Inc
Northern Colorado Latino Chamber
Northern Plains Trucking
NU Way Cleaners
Ochoa Properties Inc
Ochoa Trucking
Oil States Energy Services
Park Place Interior
Parker & Company Auctioneers
Phelps Tointon Inc
Pioneer Press
Property Construction Services
Radios USA
RC Auto Detail & Carpet
RE/MAX Alliance
Remax Eagle Rock
RF Angus
Rodeo News
Roth Farms
Ryan Baxley
Sage Communications
Sanger Family/Turnkey Builders/Mitchell
Flooring
Schick, Jerry & Linda
Schmidt Services LLC
Select Stay
Signature Stone
Steinmetz Family
TDS (Tire Distribution Center)
Timberline Oil Tools
Transport Refrigerated Services
Triple L Contracting
Uni Design
Universal Forest Products
VAL-u-Ads of Weld County/Loveland
W3 Creative Solutions
WB Supply
Weiss Jewelers
Weld County Sheriff's Office
Whistle Stop Antiques & Collectibles
White, Bryan
Wild West Cattle Company
Wildwest Motor Sports 2
Windsor State Bank

Bronze (\$1,000.00)

Aflac - Chris Johnson
Allura Fiber Cement
Another Towing Company Inc
Archibald, Rick & Suzanne
Bensler, Bill
Black, Steve
Bogey's Pub & Grill
Bohlender, Mary
Bonnie Dean Associates
Cattiewomen's Association
Cech, Jim
Chinmey Rock Carriage Company
Cimarron Energy
Cintas
Classic Imaging & Publishing
Contemporary Cook Café & Catering
Discovery Homes of Windsor
Dreier, Fred & renae
Edgren, Brad Dr.
Egg & I
Eileens Cookies
Energies Services
Evans Group LLC
Evergreen Landscape
Francis Energy
Gallup Welding LLC
Gateway Self Storage

Grant Hoffman & Kamada PC

Hall, George & Betty
Happy Life Gardens
Kauffman, Tessa
Kersey Cowboy Church/Shorty Huffman
Ketterling, Buterus, Norton Engineering
Klein, Marge & Larry
KUNC
Ley, Dallas & Jessica
Mellin, Rick (Dr) Oral and Maxillofacial
Mile High Sports
Norms Sod
On Time Recovery
Pearson, Billy & LeJune
Pellegrini Restaurant
Pirate Radio 104.9
Pope Farms Produce & Garden Center
Prothe Lea
Restaurant Entertainment Inc
Rocky Mountain Elk Foundation
Rocky Mountain Publishing
Rutt, Ed & Norma
Santiago's Mexican Restaurant
Shawn's Carpet Care
Sherwin Williams
Signs First
Silverline Services
Skips Carpet
Stiched in Stones
Superior Towing
Tejano 107.3 Max fx.com
Todays Horse Magazine
Tony's Towing
Tuff Shed
Valley Fire Extinguisher
Water Valley Land

Spur Club Restaurants

Armadillo
Blackjack Pizza
The Boot Grill
Coyote's Southwestern Grill
Eaton Country Club
Empire State Pizza
JBS
Nurdy's Bar-B-Que & Grill
Old Chicago
Palomino Mexican Restaurant
Papa John's
Santeramo's
Schwartz's
Shamrock Goods
Wing Shack

See you next year at the Greeley Stampede!