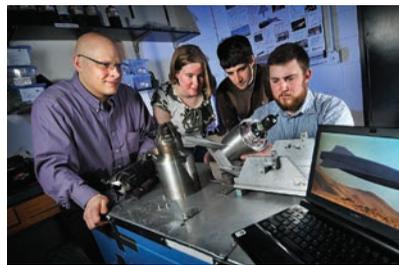


BOULDER COUNTY BUSINESS REPORT

\$1



TECHNOLOGY

Fuel-efficient
unmanned aircraft
jetting toward
commercialization

11A

Serving Boulder and Broomfield Counties
Volume 31 | Issue 6 | March 2-15, 2012



MICHAEL MYERS

Robert Harberg, utilities project management coordinator for the city of Boulder, explains proposed changes to the city of Boulder's 100-year flood plain map reflecting changes to the flood plain boundaries created by work done by the city that has altered the flow of Boulder Creek.

Flood plain changes arouse interest of property owners

BY BETH POTTER

bpotter@bcbr.com

BOULDER — David Rose worries that if the 100-year flood plain status changes for his company's buildings at 5690 and 5700 Valmont Road, he might not get to redevelop them in the future.

The buildings are located near Boulder Creek, South Boulder Creek and Dry Creek just southeast of 55th Street and Valmont Road. The buildings are in the existing 100-year flood plain, which is mapped by both the city of Boulder and the Federal Emergency Management Agency, or FEMA.

City workers have created a proposed new city 100-year flood plain map, which could create more

“They may survive a 100-year storm, but not the breach of Barker Dam. People want to be next to Boulder Creek, but it's a hazard.”

Charles Hix

OWNER,
HIX INSURANCE ASSOCIATES

development restrictions for Rose and his company Rosewood Construction, he said. Rose said he's working with city and county offi-

cial to see if there's an alternative mapping strategy.

“We're in a flood area one way or another. (But) this would limit our ability to do mitigation or any development there,” Rose said.

City workers and consultants created the proposed new map to reflect improvements the city has made to the potential flood plain boundary over the years, said Robert Harberg, utilities project management coordinator for the city of Boulder.

Among other things, city workers replaced and enlarged the bridge on Broadway that runs over Boulder Creek and enlarged the bridge at 55th Street, according to city documents posted on its website.

Workers also removed a large

► See **Flood, 7A**

Developer adds to holdings at tech park

Etkin Johnson Group ready for the rebound

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

LOUISVILLE — Sensing the chance to get a jump-start on a warming market, Denver-based real estate developer Etkin Johnson Group has added to its holdings in Louisville.

Etkin Johnson has purchased 48.9 acres in the Colorado Technology Center for \$2.128 million, according to public records. The company also plans to close on the purchase of another parcel in the tech center where it is expected to build a 59,000-square-foot industrial building.

The acquisition is a major expansion of Etkin Johnson's sizeable portfolio in the U.S. 36 corridor. Etkin Johnson already owns and manages more than 650,000 square feet in the Colorado Technology Center and has approximately 1.5 million square feet of office and flex space in the corridor.

The area is one of the best performing and most promising in the region, said Aaron Johnson, Etkin Johnson's director of acquisitions and finance.

“It's a leading submarket in the Denver metro area,” Johnson said.

“We're doing the best we can to put ourselves in front of opportunities,” he said.

The land, formally purchased by EJ Louisville Land LLC, came available for the right price and Etkin Johnson took advantage of the opportunity, Johnson said. It had previously been owned by Colorado Tech Land Co. LLC.

The lots are in the north side of the

► See **Developer, 17A**

Visit bcbr.com for breaking news



CONTENTS

The Edge:

Securing financing.....10A

Technology:

Digital media.....11A

Awards15A
BCBRdaily2A
Business Digest.....17A
CEO Roundtable4A
Calendar.....23A
Economic Indicators .8A
Editorial22A
Eye.....3A

Medical File.....16A
Leads.....19A
Nonprofit Network...23A
On the Job18A
Product Update.....6A
Publisher's Notebook..22A
Real Estate.....20A

LISTS

Bioscience
Companies.....12A
Engineering Firms14A

InDevR hiring to help create flu detector

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

BY BUSINESS REPORT STAFF

news@bcbr.com

BOULDER - InDevR LLC in Boulder plans to hire seven new scientists as it begins a partnership with GE Global Research to develop a device that can diagnose the flu and other infectious diseases such as malaria, E. coli and salmonella at the point of care.

The research will be funded by a \$5.8 million grant through the Defense Advanced Research Projects Agency, or DARPA, the companies announced Thursday.

Kathy L. Rowlen, InDevR's CEO and chief scientist officer, said the partnership offers a powerful combination of InDevR's strengths in virus identification and instrument development with GE's global leadership in health-care products, technologies and services.

"The DARPA contract will not only support innovative research to improve flu diagnosis, it will administer a healthy shot in the arm for Boulder's economy in the form of new, high-paying tech-

nology jobs at InDevR," Rowlen said in a prepared statement.

The hope is that faster, more accurate diagnosis of the flu and other respiratory viruses upfront will lead to improved patient treatment.

BCBRdaily

InDevR's scientists are working to develop a device that is highly portable, easy to use and requires little training. This would allow a broader range of medical providers to operate the device and enable it to be used in clinical settings that would reach more people in need of care.

Another key goal for the device is to make it readily adaptable for recognizing new strains of the flu and other infectious diseases.

GE Global Research is the central technology development arm of the General Electric Co. (NYSE: GE).

Posted Feb. 23.

Juwi OKed for incentives

BOULDER — Wind-energy firm juwi Wind LLC will receive up to \$15,000 in incentives through the city of Boulder's flexible rebate program.

The rebates were authorized for sales and use taxes, and permit-related fees.

The flexible rebate program is one of the city's business incentives, covering a wide range of fees, equipment

and construction use taxes.

A subsidiary of a German renewable energy company, juwi Wind is a full-service wind energy developer with current projects in 16 states and three Canadian provinces. The company's in-house capabilities include site identification and evaluation, land leasing, resource assessment, grid connection, permitting, finance, construction and operation.

Juwi Wind moved its North American headquarters from Cleveland to Boulder in August 2010 with four employees. By the end of 2011, juwi Wind had 24 employees, with 17 in Boulder. In October 2011, the company moved into a renovated space at Pearl East Business Park.

Posted Feb. 20.

Boulder hires energy lawyers

BOULDER - The city of Boulder has chosen a law firm based in Washington, D.C., to advise and represent the city during anticipated proceedings in front of the Federal Energy Regulatory Commission.

Duncan & Allen's attorneys specialize in federal energy regulation. They will join the team of the city's staff lawyers and other outside counsel tasked with determining the costs associated with the possible creation of a municipal electric utility.

Boulder voters in November

approved a new, fixed-term tax and charter amendments to facilitate the exploration of the possibility of acquiring Xcel Energy's electric distribution system and creating a city-owned utility.

City Council has said it will not make a decision about whether to move forward with this approach until the costs are known. This process is expected to take three to five years.

The city team will begin charting out a timeline and strategies for legal and engineering work, including the creation of an inventory of existing equipment and evaluating the electrical system to determine the potential cost to the city.

Posted Feb. 17.

Boulder Wind hires CEO

BOULDER — Boulder Wind Power Inc., a Boulder-based cleantech startup developing a direct-drive wind-turbine generator, has hired a veteran executive with years of experience running wind-energy companies as its new CEO.

Andris Cukurs has replaced company co-founder Sandy Butterfield, who will become Boulder Wind Power's chief technology officer and retain a seat on its board of directors. Cukurs also will have a seat on the board.

Cukurs was CEO of Suzlon Wind

► See **BCBRdaily, 15A**

THINK OUTSIDE THE BUBBLE

There is life outside of the Bubble.

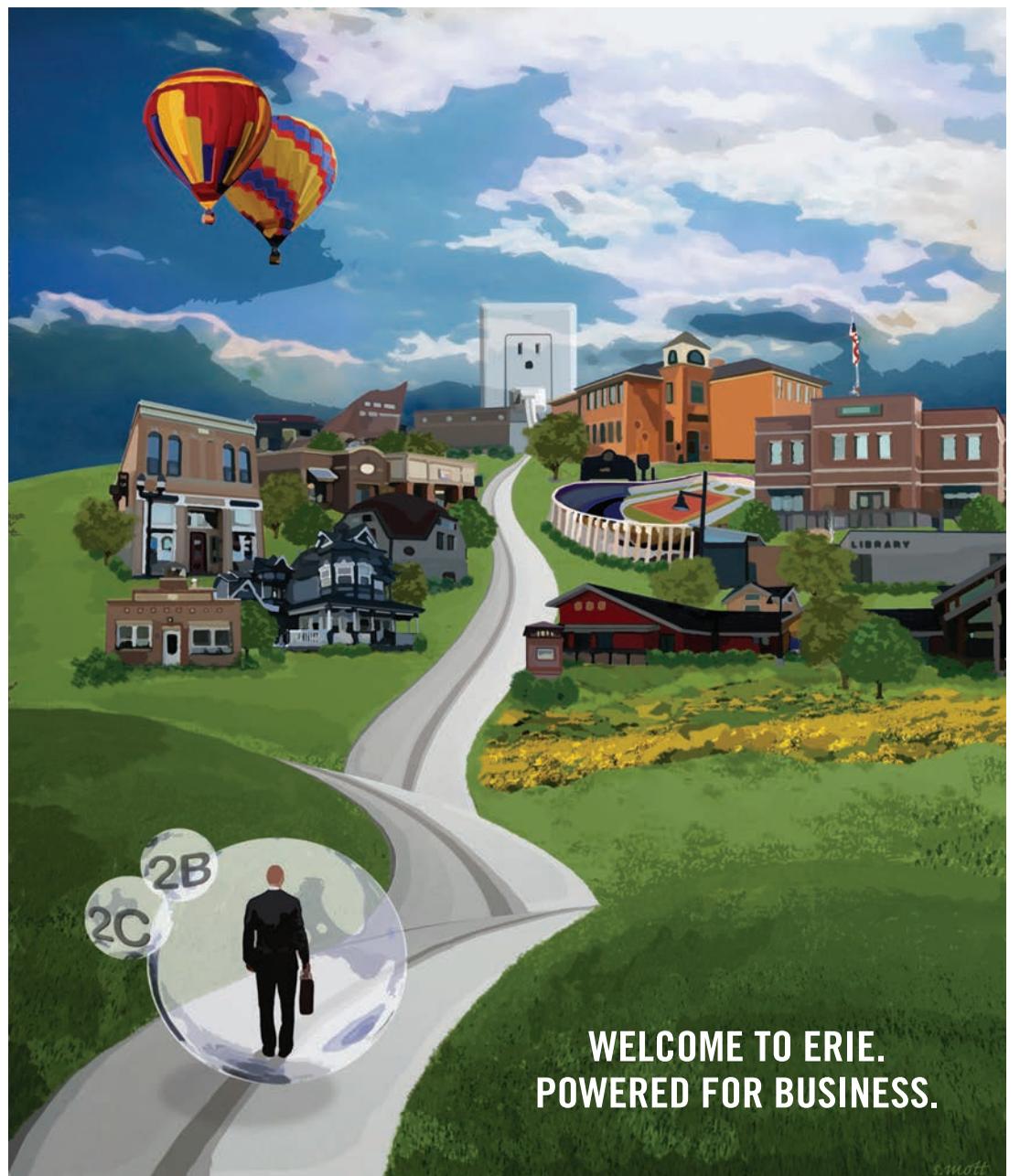
Look east, and you will find deluxe community amenities, plenty of room to grow, property prices that could make you blush and thousands of affluent residents ready to support your business (and 15,000 more are on their way). Here, certainty triumphs over risk. We believe power is for business—not the ballot box.

Erie is just the jolt you need.

In fact, Erie is powered for business: Our progressive civic vision and genuine small town atmosphere mean we're about as business friendly as towns get.



303-926-2710
erieco.gov/outsidethebubble



Xcel asks permission to exclude Boulder

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

DENVER — Xcel Energy Inc. has filed a request with state utility regulators asking it be allowed to exclude Boulder customers from certain renewable energy and demand side management programs unless Boulder guarantees it will assume the programs' costs if the city forms a new municipal utility.

Xcel Energy's request, which was made to the Colorado Public Utilities Commission in late February, would

affect the SolarRewards, Windsorce, SolarRewards Community, which is commonly known as the solar gardens program, and demand-side management energy efficiency programs.

No changes to the program can be made without the commission's approval.

Xcel Energy said it made the filing to keep customers from subsidizing Boulder residents if the city condemns the grid from Xcel Energy.

"We have always been proud to offer energy efficiency programs through Demand Side Management

to our customers, as well as other renewable energy programs such as Solar Rewards and Windsorce," regional vice-president Jerome Davis said in the release. "But the system-wide benefits of these programs require a long-term commitment for any customer who takes part, and Boulder city leaders have made it clear they may not be long-term customers."

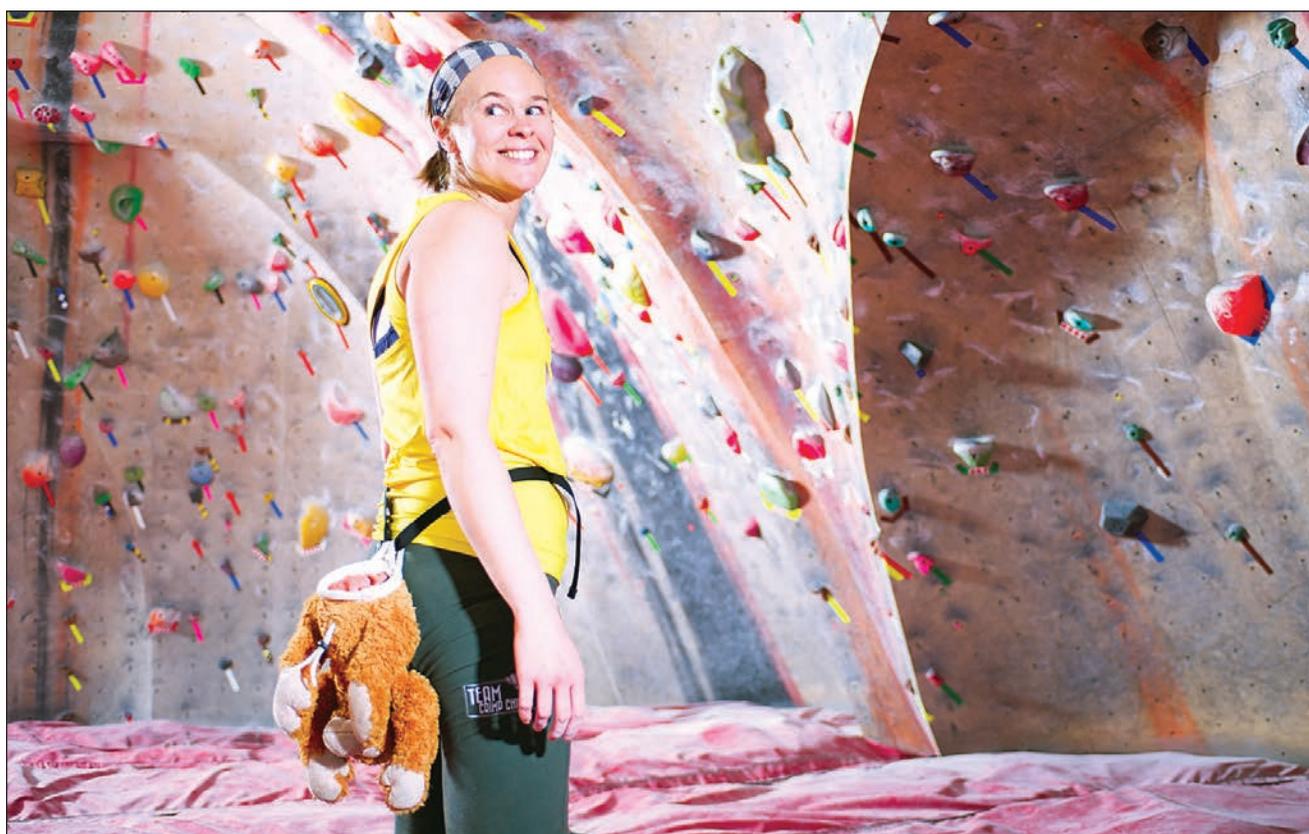
Xcel Energy informed Boulder in December it would make the request if Boulder did not agree to guarantee it would assume the company's obli-

gations following municipalization.

Xcel Energy is asking that new SolarRewards contracts with Boulder customers include a provision allowing Xcel Energy to end its obligations if and when Boulder municipalizes. It also asks to be able to offer Boulder residents pay-for-performance contracts for solar systems that are part of the SolarRewards program, which would pay incentives over time and not up front.

Participation in solar gardens and the long-term Windsorce program
► See **Xcel, 18A**

Crimp Chimps



JONATHAN CASTNER

Jaime Bogardy is the founder of and one-woman show at Crimp Chimps in Boulder, a company that makes stuffed animal chalk bags used by rock climbers. As demand for the bags increases, she's exploring ways to ramp up production.

Bogardy adds warm, fuzzy touch to rock climbing

BY BETH POTTER
bpotter@bcbr.com

BOULDER — Want a custom-made chalk bag that looks like a stuffed animal to use and show your friends when you're rock climbing?

Jaime Bogardy can set you up.

Bogardy is the founder of and one-woman show at Crimp Chimps

in Boulder, a company she started about a year and a half ago that makes stuffed animal chalk bags. Climbers usually tie chalk bags, which hold chalk and sometimes snacks, around their waste for easy access as they climb rocks.

With the motto "Climb Like an Animal," and sponsoring numerous climbing events giving her product

plenty of exposure, Bogardy can hardly keep up with the orders she receives for stuffed animal chalk bags.

She bankrolled the company with \$170 from a jar of tips she saved from a job at a climbing gym in Maryland and a credit card.

The company has sold about 500 chalk bags, and Bogardy sponsors a

► See **Chimps, 17A**



COURTESY CRIMP CHIMPS

Jaime Bogardy's custom-made chalk bags for rock climbers feature a variety of stuffed animals.

16-passenger bar-bike back on the streets

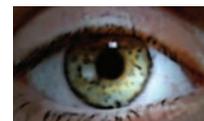
The party bike is back.

Theresa Preston's 16-passenger bar-bike that carts people from brewpubs to bars has come out of hibernation and will take to the streets in Boulder and Fort Collins in March.

The company, MyHandleBar, provides the designated pedaler, but passengers can provide pedal power as well. The bike is equipped with a few extra sets of pedals.

Preston started the company last year. The routes focus on local brew-

THE EYE



eries and famous bars.

Preston said the service is an "awesome, eco-friendly option for birthday parties, bachelor/bachelorette parties, brewery tours, company parties and just nights on the town."

On another eco-friendly note, 10 plug-in hybrid vehicles have been added to a University of Colorado-Boulder study that has been examining user experiences and system interactions since September 2010 in the local smart-grid environment.

The increase in cars will allow researchers from CU-Boulder's **Renewable and Sustainable Energy Institute**, or RASEI, a joint venture with the U.S. Department of Energy's **National Renewable Energy Laboratory**, to gather data from a broader base of participants.

The loan of Prius cars from **Toyota Motor Sales U.S.A. Inc.** will expand the originally supplied fleet to a total of 28.

Late last year, **Boulder Country Day School** partnered with **Crocs Inc.** to bring students real-world business experience. The partnership, which concluded with a stu-

► See **Eye, 18A**



When buying or selling luxury real estate in Colorado, always select a Coldwell Banker Previews certified Realtor.

No other company sells more luxury real estate in Colorado than Coldwell Banker Residential Brokerage.*

Visit us online at PreviewsMembersOnly.com



©2011 Coldwell Banker Real Estate LLC. Coldwell Banker®, Previews® and Previews International® are registered trademarks licensed to Coldwell Banker Real Estate LLC. An Equal Opportunity Company. Equal Housing Opportunity. Owned and Operated by NRT LLC. *Based on information from Metrolist and Information & Real Estate Services, LLC for the period 1/1/10 through 10/31/10. FILTER: Sales Price: \$500,000-\$999,999 Prop. Types: SFH Condo TownHm Areas: ALL Due to MLS reporting methods and allowable reporting going, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

Bankers see flickering light at end of recession's tunnel

New federal regulations hobbling industry's growth

BY BETH POTTER
bpotter@bcbr.com

BOULDER — Technology and entertainment industries are poised for growth in the region in the coming year, as are agriculture and energy companies, according to area bankers.

In addition, homeowners looking to refinance jumbo loans are a source of potential new bank income, as are businesses looking to grow with Small Business Administration loans.

That was the word from area bankers who spoke the morning of Wednesday, Feb. 22, at the Boulder County Business Report's CEO Roundtable on banking at the law offices of Berg Hill Greenleaf & Ruscitti LLP in Boulder.



Boulder-area bankers are cautiously optimistic about the future, although they're worried about rising competition and new federal regulations that are costing them money.

The worst appears to be behind them in terms of writing off bad real estate loans, several said. But a few more Colorado banks may fail in the next year as well, some said.

Boulder County has weathered the real estate value "storm" better than most communities across the country, bankers said. The region's continued strong economy is a magnet for attracting new bank branches, including a new branch of Centennial Bank that was scheduled to open in Boulder in late February, and two new

CEO ROUNDTABLES

The Boulder County Business Report conducts CEO Roundtable discussions monthly to address key issues facing companies and industries in Boulder and Broomfield counties.

The CEO Roundtable is conducted in collaboration with Ehrhardt Keefe Steiner & Hottman PC and Berg Hill Greenleaf & Ruscitti LLP. The roundtables are closed to the public, but the Business Report reports on each roundtable in its print editions and posts video interviews with some participants on its website at www.bcbr.com.

2012 schedule

- Jan. 24:** Economy, published Feb. 3
- Feb. 22:** Banking, published March 2
- March 20:** Smart Grid/Alternative Transportation, publishes March 30
- April 18:** Bioscience, publishes April 27
- May 15:** Clean Tech, publishes May 25
- June 12:** Sports/Outdoors, publishes June 22
- July 10:** Real Estate/Construction, publishes July 20
- Aug. 7:** Innovation, publishes Aug. 17
- Sept. 13:** Health Care, publishes Sept. 28
- Oct. 16:** Technology/Telecommunications, publishes Oct. 26
- Nov. 13:** Natural Products, publishes Nov. 23

Chase Bank locations in Longmont and Boulder. U.S. Bank plans to open a new bank branch in Louisville.

"We have heard around the table that this is a great place to do business in," said Gerry Agnes, president of Elevations Credit Union in Boulder. "It will be interesting to see how those new entrant banks do. I can't think of a better place to work, live, play and bank than Boulder, Colorado."

Competition is fierce to attract good customers, bankers said. And new federal regulations continue

► See **Bankers, 5A**

CGBG Green Building Education



Making Green Building Common Practice

Learn, Network, Get Connected!

TUESDAY, MARCH 13, 2012
NOON-1:30 PM
MARCH BROWN BAG FOCUSES ON FOUR MILE FIRE REBUILDS!
Rebuilding Green in the Canyon Case Studies: More than a year after the 6,000-acre Four-mile Fire destroyed 169 homes west of Boulder, some are beginning to rebuild. Join the Guild as we explore 3 unique building processes all focused on sustainability as well as fire mitigation.
Location: REI Community Room, 1789 28th St. Boulder

For More Information, Please Visit bgbg.org

Elevate your office to new heights with OfficeAloft



Your office anywhere, anytime on any device

Is your office ready for the cloud?
Call us today for a free cloud-readiness assessment.

OfficeAloft
(303) **447-8398**
www.officealoft.com

PARTICIPANTS

Gerry Agnes, president/CEO, Elevations Credit Union; Tom Chesney, president, AMG National Trust Bank; Bill Farrell, market president, Wells Fargo Bank; Matt Gorr, president, First Western Trust Bank; Kyle Heckman, president, Flatirons Bank; Nancy Stevens, chairman, First Western Trust Bank, Larry Wood, executive vice president/chief lending officer, First National Bank of Colorado; Jacob Hymes, vice president U.S. Bank, business banking. Moderator: Chris Wood, publisher, Boulder County Business Report.

BOULDER COUNTY BUSINESS REPORT

Volume 31 : Issue 6
March 2-15, 2012

Copyright 2011. BizWest Media LLC.
Reproduction or use of editorial or graphic content without written permission is prohibited.
The Boulder County Business Report (USPS 018-522, ISSN 1528-6320)
Is published biweekly, with an extra issue in December, by BizWest Media LLC, a Colorado corporation, 3180 Sterling Circle, Suite 201, Boulder Colorado, 80301-2338.
Periodical Postage Paid at Boulder, CO and at additional mailing offices.
Subscriptions are \$49.97. International subscriptions are \$180.00.

POSTMASTER; Send change of address notices to:
The Boulder County Business Report, P.O. Box 1399, Fort Collins, CO 80522.
(303) 440-4950 Fax: (303) 440-8954 E-mail: cwood@bcbr.com Web: www.BCBR.com

BANKERS from 4A

to cost banks money, said Bill Farrell, market president of Wells Fargo Bank's branches in Boulder and Broomfield counties.

In Colorado, regulation compliance with the banking industry-focused Dodd-Frank Act signed into law in July 2010 is expected to cost banks about \$200 million this year, Farrell said, citing a Colorado Bankers Association report.

Competition is also fierce among banks in finding qualified compliance officers who can efficiently and accurately navigate all the new federal regulations. Banks have had to add staff to meet federal requirements.

"Faced with the prospects of what it costs to be regulated and the penalties for noncompliance, we have to be more efficient on everything we've done," Farrell said. "There are a lot of unintended consequences that have made it very tough for everyone."

Banks continue to search for ways to pay for the increased cost of regulation, Farrell said. As a result, the industry continues to shrink. Two-thirds of all banking industry assets are now concentrated in the hands of the six-largest national banks, he said.

Regardless, on a local scale, AMG National Trust Bank plans to grow its loan portfolio 25 percent to 30 percent in 2012 after seeing about 45 percent growth in 2011, said Tom



DOUG STORUM

Bill Farrell, left, market president of Wells Fargo Bank's branches in Boulder and Broomfield counties, said banks, faced with the prospects of what it costs to be regulated and the penalties for noncompliance, need to be more efficient on everything they do. Speaking about new federal regulations, he said, "There are a lot of unintended consequences that have made it very tough for everyone." At right, Nancy Stevens, chairman, First Western Trust Bank; and Matt Gorr, president, First Western Trust Bank.

Chesney, president of the Boulder market office. First Western Trust Bank, which now is in the loan business in addition to its traditional wealth-management focus, is optimistic for a good growth year in 2012, and more activity in the marketplace,

said Matt Gorr, president.

Flatirons Bank's president Kyle Heckman said if personal income growth rises, the U.S. economy also will move forward. Solving Europe's economic woes also would help the global economy, Heckman said.

"We're optimistic as well. It's another year, and another opportunity," Heckman said.

Berg Hill Greenleaf & Ruscitti LLP and accounting firm Ehrhardt Keefe Steiner & Hottman PC are co-sponsors of the event.

Continuing a Great Tradition

We are delighted to announce the combination of Holme Roberts & Owen LLP into Bryan Cave LLP, effective January 1, 2012.

Both firms have long histories of serving clients across a broad spectrum of transactions and business and dispute resolution matters. The increased depth, added experience, greater range of legal services and geographic reach create a firm that is positioned to handle an even wider array of client matters wherever located.

- Atlanta
- Boulder
- Charlotte
- Chicago
- Colorado Springs
- Dallas
- Denver
- Frankfurt
- Hamburg
- Hong Kong
- Irvine
- Jefferson City
- Kansas City
- London
- Los Angeles
- New York
- Paris
- Phoenix
- San Francisco
- Shanghai
- Singapore
- St. Louis
- Washington, DC

www.bryancave.com



Cech touts biotech collaboration at CU

Researchers, private firms will benefit from university's bioscience facility in Boulder

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

BOULDER - The future of bioscience research at the University of Colorado will include more opportunities for collaboration between the biotech industry and academic scientists now that innovative researchers are getting a new home, CU professor Tom Cech said during a presentation Feb. 22.

Cech, a, is the director of the University of Colorado Biofrontiers Institute. The Biofrontiers Institute will be one of the cornerstones of research and teaching at the CU's Jennie Smoly Caruthers Biotechnology Building, which is scheduled to open this spring.

Cech laid out his plans for the institute's future after it moves into its new home.

Forging new relationships with established and startup biotech companies will be a priority, he said.

The institute will provide "core facilities" with advanced instruments that companies can use for a fee to conduct research, Cech said. That will make costly technology such as genome sequencers available to startups that otherwise could not afford it.



PETER WAYNE

Tom Cech, Nobel Prize-winning researcher at the University of Colorado-Boulder and director of CU's Biofrontiers Institute, said forging new relationships with established and startup biotech companies will be a priority when CU's Jennie Smoly Caruthers Biotechnology Building opens this spring.

Sharing facilities with private companies will make the Biofrontiers Institute unique in Colorado, as CU's new Anschutz Medical Campus in Aurora lacks similar facilities, Cech said.

The institute also is working with the CU Leeds School of Business to help students going into business develop an understanding of bioscience and how the industry works.

"It is one of goals, and we're trying to do better with this. We've got some relationships we want to build on," he said.

"This is a new wave that's happening

across the country," Cech said. "The best places around the country are trying to find new ways to tackle biomedical problems in a new way that brings people from disciplines together."

The CU Biofrontiers Institute is attempting to distinguish itself by "hiring faculty who already are proven interdisciplinary scientists" who have a record of success in multiple areas, Cech said.

The institute also will admit and teach graduate students who are not narrowly focused on work in a single department.

"We're doing this interdisciplinary research, how can we not have a new opportunity for grad students to come in and learn about the mix of disciplines and their connectivity before they go into a discipline?" Cech said.

"We're sticking our neck out on this and thinking maybe it's time to train graduate students in a whole new way," he said.

The institute formed in 2003 as the Colorado Initiative in Molecular Biotechnology. It was renamed in September 2011 to emphasize its goal to become a fixture at CU and in the world of biological research.

"It doesn't change our ambition," Cech said. "Initiative had an implication of a temporary sort of thing."

The name also has a fitting metaphorical resonance, give the institute's scope and location. "This is science at the frontiers of the Wild West," Cech said.

The institute will share the building with the Department of Chemical and Biological Engineering and the Division of Biochemistry. The building will be one of the anchors of the science campus CU is planning for its East Campus, Cech said.

The building will cost about \$200 million to complete and equip, Cech said. Construction finished Feb. 9 and faculty and students should be moved in by June.

PRODUCT UPDATE

Boulder-based **TeamSnap**, a web service for managing sports teams and leagues, released its Android app that allows users to perform tasks like checking a team's schedule, accessing team member contact information, sending messages to the team or pulling up driving direction to games and practices. The company already offers an iPhone app with the same services.

Longmont-based **Parascript LLC**, an image analysis and pattern recognition technology provider, launched the latest version of its computer-aided detection technology for mammography. AccuDetect 6.1 offers radiologists continued improvements in sensitivity and specificity in detecting suspicious lesions on mammograms.

Longmont-based **DigitalGlobe Inc.**, (NYSE: DGI) a provider of high-resolution images of earth taken from orbiting satellites to governments and businesses, launched an e-commerce store at www.store.digitalglobe.com for the public. The store offers, one-of-a-kind satellite and aerial imagery via jpeg download. Poster-size images are available.

Six local firms receive research grants from DOE

BY DOUG STORUM
dstorum@bcbr.com

BOULDER — Six companies in the Boulder Valley will receive grants of up to \$150,000 each for research under the U.S. Department of Energy's Small Business Innovation Research program.

Tech-X Corp. has won four grants, and Advanced Conductor Technologies LLC, Composite Technology Development, Droplet Measurement Technologies, Kapteyn-Murnane Laboratories and Light Foundry LLC have received one each.

The companies will use the money during the next nine months to explore the feasibility of their innovative concepts. They will then be eligible to compete for awards up to \$1 million under a two-year, second phase of research and development.

The DOE will payout about \$26.4 million for the 180 projects selected from among nearly 1,000 phase one proposals submitted under its Small Business Innovation Research and Small Business Technology Transfer programs.

Here are summaries of the proposed research projects submitted by companies in the Boulder Valley.

Tech-X Corp., Boulder

Grant one: High-fidelity software is being developed to enable new capabilities to design advanced, diamond amplifier cathodes. Novel high-current, high-brightness, low-emit-

tance electron sources are required for operation and major upgrades of existing and future DOE facilities.

Grant two: Free electron lasers are a key technology for scientific research, with emerging applications in the industrial processing of materials, and with future applications in shipboard self defense and homeland security.

Grant three: Computer-aided engineering is crucial to U.S. manufacturer's ability to maintain an innovative edge over competitors. Tech-X believes it can enable a DOE-funded software library to be more easily used by U.S. manufactures and software vendors in order to strengthen their ability to innovate.

Grant four: Future generations of high-energy particle accelerators, used to study the fundamental nature of matter, will likely be powered with lasers. Tech-X is developing designs to create powerful, efficient laser-driven structures, which can reduce the cost and size of accelerator systems.

Advanced Conductor Technologies LLC, Boulder

Develop high-performance magnet cables made from high-temperature superconductors for use in superconductivity research, materials science and fusion research.

Composite Technology Development, Lafayette

Develop high-performance magnets that are a key component of the fusion energy programs under development

by the DOE. This work seeks to extend the state of the art in magnet technology to ensure the reliable operation of these future machines.

Droplet Measurement Technologies, Boulder

An ultra-light, low power instrument is being developed to make airborne measurements of the properties of aerosol and cloud particles, in particular water droplets and ice crystals in Arctic clouds. This instrument is highly sensitive to particle shape and has immediate applications on commercial aircraft for detecting volcanic ash, dust and ice crystals, all particles that impact engine performance.

Kapteyn-Murnane Laboratories Inc., Boulder

Develop a high power ultrafast Ti:Sapphire amplifier system whose performance is well beyond the capabilities of current technologies. This system will have very wide applicability in both science and industry, including for new science at the Advanced Photon Source at Argonne National Laboratory.

Light Foundry LLC, Boulder

Proposes research effort to create innovative, collaborative lighting analysis and visualization tools based on the Radiance simulation software, which will help a variety of people formulate, manage and solve complex environmental problems. These tools will help people design green buildings that are beneficial to the environment and its occupants.

STILL DRINKING BOTTLED WATER AT THE OFFICE?
Go Bottle-less for \$1 Day!

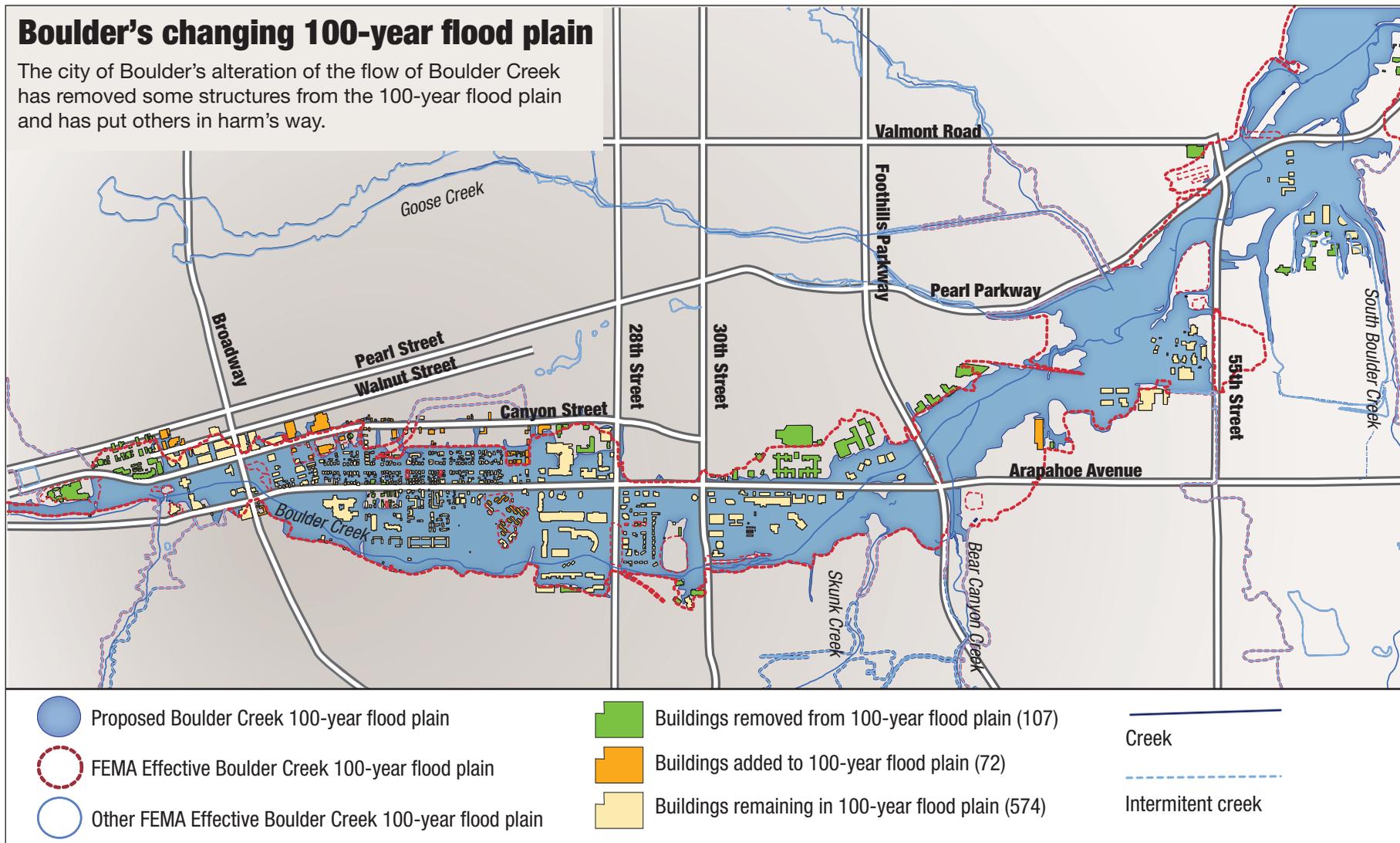


clearH2O
Purified water coolers
Cleaner Greener Responsible

720-320-6630
clearH2Ocoolers.com

Boulder's changing 100-year flood plain

The city of Boulder's alteration of the flow of Boulder Creek has removed some structures from the 100-year flood plain and has put others in harm's way.



BRITTANY RAUCH/CHAD COLLINS

FLOOD from 1A

apartment building on the right bank of Boulder Creek at Eben G. Fine Park near 3rd Street and Arapahoe Avenue, removed residential structures and regraded the left overhanging bank of the creek to enhance flood conveyance at the Boulder High School campus, and removed buildings that obstructed flood flows on the left overhanging bank of Boulder Creek east of 17th Street.

At least one key government building — the Boulder County Justice Center at 1777 6th St. — will not be in the flood plain anymore if the new map goes into effect, according to the map.

In total, 107 buildings would be removed from the 100-year flood plain boundaries in the new map and 72 buildings would be added to the 100-year flood plain map. The status of 574 buildings would not change. Virtually



MICHAEL MYERS

David Rose, owner of Rosewood Construction in Boulder, worries that if the 100-year flood plain status changes for his company's buildings at 5690 and 5700 Valmont Road, he might not get to redevelop them in the future.

all of Boulder's central business district is in the 100-year flood plain.

Buildings in the 100-year flood

plain must have flood insurance if the building owners have a mortgage, said Charles Hix, owner of Hix Insurance

Associates in Boulder.

Flood insurance is sold at a flat rate based on the age of a building and other variables, because it's underwritten by a federal government program, Hix said.

But as an example, one owner Hix insures pays about \$2,000 per year for about \$500,000 worth of insurance replacement cost on a \$9 million building in the flood plain, Hix said.

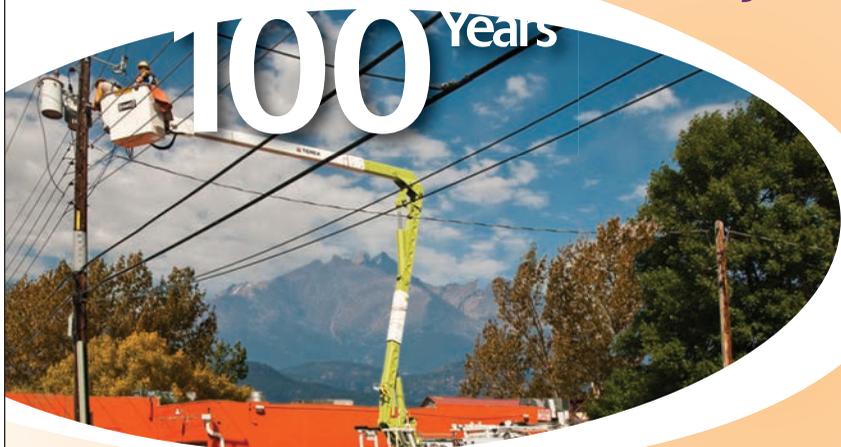
"If the buildings are leased, (building owners) just push the costs back to the tenants, who probably pay higher rent," Hix said. "But with a homeowner policy, the separate flood insurance can be as expensive as the policy."

W.W. Reynolds Cos., a commercial real estate company in Boulder, sees positive changes in the proposed new map. Several of the company's owned

➤ See **Flood, 9A**

Commitment to the Community for

100 Years



In this uncertain economy, businesses need a stable energy supply. Longmont Power & Communications is commemorating 100 years of providing reliable, low cost power to customers in our service territory. We'd like to thank our community for supporting us and look forward to serving Longmont through the next century and beyond.

<http://www.ci.longmont.co.us/lpc>

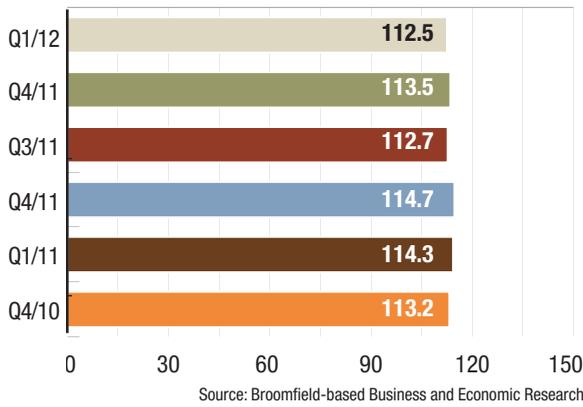


BCBR ECONOMIC INDICATORS

BOULDER VALLEY

Boulder Valley Economic Index

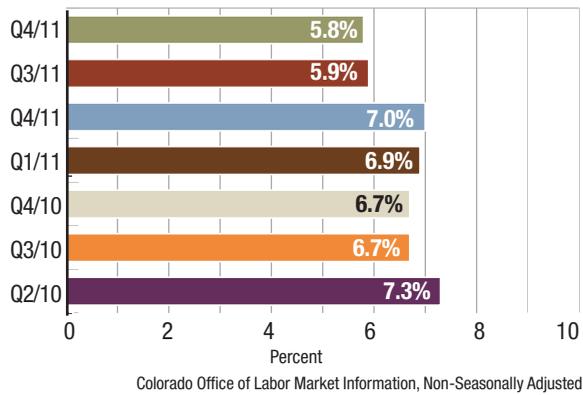
This forward-looking index is based on gross domestic product, retail sales, building permits, and interest rates. The BVI continues to bounce up and down as a reflection of uncertainty in the economy.



BOULDER COUNTY INDICATORS

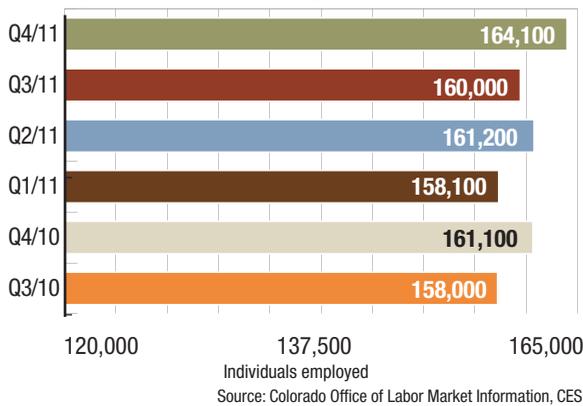
Unemployment (month-end)

Boulder County rate remains well below the state and nation.



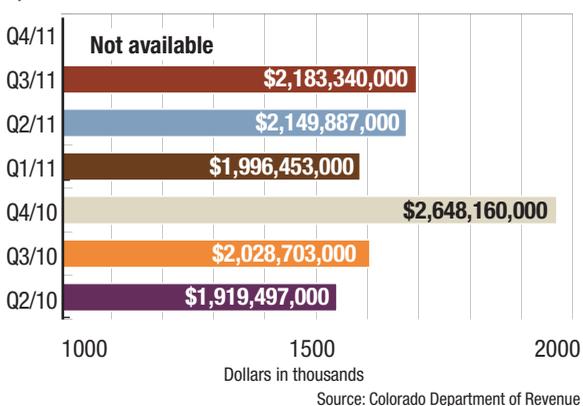
Non-Farm Employment

Wage and Salary Employment has increased slightly in Boulder County.



Retail sales

Solid, but slower gains, occurred in the third quarter of 2011.



Signs point toward economy's slow recovery, but stay tuned

Heads, it's a recession; tails it's not. That's where the economy stood three months ago.

At this point it appears we escaped 2011 without a recession, although some economists believe that the National Bureau of Economic Research will announce that there actually was a recession in 2011. Stay tuned.

Recession or not, the economy remains in positive territory and is experiencing continued slow growth.

The Boulder Valley Economic Index, a quarterly indicator of local economic activity, dropped a point to 112.5. A decline for one quarter does not foretell another downturn.

The index has changed direction in each of the past four quarters, mirroring the uncertainty in the overall economy. This erratic movement portends continued volatility resulting from concerns about debt, both abroad and at home, political gridlock associated with the 2012 elections, rising gas prices, the weak labor market and meager wage gains.



ECONOMY
Gary Horvath

On a positive note, both Broomfield and Boulder experienced solid retail sales growth in 2011. The city of Boulder recently reported a 5 percent increase in sales tax collections, Longmont reported an increase of 5.9 percent, while gains in Broomfield tapered off in the second half of the year.

Concerns exist that increased fourth-quarter 2011 consumption was driven by consumers raiding their savings accounts rather than strong wage growth. On the other hand, decreased unemployment, momentum from the holiday season and the extension of the payroll tax holiday will support personal consumption. Stay tuned.

In mid-February the Trader Joe's grocery chain announced it will open a Boulder store in 2013. While locals are reveling about a future that includes easy access to Two-Buck-Chuck, others view this as a sign that outside investors recognize the economic potential of the region.

Overall, state job growth will be weak relative to historical norms. It is likely to be in the range of 27,500 to 37,500 jobs, which translates into limited growth for the Boulder Valley.

Below potential employment growth has resulted from a lack of job creation and startup activity. For

CONCERNS EXIST THAT

increased fourth-quarter 2011 consumption was driven by consumers raiding their savings accounts rather than strong wage growth. On the other hand, decreased unemployment, momentum from the holiday season and the extension of the payroll tax holiday will support personal consumption.

the past decade the number of gross jobs added in the private sector has been on the decline. During both recessions the number of gross jobs lost increased significantly then dropped off during the recovery periods.

Jobs picture

The current level of net job growth is a function of weak gains in the number of gross jobs added and a sharp decline in gross jobs lost. In other words, companies are cautious about bringing on new workers.

A similar dilemma exists with startups. Data produced by the Bureau of Labor Statistics shows that in 2007 Colorado had 16,056 startups, or firms less than 1 year old. These firms employed about 72,000 workers. In 2011 there were just 11,918 startups with 49,600 workers. The five-year survival rate for startups is 45 percent.

Despite these concerns, there is a sustained downward trend in unemployment, seasonally adjusted. The state rate dropped from 9.3 percent in February 2011 to 7.9 percent in December 2011, the most recent data.

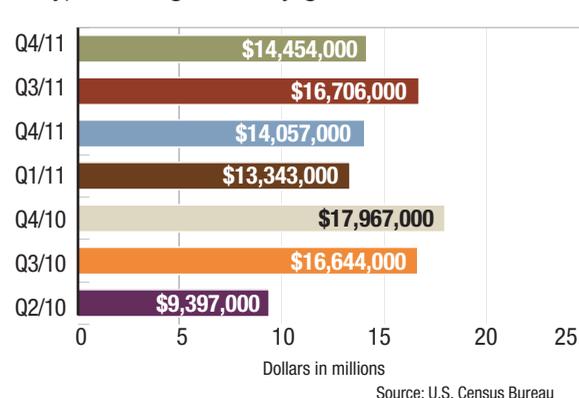
Two of the three lowest metro county unemployment rates December 2011 - non-seasonally adjusted - are in the Boulder Valley. Boulder County is the lowest at 5.8 percent followed by Larimer County, 6.3 percent, and Broomfield, 6.9 percent.

These three counties are the hub of the state's high-tech cluster. Despite the high rates of overall unemployment there is a gap in skills between the needs of

► See **Economy, 9A**

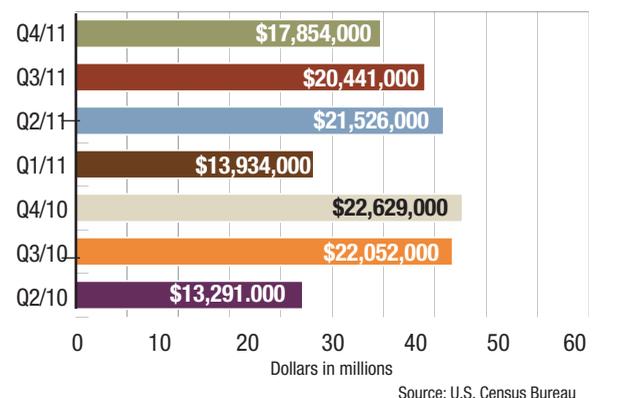
Single-family home permit valuations

Total 2011 single family valuations (preliminary) were significantly greater than 2010.



Total Residential Valuations

Total 2011 valuation was slightly greater than 2010.

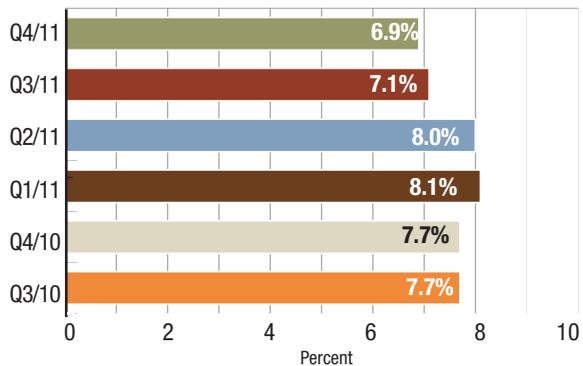


BCBR ECONOMIC INDICATORS

BROOMFIELD COUNTY INDICATORS

Unemployment

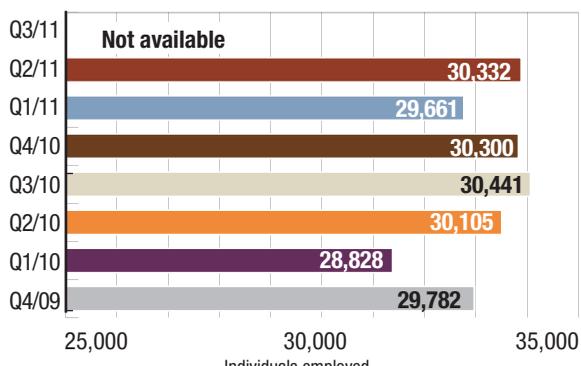
Broomfield County experiences remains lower than state, but slightly higher than Boulder County.



Colorado Office of Labor Market Information, Non-seasonally adjusted.

Employment

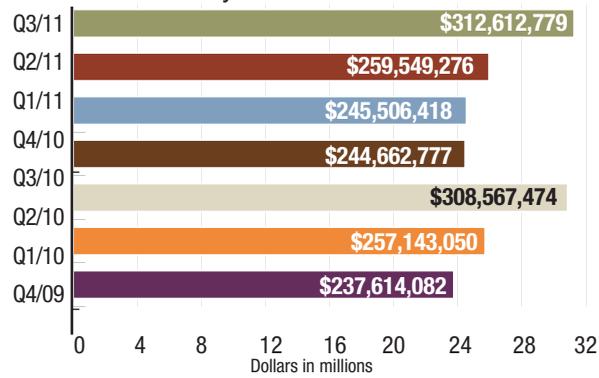
Based on nonseasonally adjusted unemployment, Broomfield employment has fared better than other parts of the state during and after the recession.



Source: Colorado Office of Labor Market Information, QCEW.

Retail sales

Although sales for the year are up, they increased at a decreasing rate (%) in the second half of the year.



Source: City and County of Broomfield

ECONOMY from 8A

companies and the skills of unemployed workers. As a result, many of the high-tech occupations that are critical to the local economy have surprisingly low unemployment rates.

There are three high-tech Standard Occupational Classification system codes: math and science occupations have an unemployment rate of 3.8 percent, followed by life sciences at 4 percent, and architecture and engineering at 5 percent.

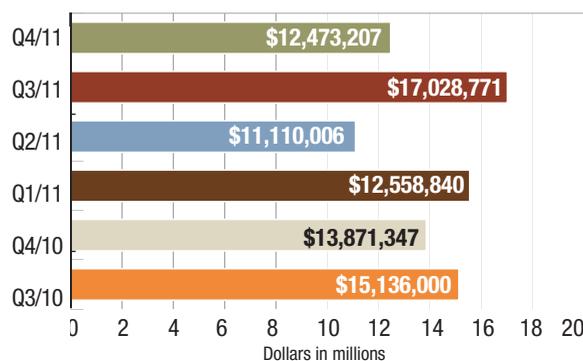
As well, education and basic leadership occupations have low unemployment rates: Education is 4 percent, management is 4.3 percent, and business and finance is 4.9 percent. Health-care practitioners have the lowest unemployment rate at 3 percent.

Many of these occupations require associate's degrees, certification, bachelor's degrees, or higher. Unfortunately, many of the unemployed have worked in occupations that require only on-the-job training, i.e. they lack the education, skills and experience to fill available high-tech positions.

Throughout the economic challenges of the past decade, the Boulder Valley and surrounding counties have had leaders who think big. Their visionary

Valuations for single-family home permits

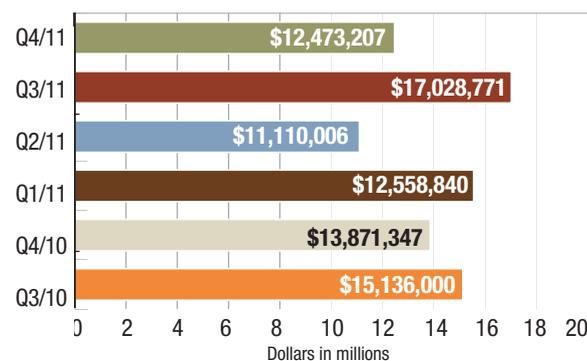
2011 valuations remain similar to 2010.



Source: U.S. Census Bureau

Valuations for all building permits

Total valuations reflect no multi-family units.



Source: U.S. Census Bureau

thinking has created the potential to transform the economy with projects such as the Rocky Mountain Center for Innovation and Technology, Spaceport, Fitzsimons, changes to the National Western Stock Show, Denver beltway, Conoco-Phillips, Fastracks, Niobrara shale formation, and the build-out of property surrounding Rocky Mountain Metropolitan Airport. And we can't forget the \$306 million construction on U.S. Highway 36 that will better connect

the northwest metro communities to the Front Range.

These projects will unfold over time, they will have various degrees of success, and they will all have a positive impact on the Boulder Valley economy.

Here's to a stronger economy in the months ahead.

Gary Horvath is the principal of Broomfield-based Business and Economic Research. Website is garyhorvath.com.

FLOOD from 7A

buildings on the southeast side of Pearl Parkway and Foothills Parkway will not have flood plain status anymore if the proposed new map is approved. Some buildings also are expected to lose their flood plain designation in the Sunrise Center shopping center on the northeast corner of 30th Street and Arapahoe Avenue, said Jeff Wingaert, a commercial broker at W.W. Reynolds.

"Generally, it's good when commercial buildings come out of the flood plain," Wingert said. "The key thing, is if we don't have to put insurance on the buildings, then it saves our ownership group money."

Prominent Boulder buildings such as the Millennium Harvest House at 1345 28th St. might survive a flood, but would not survive a breach of the dam of Barker Reservoir in Nederland, Hix believes. Boulder Community Hospital's new Foothills campus also could be affected by a catastrophic flood event, he said. Buildings in the Viewpoint On the Parkway office park on the southeast corner of Foothills

Parkway and Arapahoe Avenue would be affected, too, he said.

"They may survive a 100-year storm, but not the breach of Barker Dam," Hix said. "People want to be next to Boulder Creek, but it's a hazard."

The new map received initial approval from the city's Water Resources Advisory Board on Monday, Feb. 27. It now will go to the city's planning board and could be approved by city council members in May or June, according to city documents.

City workers then plan to work with the Federal Emergency Management Agency to get the map proposed as the new flood insurance rate map, according to city documents.

City workers received more than 100 phone calls or emails about the proposed new map in response to a recent postcard sent out to every property owner located in the flood plain boundary, said Christie Coleman, the city's flood utilities project manager.

"We have gotten a lot of public interest. People want to know the sta-

tus of their individual structure, and whether they need to purchase flood insurance or will need to continue purchasing flood insurance," Coleman said.

While a 100-year flood may not sound like an imminent threat in

Colorado, previous floods on the Front Range have been deadly. The Big Thompson flood near Loveland in July 1976 killed more than 100 people and destroyed more than 50 businesses. It started in the Big Thompson Canyon west of the city.



We are BBB Accredited. Are YOU?

*"Accountants must embody trust to attract new clients. Mindful Business Solutions values it's **A+** rating with the BBB because our accreditation says we're ethical and worthy of trust."*

Learn about BBB Accreditation!
Call 303.996.3645 or visit boulder.bbb.org/Business-Accreditation



Peace of mind for your bottom line.



Steve Breitman, President
Mindful Business Solutions
Lafayette, Colorado

THE EDGE

BCBR.COM

FOCUS: SECURING FINANCING

Tips on how small businesses can obtain loans

BY BETH POTTER

bpotter@bcbr.com

BOULDER — Thanasi Foods LLC expects \$8 million in growth in 2012, thanks, in part, to a business loan from Great Western Bank's branch in Boulder.

If you've bought Duke's all-natural beef jerky or Big Sunflower Seeds, you're helping fuel the growth, said Justin Havlick, founder and president of the Boulder-based company. Thanasi saw about \$20 million in revenue in 2011 and expects to see an additional 40 percent in revenue in 2012.

Havlick bought new manufacturing equipment with the loan so that the company could make its own jerky. The equipment has speeded up production and helped improve margins — paving the way for more growth. Thanasi was started in 2003 to combine established brand names such as Jim Beam and Frank's RedHot to products in the snack food category such as the jerky and sunflower seeds.

It took Havlick about five months to find a good bank partner to work with, he said. The snacks are sold at

REACHING OUT FOR MONEY

Area bankers and business coaches provide several insights and suggestions on how to improve a young business' chance of securing financing:

- Put together a business plan
- Make financial statement easy to read
- Show positive cash flow
- Use SBDC resources
- Check out SBA loan programs
- Create strong relationship with banker
- Understand meaning of venture capital



convenience stores, grocery stores, sporting goods stores, and directly to U.S. military outposts around the world.

"We wanted to make sure the proposals were 'apples to apples,' not just (loan) rate, but an understanding of our business for a long-term relationship," Havlick said.

With Havlick's success in mind, we asked local financial institutions for tips on how other small companies should go about obtaining approval for new business loans.

Put together a business plan. Company owners often complain that their business plans don't get looked at. But local bankers say that looking

at a business plan for a company is just like looking at a resume for a prospective employee. It helps them understand at a glance what an unknown company does and where it's headed in the next 12 months.

"It helps us to understand if they're organized around what they're about to take on," said Gretchen Fapore, business banking manager and senior vice president of Wells Fargo in Boulder.

Make your financial statement easy to read. Havlick worked with accountants at Ehrhardt Keefe Steiner & Hottman PC in Boulder.

Banks usually require two or three years of tax returns to indicate how a new company is doing, said Gary

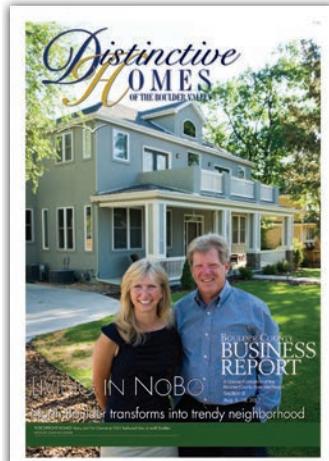
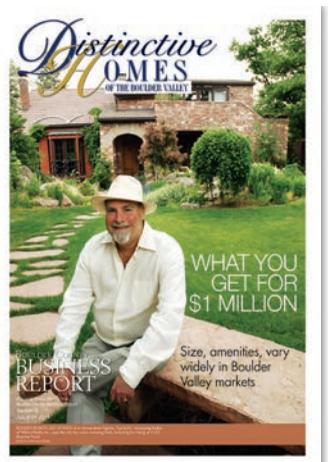
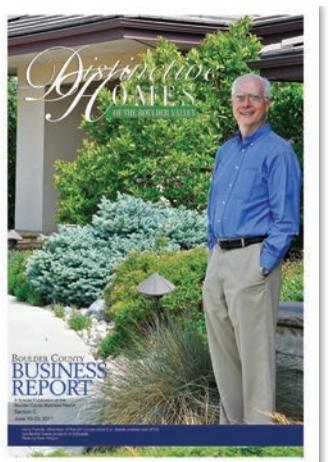
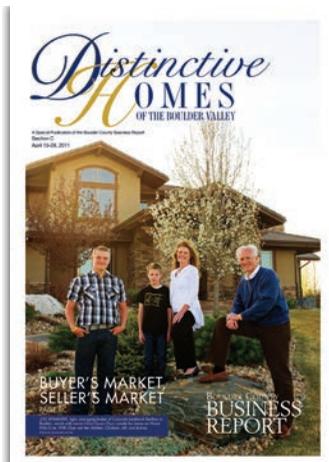
Gomulinski, vice president of commercial banking at VectraBank Colorado's office in Boulder. Companies that have successfully cut expenses should highlight that information when they meet with a banker, Gomulinski said.

Show positive cash flow. Great Western Bank looks closely at accounts receivable and inventory for growing businesses, said Toby Leonard, the bank's business banking vice president at the bank's office on Pearl Street in Boulder. The bank also looks for other means of cash collateral for a company if cash flow is not as strong as expected.

Companies that can't pay their current bills will have a hard time obtaining a loan, regardless of their collateral, Leonard said. Companies that want 100 percent financing and don't have anything more to show than a hope and a prayer should have plenty of owner equity or a capital contribution to get started, he said. Many new companies borrow that money from friends and family to get started, he said.

Debt service coverage ratios — cash flow divided by debt service — should be more than 1.15. Companies

➤ See **Loans, 23A**



Distinctive
HOMES
OF THE BOULDER VALLEY

2012 March - September



BOULDER COUNTY BUSINESS REPORT

This monthly pull-out special section in the Boulder County Business Report allows the area's top real estate professionals to feature their most distinctive local listings before a readership that includes the region's most affluent business leaders.

Distribution — BCBR inserts 6,500 copies into one issue of BCBR each month, and an additional 3,500 are distributed to participating brokers and at local coffee shops, restaurants, and other public locations.

Online — A digital version of this special section is also posted on BCBR.com and marketed through our home page, daily e-newsletter, and industry-specific e-newsletters throughout the month.

To reserve your space, contact Kevin Loewen at 303-630-1945 or e-mail kloewen@bcbr.com.

TECHNOLOGY

BCBR.COM

12A | Bioscience Companies, **13A** | Support for clean tech 'eroding', **14A** | Engineering Firms

Charting the evolution of digital media

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

BOULDER — Not very long ago it was a massive challenge for computer programmers to draw simple shapes and objects. Within a few decades they were able to make entire movies, and soon they will be able to create apps that turn living rooms into virtual playgrounds and battlefields.

That evolution was the subject of the 2012 Boulder International Film Festival's Digital Media Symposium,

held Feb. 17 at the St Julien Hotel & Spa in Boulder.

Speakers explored how a combination of ever-increasing processing power, cutting-edge programming and the natural human desire to explore and change the world are driving digital evolution.

The boundaries between the digital and physical world are blurring, thanks in part to devices like Sphero, the smartphone-controlled robotic ball developed by Orbotix Inc., a Boulder tech startup, Orbotix CEO

Paul Berberian said.

Sphero users can use their phones to guide the ball around race tracks or obstacle courses, but Sphero is more than a remote controlled toy. Sphero relies on a Bluetooth connection, which enables it to transmit data back to the phone.

That creates the possibility of what Berberian called "mixed-reality gaming."

Ultimately, that could mean video games that create virtual villains gamers could fight in real settings like their

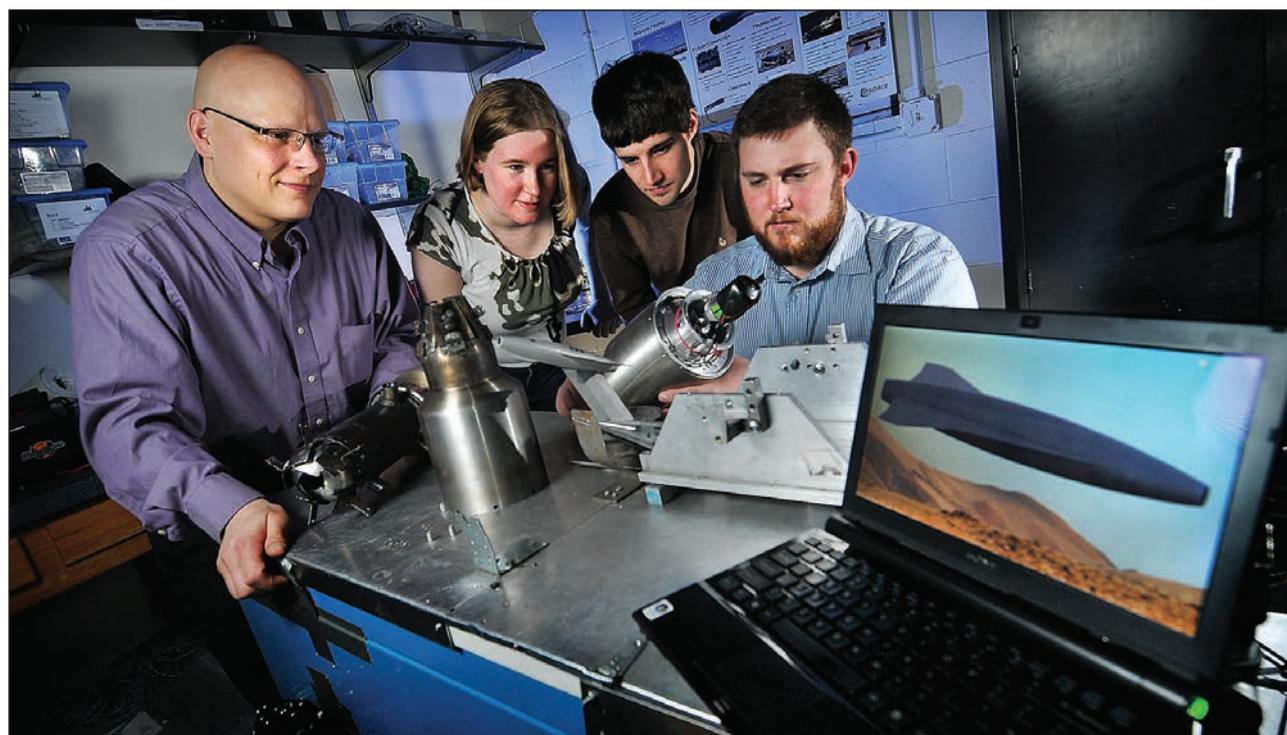
neighborhood. But right now developers have their hands full figuring out the basics, and Sphero is the start.

"It's really hard to have something in the real world impact something in the virtual world," Berberian said.

Around the Orbotix office, that terrain is known as "the zone of really hard stuff," although staff end the phrase with a more colorful word, according to Berberian.

Orbotix is not trying to do it alone, Berberian said. The company has

► See **Digital, 15A**



COURTESY GLENN ASAKAWA/UNIVERSITY OF COLORADO

Ryan Starkey, left, an assistant professor at the University of Colorado-Boulder, and members of his team look over engine model nozzles for a first-of-its-kind supersonic unmanned aircraft vehicle, visible in the rendering on the computer screen. Students are, from left, Sibylle Walter, doctoral degree student; Joah Deomm, master's degree graduate; and Greg Rancourt, master's degree student.

Fuel-efficient unmanned aircraft jetting toward commercialization

SPECIAL TO THE BUSINESS REPORT
news@bcbr.com

BOULDER — Propulsion by a novel jet engine is the crux of the innovation behind a University of Colorado Boulder-developed aircraft.

Designer Ryan Starkey, an assistant professor at the University of Colorado-Boulder, contends his jet engine technology is small, fuel-efficient and cost-effective.

The aerospace engineer, with a team of students, has developed a first-of-its-kind supersonic unmanned aircraft vehicle, or UAV. The UAV, which is currently in a prototype state, is expected to fly farther and faster — using less fuel — than anything remotely similar.

Starkey's technology — three years in the making at CU-Boulder — is transitioning into a business venture through his weeks-old Starcor for short. The company was incubated by eSpace, which is a CU-affiliated nonprofit organization that supports entrepreneurial space companies.

The fuel efficiency of the engine that powers the 50-kilogram UAV is already double that of similar-scale engines, and Starkey said he hopes to double that efficiency again through further engineering.

Starkey said his UAV could be used for several purposes, from penetrating and analyzing storms to military reconnaissance missions —

both expeditions that can require the long-distance, high-speed travel his UAV will deliver — without placing human pilots in danger. The UAV also could be used for testing low-sonic-boom supersonic transport aircraft technology, which his team is working toward designing.

The UAV is intended to shape the next generation of flight experimentation after post-World War II rocket-powered research aircraft, like the legendary North American X-15, have long been retired.

"I believe that what we're going to do is reinvigorate the testing world, and that's what we're pushing to do," Starkey said. "The group of students who are working on

► See **Aircraft, 13A**

Biotech firms experiencing upswing in investments

BY BETH POTTER
bpotter@bcbr.com

BOULDER — Biotech companies across the country attracted close to double the amount of investment in fourth-quarter 2011 than they did in the same period of 2010, according to a report from Boulder-based data company OnBioVC.

Financing for 93 biopharma, diagnostic, device, medical-IT and biofuel venture companies totaled \$1.7 billion in the fourth quarter of 2011, compared with \$846 million in financing for 56 companies in the fourth quarter of 2010, according to the report from OnBioVC.

The number of biotech company financing deals also increased year over year — \$6.1 billion for 305 companies in 2011, compared with \$5.2 billion for 281 companies in 2010 — the report said.

Companies in Boulder such as OPX Biotechnologies Inc., PanTheryx Inc. and Surefire Medical Inc., and Precision Biopsy LLC, a company in Quincy, Mass., that uses technology licensed from the University of Colorado Technology Transfer office, all were named in the report as companies that received money in 2011.

In addition, eight new venture capital funds, corporate funds and philanthropic funds related to biotech companies were either launched or closed in 2011, accounting for more than \$1.2 billion in potential new investment in the United States, the report said. Money from the new funds is expected to go to new therapeutic, diagnostic, device and health-information technology companies, the report said.



BIOSCIENCE COMPANIES

(Companies in Boulder and Broomfield counties ranked by parent company revenue.*)

RANK	PREV. RANK	Company Address Phone/Fax	Revenue 2011 Revenue 2010	Employees: Local Companywide	Products/services Primary market	Public or private Parent company name Stock exchange Stock ticker	Person in charge Year founded Website
1	1	SANDOZ INC. 2555 W. Midway Blvd. Broomfield, CO 80020 303-466-2400/303-438-4474	\$59,375,000,000 \$51,561,000,000	600 119,418	Manufactures generic drugs, tablets and capsules. Anti-infectives, anti-arthritis, cardiovasculars, gastrointestinal agents and psychotherapeutics.	Public Novartis AG NYSE NVS	Bernhard Hampl, CEO 1946 www.us.sandoz.com
2	3	AMGEN INC. 4000 Nelson Road Longmont, CO 80503 303-401-1000/303-401-7601	\$15,053,000,000 \$14,642,000,000	725 N/A	Manufacturer of biologics; this location makes bulk ingredients for Epogen and Aranesp for anemia. Oncology, inflammation, hematology, neurology.	Public Nasdaq AMGN	Kevin W. Sharer, CEO, Chairman, President 1980 www.amgen.com
3	4	THERMO FISHER SCIENTIFIC 2650 Crescent Drive, No. 100 Lafayette, CO 80026 303-604-9499/303-604-9680	\$11,725,900,000 \$10,788,700,000	200 37,200	Novel technologies for RNA interference (RNAi) and RNA/siRNA/miRNA synthesis. Reagents for gene expression studies. PCR and qPCR reagents, instruments and consumables. Life science research, biotechnology and pharmaceutical sectors.	Public Thermo Fisher Scientific Inc. NYSE TMO	Mitchell A. Kennedy, Vice President, General Manager 1995 www.thermoscientific.com/dharmacon
4	5	AGILENT TECHNOLOGIES INC., NUCLEIC ACID SOLUTIONS DIVISION 5555 Airport Road Boulder, CO 80301 877-663-2500/303-440-0273	\$6,615,000,000 \$5,400,000,000	658 ¹ 18,500	Flexible therapeutic oligonucleotide development services and manufacturing for the biotech and pharmaceutical industries. Pharmaceutical.	Public Agilent Technologies Inc. NYSE A	James Powell, General Manager 1999 www.agilent.com
5	6	HOSPIRA BOULDER INC. 4876 Sterling Drive Boulder, CO 80301 303-938-1250/303-938-1255	\$4,057,100,000 \$3,917,200,000	115 14,000	Pharmaceuticals, consumer products, pathology, diagnostic imaging and pharmacy. Hospitals.	Public Hospira Inc. NYSE HSP	Brian McCudden, Vice President of Operations 1995 www.hospira.com
6	8	ARRAY BIOPHARMA INC. 3200 Walnut St. Boulder, CO 80301 303-381-6600/303-386-1390	\$71,901,000 \$53,900,000	250 N/A	Discovery, development and commercialization of targeted small molecule drugs to treat patients afflicted with cancer and inflammatory diseases. Cancer, inflammatory diseases and pain treatments.	Public Nasdaq ARRY	Kyle Lefkoff, Executive Chairman 1998 www.arraybiopharma.com
7	2	CORDEN PHARMA COLORADO INC. 2075 N. 55th St. Boulder, CO 80301-2880 303-442-1926/303-938-6413	\$69,700,000 \$51,150,700,000	200 N/A	Develops and produces pharmaceutical intermediates and active ingredients. Peptide therapeutics.	Private International Chemical Investors Group	Jean Lund, CEO, President 1946 www.cordenpharma.com
8	9	CHEMIZON INC. 105 S. Sunset St., Suite N Longmont, CO 80501 303-219-8029/303-651-2194	\$10,700,000 \$9,000,000	3 120	Business development and U.S. operations for Korean collaborative drug discovery company. Pharmaceutical.	Public Optomagic Co. Ltd. Kosdaq 010170	Anthony Piscopio, CEO, Chairman 2005 www.chemizon.com
9	10	BOLDER BIOPATH INC. 5541 Central Ave., Suite 160 Boulder, CO 80301 303-633-5400/720-294-9971	\$5,765,548 \$5,279,714	17 N/A	Contract research lab specializing in inflammatory diseases, such as arthritis as well as cancer. Pharmaceutical and biotechnology.	Private	Allison Bendele, Co-owner Phillip Bendele, Co-owner 1998 www.bolderbiopath.com
10	21	COLORADO CENTER FOR BIOREFINING AND BIOFUELS (C2B2) 523 UCB, University of Colorado Boulder, CO 80309 303-492-7736/303-492-7479	\$1,500,000 \$1,000,000	5 7	A cooperative research and educational center devoted to the conversion of biomass to fuels and other products. Research focuses on sustainable feedstocks and processes for alternative energy development.	Public University of Colorado Boulder	Alan Weimer, Executive Director 2007 www.C2B2web.org
11	11	GLOBEIMMUNE INC. 1450 Infinite Drive Louisville, CO 80027 303-625-2700/303-625-2710	N/A N/A	35 40	Biopharmaceutical company that develops and manufactures immunotherapy products to treat cancer and infectious diseases. Cancer and infectious disease.	Private	Timothy C. Rodell, M.D., CEO, President 1996 www.globeimmune.com
12	12	N30 PHARMACEUTICALS LLC 3122 Sterling Circle Boulder, CO 80301 303-440-0486/303-362-5558	N/A N/A	29 N/A	Clinical-stage biopharmaceutical company focused on modulating s-nitrosothiols to treat respiratory diseases.	Private	Arnold Snider, Chairman 2006 www.n30pharma.com
13	NR	ACCERA INC. 380 Interlocken Crescent, Suite 780 Broomfield, CO 80021 303-439-0004/303-439-0005	N/A N/A	28 N/A	Research and development on Alzheimer's disease, Parkinson's disease and related neurodegenerative disease therapeutic drugs. Pharmaceutical.	Private	Holger Kunze, CEO 2001 www.accelerapharma.com
14	16	CLOVIS ONCOLOGY INC. 2525 28th St. Boulder, CO 80301 303-625-5000	N/A N/A	25 56	Focused on acquiring, developing and commercializing innovative anti-cancer agents in the U.S., Europe and other international markets. Oncology.	Public Nasdaq CLVS	Patrick J. Mahaffy, President and CEO 2009 www.clovisoncology.com
15	14	INDEVR LLC 2100 Central Ave., Suite 106 Boulder, CO 80301 303-402-9100/303-402-9300	N/A N/A	25 25	Inventing, developing and manufacturing biomedical instruments.	Private	Kathy Rowlen, CEO 2002 www.indevr.net
16	NR	MICROBAC LABORATORIES INC., HAUSER DIVISION 4750 Nautilus Court South, Unit A Boulder, CO 80301 720-406-4800/303-581-0195	N/A N/A	25 400	Independent laboratory for chemical, physical and microbiological testing of materials, biomass, dietary supplements and foodstuffs. Biomass, natural products, dietary supplement, medical device, food.	Private Microbac Laboratories Inc.	Steve Ferry, Director 1961 www.hauserslabs.com
17	13	MIRAGEN THERAPEUTICS INC. 6200 Lookout Rd., Suite 100 Boulder, CO 80301 303-531-5952/303-531-5094	N/A N/A	25 N/A	Developing microRNA-based therapeutics for the treatment of cardiovascular and muscle disease.	Private	William Marshall, CEO, President 2007 www.miragenrx.com
18	NR	MBIO DIAGNOSTICS INC. 3122 Sterling Circle Boulder, CO 80301 303-444-9948 /303-444-9951	N/A N/A	24 24	Focuses on diagnostics for global health applications, particularly related to HIV/AIDS and its co-infections.	Private	Chris Myatt, CEO 2009 www.mbiidx.com
19	18	MICROPHAGE INC. 2400 Trade Centre Ave. Longmont, CO 80503 303-652-5200/303-652-5080	N/A N/A	22 3	Produces rapid bacterial identification and antibiotic susceptibility testing products based on its novel bacteriophage amplification technology. Clinical hospital laboratories.	Private	Donald D. Mooney, CEO 2003 www.microphage.com
20	15	OPX BIOTECHNOLOGIES INC. 2425 55th St., Suite 100 Boulder, CO 80301 303-243-5190/303-243-5193	N/A N/A	17 39	Bioproducts company using proprietary bioengineering technology to economically convert renewable biomass feedstocks into fuels and green chemistry products.	Private	Charles Eggert, CEO, President 2007 www.opxbio.com
21	NR	BOLDER BIOTECHNOLOGY INC. 2425 55th St., Suite 210 Boulder, CO 80301 303-420-4420/303-420-4426	N/A N/A	8 8	Develops recombinant human proteins for treating cancer, endocrine and infectious diseases. Human health care.	Private	George Cox, President 1997 www.bolderbio.com
22	19	PISCES MOLECULAR 1600 Range St., Suite 201 Boulder, CO 80301 303-546-9300/303-546-9400	N/A N/A	5 5	Molecular biology products and services for infectious diseases, invasive species detection and identification, endangered species genetic identification and purity determination and genomic studies in the aquatic environment. Wildlife agencies, conservation organizations, aquatic researchers.	Private	John Wood, President 1996 www.pisces-molecular.com
23	20	A2BE CARBON CAPTURE LLC 2301 Panorama Ave. Boulder, CO 80304 303-541-9112	N/A N/A	3 3	Consulting, standards development and hardware engineering for the emerging algal biomass industry. Industrial and university algae research and development.	Private	Jim Sears, Chief Technology Officer 2007 www.algaeatwork.com
24	22	ZEOPONIX INC. P.O. Box 19105 Boulder, CO 80308 303-673-0098	N/A N/A	3 3	Line of ZeoPro products: zeoponic plant growth media, a combination soil amendment and fertilizer, which provides a high efficiency ion exchange release plant demand nutrient delivery material. Horticulture, reforestation, reclamation, consumer lawn and garden products and selected agricultural crops.	Private	Richard D. Andrews, CEO, Chairman 1994 www.zeoponix.com
25	NR	ARIEL PHARMACEUTICALS 11001 W. 120th Ave., Suite 400 Broomfield, CO 80021 303-417-6362	N/A N/A	1 5	Specialty pharmaceutical company focused on developing therapeutic products for people with orphan diseases and acute conditions of neurological regions. Pharmaceuticals.	Private	Steve Orndorff, President 2011 www.arielpharma.com
26	23	BOULDER STATISTICS LLC 2456 Vine Place Boulder, CO 80304 720-564-0661/720-564-0661	N/A N/A	1 1	Provides a full range of statistical and biostatistical services from basic descriptive analysis to complex modeling and JMP JSL scripting.	Private	Karen Copeland, Owner N/A www.boulderstats.com

N/A: Not available. *Second ranking criterion is number of local employees. If your company should be on this list, please request a survey by e-mailing research@bcbr.com or calling our research department at 303-440-4950.

¹ Includes employees in Northern Colorado, Boulder, Englewood and Loveland.

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Beth Edwards

Report: Consumer support for clean tech 'eroding'

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

BOULDER — Consumer support of clean-energy technologies and policies is "eroding," although consumers retain very positive views of wind and solar power, according to a national survey conducted by Pike Research LLC, a Boulder-based clean-energy market intelligence researcher.

Pike Research's Energy and Environment Consumer Survey, conducted in the fourth quarter of last year, found that the average favorability rating of 13 "clean-energy concepts"

fell to 43 percent, down from 45 percent in 2010 and 50 percent in 2009.

The web-based survey of 1,000 adults was nationally representative and demographically balanced, according to Pike Research.

The report found that while consumers strongly support wind and solar, they have reservations about smart grids and smart meters and negative opinions about climate legislation, which helped bring down the overall scores.

On cap-and-trade legislation, 14 percent of respondents had strongly unfavorable views, while 8 percent

had somewhat unfavorable opinions, compared with 5 percent who viewed it very favorably and 9 percent who viewed it favorably. Thirty-six percent said they were not sure or were unfamiliar with the topic, and 28 percent said they were neutral.

Response to smart grids and smart meters was not as negative. Consumers instead were neutral or not sure. On smart grids, 37 percent of respondents had very favorable or favorable views, compared to 6 percent who had negative views. Thirty-eight percent of respondents had positive views of smart meters, compared to 9 per-

cent who held negative views.

Consumers were most favorable about wind and solar energy. Of the consumers surveyed, 77 percent said they have favorable or very favorable views of solar energy, and 71 percent had favorable or very favorable views of wind energy.

Sixty-one percent of consumers had favorable or very favorable views of hybrid vehicles.

A white paper based on the survey is available on the Pike Research website, www.pikeresearch.com/research/energy-environment-consumer-survey.

AIRCRAFT from 11A

this are very excited because we're not just creeping into something with incremental change, we're creeping in with monumental change and trying to shake up the ground."

Its thrust capacity makes the aircraft capable of reaching Mach 1.4, which is slightly faster than the speed of sound. Starkey said that regardless of the speed reached by the UAV, the aircraft will break the world record for speed in its weight class.

Its compact airframe is about 5 feet wide and 6 feet long. The aircraft costs between \$50,000 and \$100,000.

Starkey's UAV has garnered interest from the U.S. Army, Navy, Defense Advanced Research Projects Agency and NASA. The acclaimed Aviation Week publication also has highlighted Starkey's UAV.

Starkey said technology transfer is important because it parlays university research into real-life applications that advance societies and contribute to local and global economies.

It also can provide job tracks for undergraduate and graduate students, says Starkey who's bringing some of the roughly 50 students involved in UAV development into his budding Starcor.

"There are great students everywhere, but one of the reasons why I came to CU was because of how the students are trained. We definitely make sure they understand everything from circuit board wiring to going into the shop and building something," Starkey said. "It makes them very effective and powerful even as fresh engineers with bachelor's degrees. They're very good students to hire. That's a piece that I'm interested in embracing -- finding the really good talent that we have right here in Colorado and pulling it into the company."

Starkey and his students are cur-

rently creating a fully integrated and functioning engineering test unit of the UAV, which will be followed by a critical design review after resolving any problems. The building of the aircraft and process of applying for FAA approval to test it in the air will carry into next year.

Starkey's continuing fascination with speed first began to burn inside of him when he visited Kennedy Space Center at the age of 5.

"When I teach I tell my class, 'If it goes fast and gets hot, I'm in it.' That's what I want to do. There needs to be fire involved somewhere."



BOULDER GREEN BUILDING AWARDS

The deadline for entering is April 6.

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



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

- | | |
|---|--|
| <input type="checkbox"/> The Best Green Restaurant, Coffee Shop or Eatery | <input type="checkbox"/> The Best Green Commercial Alternative Energy Building |
| <input type="checkbox"/> The Best Green Commercial Retrofit or Remodel | <input type="checkbox"/> The Best Green Apartment or Multifamily Building |
| <input type="checkbox"/> The Best Green Residential Retrofit or Remodel | <input type="checkbox"/> The Best New Green Home |
| <input type="checkbox"/> The Best Green Retail or Store Front | <input type="checkbox"/> The Best Green Open Category Award (different building type than above or other product or service business). |




An overview of the finalists will appear in the Boulder County Business Report May 11 issue and awards will be presented at BCBR's annual Green Summit in late May. To nominate a building go to the Events section of section of www.BCBR.com or visit www.BBG.org by April 6.



COLORADO TECHNOLOGY ASSOCIATION

C-LEVEL@

A MILE HIGH

Thursday, March 15 | Sports Authority Field

presented by  viawest™

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

"C-Level gave me broader perspectives on what local, innovative companies in technology are doing, which I became interested in establishing a mutually supportive relationship with.

While I rarely take cold calls, I will pick-up the phone with technology leaders that I have built relationships with through Colorado Technology Association."

Wilson Davis
VP, Corporate IT
Western Union



www.ColoradoTechnology.org



ENGINEERING FIRMS

(Firms in Boulder and Broomfield counties ranked by revenue.*)

RANK	PREV. RANK	Company Address	Revenue 2011 Revenue 2010	Billings 2011 Billings 2010	Engineers Employees-Local Worldwide	Type engineering	Services	Headquarters No. of Local Offices	Person In Charge Year Founded Website
1	1	MWH GLOBAL INC. 380 Interlocken Crescent, Suite 200 Broomfield, CO 80021 303-533-1900, 303-533-1901	\$1,188,200,000 \$1,139,165,000	N/A N/A	5,112 566 7,000	Civil, structural, geotechnical, environmental and water resource engineering.	Provides water, wastewater, energy, natural resource, program-management, consulting and construction services to industrial, municipal and government clients in the Americas, Europe, Middle East, India, Asia and the Pacific Rim.	Broomfield 1	Alan J. Krause, CEO, President 1945 www.mwhglobal.com
2	3	S.M. STOLLER CORP. 105 Technology Drive, Suite 190 Broomfield, CO 80021 303-546-4300, 303-443-1408	\$160,032,000 \$125,000,000	\$36,650,000 \$36,000,000	15 215 795	Environmental.	Technical consulting and engineering.	Broomfield 1	Curtis G. Hull, Senior Vice President Nicholas Lombardo, President James P. Moran, Partner 1959 www.stoller.com
3	2	CAROLLO ENGINEERS INC. 390 Interlocken Crescent, Suite 800 Broomfield, CO 80021 303-635-1220, 303-635-1373	\$145,500,000 \$147,800,000	\$20,000,000 \$19,500,000	323 35 600	Environmental engineering firm. Planning, design, and construction of water and wastewater facilities.	Provides a full range of planning, design and construction management services to meet the water and wastewater needs of municipalities, public agencies, private developers and industrial firms.	Walnut Creek, California 1	Becky Luna, Associate Vice President 1933 www.carollo.com
4	4	HYDE ENGINEERING + CONSULTING INC. 6260 Lookout Road, Suite 120 Boulder, CO 80301 303-530-4526, 303-581-0839	\$14,500,000 \$14,108,059	\$1,100,000 \$783,000	15 25 130	Biopharmaceutical, biofuels, bioprocess.	Biopharmaceutical, pharmaceutical, biofuel and medical device engineering consulting services. Including validation, commissioning and qualification, FDA compliance, conceptual design, process systems design and control systems engineering.	Boulder 1	John M. Hyde, Chairman and Founder 1993 www.hyde-ec.com
5	5	ANCO ENGINEERS INC. 1965-A 33rd St. Boulder, CO 80301 303-443-7580, 303-443-8034	\$2,000,000 \$2,000,000	N/A N/A	4 15 N/A	Structural, mechanical.	Testing of materials, equipment and structures: seismic and vibration testing and analysis; custom vibration test systems; servo-electric and hydraulic shake tables and energy management consulting.	Boulder 1	Paul Ibanez, President 1971 www.ancoengineers.com
6	18	BELT COLLINS WEST LTD. 4999 Pearl East Circle, Suite 100 Boulder, CO 80301 303-442-4588, 303-786-8026	\$1,374,275 \$1,781,645	\$780,575 \$985,585	3 8 413	Water resource, civil engineering.	Drainage and flood control modeling and design; utility design including stormwater, sanitary and water, road design, construction management, mined land reclamation; wetland delineation design.	Honolulu, Hawaii 1	David J. Love, President; Principal Engineer 1985 www.beltcollins.com
7	8	CUSTOM SOLAR LLC 2840 Wilderness Place, Suite F Boulder, CO 80301 303-859-8597, 303-379-6543	\$1,200,000 \$914,724	N/A N/A	N/A 12 N/A	Civil, structural, electrical, mechanical.	Commercial, residential and municipal solar electric (PV) and solar thermal engineering, design and installation.	Boulder 1	Richele Mein, Owner Willie Mein, Owner / Manager 2008 www.CustomSolar.us
8	10	CIVILARTS INC. 1860 Lefthand Circle, Suite A Longmont, CO 80501 303-682-1131, 303-682-1149	\$1,000,000 \$860,000	\$1,000,000 \$860,000	1 15 15	Civil engineering and land surveying.	Effective civil engineering design for grading and drainage, utility infrastructure, streets, parking and platting. Specializes in boundary and Alta surveys, design mapping and subdivision platting.	Longmont 1	Frank M. Drexel, President 1994 www.civilarts.us
9	7	LORIS AND ASSOCIATES INC. 2585 Trailridge Drive East Lafayette, CO 80026-3168 303-444-2073, 303-444-0611	\$960,000 \$1,056,000	\$380,000 \$1,056,000	N/A N/A N/A	Civil, structural.	Vehicular bridges, pedestrian bridges, underpasses, civil, trails, paths and greenways, roadways and intersections, site structures, buildings, construction management.	Lafayette 1	Peter J. Loris, President 1988 www.lorisandassociates.com
10	9	PCD ENGINEERING SERVICES INC. 323 Third Ave., Suite 100 Longmont, CO 80501 303-678-1108, 303-678-1142	\$720,000 \$900,192	N/A N/A	N/A 6 N/A	Mechanical, electrical, plumbing.	Mechanical and electrical engineering, energy analysis, facility commissioning, sustainability consulting, green building.	Longmont 1	Peter D'Antonio, President 2000 www.pcdengineering.com
11	13	ASCENT GROUP INC. 4909 Pearl East Circle, Suite 201 Boulder, CO 80301 303-499-3022, 303-499-3032	\$695,000 \$875,500	\$671,200 \$809,500	6 7 7	Structural.	Provides structural engineering services on all types of building construction from residential remodels and high-end custom homes to a variety of commercial and industrial projects.	Boulder 1	Andrew C. Kelsey, Principal 2000 www.ascentgrp.com
12	11	STUDIO NYL STRUCTURAL ENGINEERS 2995 Baseline Road, Suite 314 Boulder, CO 80303 303-558-3145, 303-440-8536	\$560,000 \$592,000	\$560,000 \$592,000	4 6 6	Structural engineering.	Structural design of buildings and specialty structures including educational, institutional, commercial, residential, resort, historic and structural glass.	Boulder 1	Chris O'Hara, Co-founder Julian Lineham, Co-founder 2004 www.studionyl.com
13	NR	PHASE IV ENGINEERING INC 2820 Wilderness Place, Unit C Boulder, CO 80301 303-443-6611, 303-443-8379	N/A N/A	N/A N/A	10 15 15	N/A	A developer and manufacturer of wireless sensing and RFID systems. Solutions include battery free sensing and microminiature extremely low power systems. Provides standard products and custom engineered solutions.	Boulder 1	Richard S. Pollack, CEO, President 1992 www.phaseivengr.com
14	14	SHORT ELLIOTT HENDRICKSON INC. 4840 Pearl East Circle, Suite 200W Boulder, CO 80301 303-442-3130, 303-442-3139	N/A N/A	N/A N/A	9 11 11	Civil.	Designs civil, municipal, transportation, airport and public facilities. Architecture, environmental.	Minneapolis 1	Philip Weisbach, Principal 1928 www.sehinc.com
15	6	STRATOM INC. 5375 Western Ave., Suite A Boulder, CO 80301 720-565-9609, 720-565-6013	N/A \$1,687,363	N/A N/A	8 15 15	Product development and design, prototype capabilities, mechanical, electrical, NI LabVIEW, process, test, robotics.	Specializes in automation, robotics, unmanned vehicles, sensor integration, payload development, embedded control systems, system engineering and electro-mechanical assembly.	Boulder 1	Mark Gordon, President, CEO 2001 www.stratom.com
16	15	PERCEPT TECHNOLOGY LABS 5541 Central Ave. Suite 110 Boulder, CO 80301 303-444-7480, 303-444-1565	N/A N/A	N/A N/A	6 8 8	Reliability and compliance engineering consulting and test services.	Product testing and consulting services with local vibration, shock, environmental and battery test capabilities. Provides reliability and compliance design reviews and risk assessments. Assist clients to prove products competitive advantages and helps to meet global EMC and safety compliance standards.	Boulder 1	Marty Best, President Mark Tilleman, Sales Manager 1996 www.percept.com
17	16	SCOTT, COX & ASSOCIATES INC. 1530 55th St. Boulder, CO 80303 303-444-3051, 303-444-3387	N/A N/A	N/A N/A	6 16 16	Land surveying, civil engineering, geotechnical engineering, construction materials testing and special inspections.	Wide range of consulting services including planning, entitlements, urban redevelopment, renewable energy, residential developments, commercial/retail buildings, airports, parks and trails.	Boulder 1	M. Edward Glasgow, Principal Donald P. Ash, Principal 1959 www.scottcox.com
18	17	ATKINSON-NOLAND & ASSOCIATES INC. 2619 Spruce St. Boulder, CO 80302-3808 303-444-3620, 303-444-3239	N/A N/A	N/A N/A	3 9 10	Structural.	Evaluation of existing and historic masonry structures utilizing nondestructive and material tests, design of repair and rehabilitation plans, structural analysis, forensic engineering and litigation support.	Boulder 1	Michael P. Schuller, President 1975 www.ana-usa.com
19	NR	CLEAN ENERGY CORP. 2840 Wilderness Place, Suite F Boulder, CO 80301 303-882-2811, 303-379-6543	N/A N/A	N/A N/A	3 3 3	Civil, structural, electrical, mechanical.	Engineering, procurement and construction of solar renewable energy projects.	Boulder 1	Willie Mein, Professional Engineer 2010 N/A
20	20	HURST & ASSOCIATES 4999 Pearl East Circle Boulder, CO 80301 303-449-9105, 303-447-8815	N/A N/A	N/A N/A	3 11 11	Civil.	Civil engineering consulting.	Boulder 1	Carl Hurst, President 1986 www.hurst-assoc.com
21	21	LOPEZ SMOLENS ASSOCIATES LTD: ANALYSIS, DESIGN & TECHNICAL INVESTIGATIONS 2400 Central Ave., Suite A-1 North Boulder, CO 80301 303-447-2813, 303-447-2814	N/A N/A	N/A N/A	3 3 3	Structural, architectural, forensic.	Structural design of buildings and miscellaneous structures. Observation and investigation of existing buildings and construction.	Boulder 1	Henry Lopez, Principal Engineer Jonathan Smolens, Principal 1984 www.lopezsmolensengineers.com
22	22	THE BOULDER ENGINEERING CO. 2430 Broadway, Suite 301 Boulder, CO 80304 303-444-6038, 303-442-1172	N/A N/A	N/A N/A	3 10 10	Consulting engineering, plumbing, mechanical, electrical and solar.	Mechanical, plumbing, electrical engineering and solar services for commercial, industrial and institutional projects.	Boulder 1	G.F. Novotny, Owner 1985 www.boulderengineering.com
23	NR	BROWN CIVIL ENGINEERING 1300 Plaza Court North, Suite 101 Lafayette, CO 80026 303-551-8910, 303-551-8940	N/A N/A	N/A N/A	2 5 5	Civil.	Complete civil engineering for commercial, residential, municipal and institutional facilities.	Lafayette 1	Margaret J. Brown, President 2007 www.browncivilengineering.com
24	NR	BASE STRUCTURAL 2551 31st St. Boulder, CO 80301 303-447-9122, 303-447-3286	N/A N/A	N/A N/A	1 N/A N/A	Structural.	Structural engineering services for residential and commercial buildings.	Boulder 1	Geri Boone, Principal 1995 www.basestructural.com
25	NR	BRADEN SMITH DESIGN LLC 560 London Ave. Lafayette, CO 80026 303-440-3907, 303-440-3907	N/A N/A	N/A N/A	1 1 1	Industrial design and design engineering.	Product design combining aesthetics with manufacturability; product development from concept through production, industrial design, CAD, prototyping, design for manufacturing, sourcing.	Lafayette 1	Braden Smith, Principal 2003 www.bradendesign.com
26	19	CREATIVE CIVIL SOLUTIONS 940 Kimbark St., Suite 2 Longmont, CO 80501 303-684-8484	N/A N/A	N/A N/A	1 5 5	Civil land development.	Civil engineering, infrastructure and land development, specializing in commercial, residential, industrial, retail and educational site designs.	Longmont 1	Curtis Kostecki, Principal 2004 www.creativecivil.com
27	12	TRIDENT ENERGY SERVICES INC. 1430 Nelson Road, Suite 204 Longmont, CO 80501 303-247-0193, 303-247-0194	N/A \$592,284	N/A N/A	1 2 2	N/A	Energy consulting, engineering and strategic planning.	Longmont N/A	John F. Canfield, President 1999 www.tridentenergy.com

SOURCE: BUSINESS REPORT SURVEY

N/A: Not available. If your company should be on this list, please request a survey by e-mail to research@bcbr.com or call our research department at 303-440-4950. *Second ranking criteria is number of engineers.

RESEARCHED BY Beth Edwards

AWARDS



Anderson



Bernardi



Elmers



Garmany

Brokerage in Colorado.

Kimberly Junior, broker associate with Coldwell Banker Residential Brokerage in Boulder, has earned membership into the company's International Sterling Society, an honor bestowed upon the top Coldwell Banker broker associates worldwide. An

18-year veteran in residential and commercial real estate, Junior holds certifications as a Previews Luxury Property Specialist, Relocation Specialist, EcoBroker and EAgent. Junior also holds the Certified Residential Specialist and Certified International Property Specialist designations. She also volunteers time through several nonprofit organizations.

Karen Elmers, a broker associate with Coldwell Banker Residential Brokerage in Boulder, received the company's Rising Star Award recognizing superior sales production in 2011.

Bret Gibson, volunteer fire chief of the Four Mile Fire Protection District, will receive the Spirit of the Red Cross Award during the 10th Annual American Red Cross Breakfast of Champions for his exemplary demonstration of voluntary service, efforts to promote community preparedness and unwavering dedication to emergency response. The awards ceremony will

be from 7:30 to 9 a.m., Thursday, March 15, at the Hyatt Regency at the Colorado Convention Center, 650 15th St. Denver.

The Colorado-Wyoming Chapter of the National MS Society conferred emeritus status upon former board trustee and Boulder neurologist **Dr. George Garmany**, for his commitment, outstanding contributions and more than 30 years of board service. Garmany is the fifth person to receive this honor in the chapter's 53-year history.

Downtown Boulder Inc. announced its 2011 Downtown Award winners during its annual luncheon at the Hotel Boulderado. Recipients were: Ron Porter Lifetime Achievement Award: **Nolan Rosall**, RRC Associates; Rising Star Award: **Will and Coral Frischkorn**, Cured; Outstanding Property Owner: **Nick and Helen Forster**, eTown Hall; Outstanding Community Service: **Boulder Startup Week**, **Ef Rodriguez**; and Business of the Year: **Weekends**, **John Schopbach**.

The nonprofit **Colorado Solar Energy Industries Association** based in Boulder received The Policy Innovation of the Year award from the editors of Renewable Energy World for its work on a new state law governing solar permits. The Fair Permit Act extends existing caps on solar permit fees and closes loopholes to create additional cost reductions. The Fair Permit Act HB-1199 was sponsored by Rep. Bob Gardner and Sen. Bob Bacon. The award was part of

the 2011 Excellence in Renewable Energy Awards at Renewable Energy World North America Conference and Expo in Long Beach, California.

Betsy Doughty, Boulder-based Spectra Logic Corp.'s director of channel and partner development; **Brad Painter**, vice president of channel sales for Longmont-based Dot Hill Systems Corp. (Nasdaq: HILL); and **Rick Merlo**, vice president of sales at Nex-Gen Storage in Louisville, have been named among CRN's 2012 Channel Chiefs. The list recognizes leaders in information technology who promote and drive channel sales and growth within their organizations.

Boulder-based **GeoPalz** received a Parents' Choice award for its pedometer, an activity tracker connected to a website where kids can keep track of their activity. **Slice of Lime**, a Boulder strategy and design agency, worked with GeoPalz to create the website where kids can track their steps while learning fitness facts on the way to earning points and prizes for every step they take.

The **Quality Inn & Suites Boulder Creek** hotel in Boulder received a 2012 Platinum Hospitality Award from Choice Hotels International, Inc. (NYSE: CHH), franchisor of the Quality brand. The hotel has demonstrated an exceptional focus on guest satisfaction and dedication to providing superior service. Additional award criteria are evaluated by Choice Hotels through its official property ranking reports.

DIGITAL from 11A

made software developer kits iOS and Android programmers can use to create apps of their own.

Digital tools are enhancing the way people explore the world, EarthvisionZ LLC founder and CEO Carla Johnson said during her presentation.

EarthvisionZ is a Boulder-based company that has developed a "geospatial platform" that enables users to develop data-rich three-dimensional renderings of the earth.

EarthvisionZ "picks up where Google Earth" left off by creating "virtual earth experiences" that can be customized by users, Johnson said. That turns looking at a map into an immersive social exercise where people from around the world can help each other visualize distant environments and give them greater context about breaking news stories.

Humans are better able to grasp

information when it is presented to them in three dimensions, Johnson said. While a two-dimensional map could give you a sense of how close a city is to the epicenter of an earthquake, a 3-D platform can immediately convey to a user how dense it is or how vulnerable it will be to landslides.

Using digital tools to better inform and connect people to the world around them is more than just a teaching opportunity, Johnson said. Companies like Apple and Google are spending billions to collect location data and figure out ways to make that data useful to consumers and businesses.

Digital media also can be harnessed to change the world in a political sense, said Rob Schuham, founder and CEO of Action Marketing Group, a marketing company based in Boulder.

Schuham is an activist focused on

educating people about global climate change. He is chief buzz/digital officer of The Climate Reality Project, an initiative founded by Al Gore.

The project's goal is to use the Web and social media to connect activists around the world and provide them with high quality educational videos and articles they can use to spread information about how climate change is occurring, its causes and its consequences.

The Climate Reality Project's largest effort to date was "24 Hours of Reality," an online event that provided a day's worth of information about the link between extreme weather and climate change.

The goal was for 2 million people to watch. On Sept. 14, 8.65 million people watched the presentation in September, with an average viewer watching for 58 minutes. A total of 10 million people have now viewed

videos of the event.

The key was to create compelling presentations modeled on Gore's presentation in "An Inconvenient Truth," Schuham said. The presenters were drawn from activists around the world and in 13 languages.

"If the content isn't sticky and interesting, who cares?" Schuham said.

The symposium did take the chance to look back and honor a man who shaped digital media over the past 30 years. Pixar cofounder and two-time Academy Award winner Alvy Ray Smith delivered the keynote address and received a lifetime achievement award.

The symposium is an annual event and a collaboration between the Colorado's Creative Industries Division, Boulder Convention and Visitors Bureau and the Boulder International Film Festival.

BCBRDAILY from 2A

Energy Corp. for more than seven years. The company, headquartered in Chicago, is the North America unit of Suzlon Energy Ltd., which is based in Pune, India and operates in 32 countries and is the world's fifth-largest wind power supplier, according to a market study cited on its website. Cukurs helped Suzlon expand into North America, according to a media release from Boulder Wind Power.

Before that, Cukurs was CEO of NEG Micon Wind Energy Corp. of North America, which was acquired by Vestas in 2004.

Butterfield's experience is heavy on the research side, and includes 25 years with the National Renewable Energy Laboratory's Wind Technology Center. For his last 10 years at NREL he was the center's chief engineer.

Boulder Wind Power is in the process of moving to a new headquarters in Louisville at 1812 Boxelder St. in the Colorado Technology Center. It will occupy all of the 34,329-square-foot building.

Louisville and Boulder Wind Power worked out an incentive deal that

could rebate the company \$531,000 in use taxes over five years. *Posted Feb. 17.*

Optics firm hires CEO

BOULDER — Research Electro-Optics Inc. in Boulder hired photonics industry veteran Paul Kelly as its new president and chief executive, replacing Terry Moisher.

REO manufactures produces high-precision thin-film coatings, optics and opto-mechanical assemblies for the ultraviolet, visible and infrared.

Kelly has more than 25 years of experience in managing and growing high-tech businesses. Most recently, he served as president of Microscan and Particle Measuring Systems, a maker of laser-based particle measuring instruments for the semiconductor and pharmaceutical industries.

Privately held REO primarily services medium- to high-volume original equipment manufacturers including manufacturers of defense and aerospace systems, laser systems, semiconductor tools, medical sys-

tems, life sciences instrumentation and telecom equipment. *Posted Feb. 21.*

Tendril buys software firm

BOULDER -Tendril Networks Inc. has acquired a San Francisco-based software company and will open an office in the city.

Tendril, a Boulder-based company developing a cloud-based energy management platform, purchased Recurve Inc. for an undisclosed price, the company announced in a press release.

Recurve makes residential energy auditing and analytics auditing software Tendril will incorporate into its Tendril Connect platform.

"This is a very organic fit," said Adrian Tuck, Tendril's CEO. "Recurve has been providing deep residential energy auditing software for years to the home-energy services and retrofit industry. We're thrilled to be leveraging Recurve's leading building modeling analytics as part of our cloud platform. This enables us to deliver more value to our customers and to

add Recurve's software development expertise to our growing ranks."

Recurve's current employees will join Tendril and will help form the new West Coast operations unit. Recurve's CEO Andy Leventhal will join Tendril's management team.

The San Francisco office will be Tendril's fourth, going along with offices in Boston and Melbourne, Australia. *Posted Feb. 24.*

Hershey ups stake in Tri-Us

BOULDER — The Hershey Co. invested \$6 million in Tri-Us Inc. beverage company in January, raising its stake in the Boulder company to 69 percent, according to federal regulatory documents.

Tri-Us Inc. makes the mix1 all-natural sports nutrition drink, which is targeted at athletes. The company does business as mix1 Beverage Co. Company spokesman Todd Berg was not immediately available for comment about how the local office was affected by Hershey's latest investment. *Posted Feb. 21.*

Of mother's milk and unintended pregnancies

Lots of local moms have donated breast milk to a regional milk bank for the last 20 years.

Boulder Community Hospital was honored recently as the local 20-year collection point for donated breast milk. The nonprofit group Mothers' Milk Bank's Denver office distributes the milk to 26 different states and 40 different hospitals around the country.

Some 45 donors gave milk to Boulder Community Hospital in 2011, said Laraine Borman, project director. Colorado has six collection points for the Denver bank, one of 10 such milk banks in the United States.

Breast milk demand has skyrocketed in recent years, as new research shows how important it can be for babies. The donated milk goes to preemie babies — specifically to babies who have necrotizing enterocolitis, an illness in which a baby's intestines develop an infection that requires surgery.

Hospitals often can see a 10 percent to 15 percent rate of necrotizing enterocolitis, or NEC, Borman said. Breast milk helps prevent the illness, she said.

Participating women pump their breast milk at home, freeze it in their freezers, then hand it over to couriers who take it to a depot where it's sterilized and refrozen. The milk bank carries special "brands" of breast milk, from the "nondairy" kind from women who eat

no dairy products, to colostrum, the pre-term milk that gives babies a big boost to their immune systems.

No chocolate milk, yet, though, Borman said.

'Beforeplay'

There's a new statewide campaign to end unintended pregnancies — especially for 18-to-29-year-olds.



MEDICAL FILE

Beth Potter

Department of Public Health and Environment and the Colorado Initiative to Reduce Unintended Pregnancy.

Unintended pregnancies cost Colorado's Medicaid program more than \$160 million annually.

Broken down into more manageable numbers, for every \$1 invested in family planning, nearly \$4 is saved in unintended pregnancy costs, said Susan Levy, executive director of the local Boulder Valley Women's Health Center's clinics in Boulder and Longmont. The local clinics are heavily involved in the Beforeplay campaign.

Boulder Valley Women's Health offers free services to anyone under

"Beforeplay" is the somewhat-risqué-but-in-a-cute-way tagline on the new campaign sponsored by the Colorado

20, and the campaign tries to speak teens' language. For example, Beforeplay's "Just Talk About It" marketing message is a variation on the hugely popular "Just Do It" Nike shoes and clothes ad campaign.

In general, the number of teen pregnancies have been on a downward trend in Boulder County the last 15 years or so, Levy said. The largest percentage of teen births in the county are still among teens in Longmont, she said.

Amgen and the FDA

Amgen Corp.'s bid to expand the potential uses for its anti-bone fracture drug denosumab has met resistance from the U.S. Food and Drug Administration.

The drug under the trade name Xgeva has been approved to help prostate cancer patients lower their increased risk of bone fractures. The drug under the trade name Prolia has been approved for post-menopausal women with osteoporosis.

Denosumab is made at Amgen's plant in Boulder. Thousand Oaks, Calif.-based Amgen (Nasdaq: AMGN) employs about 725 people in Longmont and Boulder.

Amgen conducted a study on 1,432 men to show that bone metastases in men with prostate cancer were delayed an average of four months when given the drug, according to published reports

in medical trade journals. The FDA's Oncologic Drugs Advisory Committee said that the drug offered statistical benefit but not a clinical benefit, according to those same reports.

When asked how Amgen felt about the Thursday, Feb. 23, vote from the FDA saying the drug did not offer a clinical benefit for the new use, spokeswoman Christine Regan referred to this statement from the company:

"We look forward to further discussions with the FDA as they continue to review our application. The development of bone metastases in men with castration-resistant prostate cancer is a clinically significant event, and delaying bone metastases in these men is a clear unmet need with no approved therapies."

She declined to comment further other than to say that Amgen is looking forward to a Prescription Drug User Fee Act "action date" meeting scheduled for Thursday, April 26. The Prescription Drug User Fee Act is a federal rule that requires drug makers such as Amgen to pay fees to the FDA for reviews of their drug applications. The fees cover about half of the FDA's budget. In general, the money seems to help create faster review times for drug applications, according to industry reports.

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

More work to be done in mental-health care

In 2003, a report was published that outlined Colorado's fragmented and underfunded systems for delivering mental-health care. At the time, many were shocked to learn that one in five Coloradans needed mental-health treatment, but only one-third of them received it.

Flash forward nine years and improvements have been made — including incremental increases in funding, collaboration and the availability of integrated behavioral health services in primary-care settings — but there is still a lot of work to do. This is according to an analysis recently released by Advancing Colorado's Mental Health Care, a collaborative project of Caring for Colorado Foundation, the Colorado Health Foundation, The Colorado Trust and The Denver Foundation.

The Status of Behavioral Health Care in Colorado reveals many truths about the current delivery systems for mental-health and substance-use-disorder care in the state:

One in four Americans and 1.5 million Coloradans need behavioral-health care. This ranges from individuals with mild depression to those with severe, often very complex, needs.

The state ranks 32nd nationally for mental-health spending. Substance-use disorder treatment and prevention spending rates are one-third the national average.

Coloradans with the most complex behavioral health needs are accessing services through multiple systems, too often receiving ineffective, uncoordinated care and driving up overall health-care costs.

Eighty-two percent of psychiatrists, 86 percent of child psychiatrists and essentially all psychiatrists specializing in substance use disorder treatment practice only in Denver and Colorado Springs.

Specific populations — including questioning youth, veterans and Coloradans of color — struggle to access needed care. Coloradans of color are disproportionately served in correctional settings.

Colorado is a leader in promoting integrated behavioral health care. There are more than 100 sites statewide providing mental health/substance-use disorder care in primary-care settings.

The status report also provides several recommendations stakeholders must consider. It is understood that budgets are tight statewide. But behavioral health care doesn't have to be one of the first services on the chopping

block during a state budget crisis. In fact, it is considered one of the Colorado Department of Public Health and Environment's 10 Winnable Battles, indicating its importance to the Hicklooper administration.

Policymakers, administrators, providers and advocates should begin by:

Focusing on the redeployment of current resources. When human services, behavioral health and primary care are integrated, costs go down and outcomes improve.

Targeting provider workforce-expansion efforts to access in communities outside metro Denver and Colorado Springs and in specialized areas of need. Mental Health America of Colorado is currently developing a comprehensive strategic plan to examine Colorado's behavioral health workforce challenges, which includes addressing the provider shortage in rural and frontier areas of the state. Efforts to expand telemedicine programs and loan repayment eligibility criteria for providers will also play a role.

Increasing access to person-centered medical homes and evidence-based

practices in treatment settings. From the Marillac Clinic in Mesa County to Colorado West in Summit County to the Mental Health Center of Denver, many providers are already exploring the effectiveness of these initiatives. State correctional agencies have expanded access to evidence-based practices that have been shown to reduce recidivism.

Behavioral health conditions impact individuals, families and communities of all socioeconomic backgrounds. Coloradans deserve the opportunity to access care in a preventive, integrated fashion, not when they present in correctional settings, child welfare cases or homeless shelters. We must also increase literacy about mental health issues and substance use disorders before they manifest into crisis points — job losses, domestic violence or suicide — to help those closest to us seek treatment, if needed.

The Status of Behavioral Health Care in Colorado has many implications for the state's behavioral and broader health systems. Important steps have been taken to reduce fragmentation and improve care since 2003. Now, we must take this progress a step further. We look forward to the challenge.

Don Mares is president and CEO of Mental Health America of Colorado, and Dr. Carl Clark is CEO of Mental Health Center of Denver.



Donald Mares



Dr. Carl Clark

GUEST OPINION

BUSINESS DIGEST

OPENINGS

Megan Barksdale, Laura Moore and Lucy Waugh plan to open **Jovie** on March 3, a high-end boutique for tweens, those between 9 and 12 years old (grades 4th through 7th) at 2015 13th St., in downtown Boulder. Jovie will carry American made, fair trade and sustainable lines. Labels Splendid, Ella Moss, Joes Jeans, Eliane et Lena and Twelfth Street Girl from designer Cynthia Vincent. For more information contact Waugh at lucy@shopjovie.com, 303-862-9002.

NAME CHANGES

Boulder County Aging Services, a division of the county's Community Services department, changed its name to **Boulder County Area Agency on Aging**.

BRIEFS

The **National Lightning Safety Institute** in Louisville completed an audit of the Mid-Atlantic Regional Spaceport's launch site O-A at Wallops Island, Virginia, for lightning protection and safety. The audit verifies compliance with NASA, Air Force and other lightning protection codes and standards. Physical measurements of air terminals, bonding, shielding, grounding and surge protection were part of the audit.

Boulder Fastframe at 2327 30th St., Boulder, is celebrating 10 years in business. It provides custom picture framing, ready made frames, mounting, matting, and local artist exhibits. Specials offered throughout March.

CONTRACTS

Boulder-based **Metzger Associates**, a technology public relations and digital marketing firm, added 10 clients: TrackVia, iX Mixer, Creative Brain, Liquid Compass, Vapor Tech, e2eDental, Referzo, FastMax, iGivefirst and Argoz.

Arby's Restaurant Group Inc., the nation's second-largest quick-service sandwich chain, has selected **Crispin Porter + Bogusky**, Miami, as its national advertising and digital agency of record, succeeding



COURTESY BALL CORP.

Broomfield-based Ball Corp. (NYSE: BLL), made cans for Boulder-based craft beer brewer Avery Brewing Co. using Ball's Eyeris Enhanced Graphics printing. The Eyeris printing technique improved the definition and fine detail of Avery's beverage can graphics, creating a 360-degree miniature billboard with every can for Avery brands including, from left, White Rascal, Joe's Premium American Pilsner, India Pale Ale and Ellie's Brown Ale.

BBDO New York. Crispin Porter + Bogusky, a member of the MDC Partners network, has an office in Boulder.

GRANTS

Researchers at the **University of Colorado**, Alexander Repenning and co-investigators Kris Gutierrez and David Webb from the School of Education, have received a \$1.5 million grant from the National Science Foundation to continue video-game design research. The researchers are tracking how video-game design engages students in computational thinking and STEM

simulation design. STEM simulations are computer programs that model natural and social phenomena, such as how a forest fire spreads from tree to tree. Students design these simulations to learn science, technology, engineering and mathematics, or STEM.

University of Colorado Boulder faculty members **Pieter Johnson** and **Rebecca Safran** each received grants from the National Science Foundation. Johnson was awarded \$700,000 over five years to study how ecological diversity in natural communities

can affect disease risk for amphibians. Safran was awarded \$850,000 over five years to study genetic differences in barn swallow populations to gain a greater understanding of how new species are formed.

Thistle Communities, a Boulder-based nonprofit that develops affordable homes for buyers and renters in Boulder County, received \$326,000 in flexible grants from NeighborWorks America, a national network of independent nonprofits. The grant will support Thistle's affordable housing and community development activities.

API Engineering LLC, a two-man firm in Lafayette, received a \$500,000 Small Business Innovative Research grant from the U.S. Office of Naval Research to continue work on developing fuel cells that can help power unmanned underwater vehicles. The Navy is developing underwater vehicles that can be thought of as nautical counterparts to the Air Force's unmanned drones, API Engineering's president Ken Presley said.

SERVICES

Louisville-based **Global Health Exchange** launched Connect 2 Customers, a web-based solution that health-care suppliers can access from any mobile device to automate order and inventory management. It streamlines processes and provides real-time visibility into the consignment product sales cycle.

Creekside Cancer Care in Lafayette will begin offering a radiation therapy to treat all types of cancer. The TomoTherapy HD treatment system attacks the cancer and not the cells around it. The system works similar to that of a CT scanner, revolving around the patient and treating the cancer in slices.

Deadline to submit items for Business Digest is three weeks prior to publication of each biweekly issue. Mail to Editor, Boulder County Business Report, 3180 Sterling Circle, Suite 201, Boulder, CO 80301-2338; fax to 303-440-8954; or e-mail to news@bcbr.com with Business Digest in the subject line. Photos submitted will not be returned.

DEVELOPER from 1A

park, and most are on Taylor Avenue.

The 12 parcels acquired from Colorado Tech Land Co. are being offered for sale or build-to-suit. Etkin Johnson does not have any building plans in the works yet.

"If the economy continues to grow and we see greater demand, that might change," Johnson said.

The area is drawing more companies, and many are looking at the tech center. Etkin Johnson clients in the CTC, which include Fresca Foods, Pearl Izumi USA Inc. and Kiosk Information Systems Inc., also are growing and could need new space.

Etkin Johnson's moves are based on current or emerging trends and are not dependent on the development of the research and training center proposed by ConocoPhillips Co.

"We believe there's demand to move forward without the development of Conoco Phillips," Johnson said.

Etkin Johnson and Louisville also have agreed to a tax rebate package to assist the company in the construction of a 59,000-square-foot industrial building at 1960 Cherry St. The building is a spec project and is expected to cost about \$2.9 million to build the core and shell, according to a city memorandum.

The land currently is owned by the city, but the developer is expected to acquire it by the end of the February, according to Louisville staff.

The package would give Etkin Johnson rebates on building permit fees and building use tax of up to \$35,680, provided the building is completed by Feb 21, 2015.

Etkin Johnson Group's investment in the CTC has not been limited to

land. In November it purchased the vacant 34,329-square-foot flex building at 1812 Boxelder St. for \$1.85 million. Boulder Wind Power, a Boulder-based company that is developing wind turbine technology, is moving into the building.

The Colorado Technology Center also is attracting the attention of the

“We believe there's demand to move forward without the development of Conoco Phillips.”

Aaron Johnson

DIRECTOR OF ACQUISITIONS AND FINANCE,

ETKIN JOHNSON GROUP

founder of an innovative incubator for natural food companies.

Jeff Greenberg is trying to launch the Kitchen Coop, an incubator where 30 to 50 small food-manufacturing companies could share space and facilities.

The companies would share commissary kitchens along with warehouse and office space. There also would be experts on site able to provide legal, financial and management advice, Greenberg said.

Greenberg said he is looking for a 32,000-square-foot building, and Louisville is the leading candidate. Other cities in the area also are being considered, he said.

—Beth Potter contributed to this report.

CHIMPS from 3A

team of approximately 25 climbers who help her get the word out about her products at a variety of climbing events.

A stuffed animal chalk bag retails for \$40; a chalk pot, which is slightly larger and sits on the ground rather than being attached to the climber, retails for \$45.

"Right now, the idea sells itself," Bogardy said. "The company is more about making sure people are having fun with climbing, and they're not stressed out about it."

In a sport like rock climbing, Bogardy's untraditional marketing approach seems to be generating plenty of customer interest in a short time. For example, her team members at competitions have generated pictures and buzz in rock climbing magazines, and the products she donates to events are slowly spreading around the United States and around the globe.

The idea for Crimp Chimps basically came six years ago, when Bogardy sewed her own climbing chalk bag into a stuffed animal monkey she already had. Other climbers started asking her where they could get one.

The name Crimp Chimps, comes from the climbing term "crimp," which means the climber has to use just his or her fingertips to hold onto a wall, rather than a whole hand, and "chimp," the first animal chalk bag.

Young climbers love the warm and fuzzy chalk bags, said David Turrentine, general manager of Atlanta Rocks, a climbing gym in Georgia, which carries the products.

"As soon as I saw the designs, I showed them to parents with kids, and they freaked out and wanted them right away," Turrentine said. "We do a fair trade on them."

Bogardy is looking to grow with

help from the local Small Business Development Center office at the Boulder Chamber. Since she currently works full-time at The Spot Bouldering Gym and sews the chalk bags into pre-made stuffed animals at home in her spare time, Bogardy recently hired a contract sewing person to help her keep up with demand.

"The company is growing, and it's growing rapidly, but I don't have the funds to pay somebody to create inventory to sell and have in stock," Bogardy said. "If I had multiple people handling sewing and orders and marketing, that's really what I need to grow."

Based on the company website, (www.stuffedanimalchalkbag.com), Crimp Chimps looks poised for growth, said Sharon King, director of the Small Business Development Center in Boulder County. The center runs programs that can help small businesses obtain funding and grow, King said.

"Her customers have voted with their dollars. She's obviously using the right channels to reach her market," King said.

She buys stuffed animals online from a wholesale novelty company, then sets them up in an assembly line in her kitchen, cuts them open and sews the chalk bags into them.

Bogardy estimates she has spent a little more than \$5,000 on team apparel and sponsorships, and has yet to break even. She started climbing in 2006 at the Earth Treks climbing gym in Baltimore, Maryland, and worked there before moving to Colorado to get her master's degree. Her bags are carried locally at Neptune Mountaineering, at some rock climbing stores in Maryland, one in Scottsdale, Arizona, one each in Mexico and Norway, and online.

ON THE JOB

ADVERTISING, COMMUNICATIONS

Advertising agency CP+B in Boulder promoted Steve Erich to managing director, Mike Danko to associate creative director and Kate Hildebrandt to executive producer. Erich has been a partner at CDP+B since 2008. Erich has been instrumental in many of the agency's new business wins, long-term client relationships and continued global growth. He previously was a group account director. Danko has been with CP+B for five years and most recently was a senior copywriter. Hildebrandt has worked as a senior producer at CP+B for the past three years.



Danko



Erich



Hildebrandt

economic and investment research and financial planning analysis at Harbor Financial.

Kingsbery Baris Vogel Nuttall CPAS and Advisors PC promoted **Christopher L. Denham** to principal. Denham, a certified public accountant and attorney, received his undergraduate degree in accounting from the University of Colorado-Denver, magna cum laude, and attended University of Colorado-Boulder law school. His emphasis is in estate and gift tax, and also practices in all areas of tax for all entity types.

Superior-based **Key Equipment Finance**, a bank-held equipment finance company and an affili-



Katz

ate of KeyCorp (NYSE: KEY), named **Jonathan Katz** as vice president of business development for its Canadian operations. Katz will be based out of the Canadian office in Burlington, Ontario, and be responsible for enhancing, structuring and managing the efforts of the company's Canadian sales verticals. Katz held various positions of increasing responsibility at GE Capital Canada Inc., most recently as manager, intermediary funding.

HEALTH CARE

Boulder Valley Women's Health Center added five new members to its board of directors: **Megan Bush**, MBA student, CU-Boulder Leeds School of Business; **Dr. Casey Gallagher**, Boulder Valley Center for Dermatology; **Linda Hall-Taylor**, licensed clinical psychologist in private practice, Longmont; **PJ McGuire**, medical student, CU-Denver School of Medicine; and **Lisa Moffitt**, licensed professional counselor and supervisor with Mental Health Partners, Longmont.

HIGH TECH

Longmont-based data-storage firm Dot Hill Systems Corp. (Nasdaq: HILL), appointed **Barry Rudolph** to its board of directors. Rudolph retired from IBM in 2010, after working in storage and networking for 32 years.

NONPROFIT

Boulder County CareConnect named **Emily Ditty** executive director. Ditty has worked for the nonprofit for seven years. CareConnect promotes the security, comfort and independence of seniors and adults with disabilities.

The Latino Community Foundation of Colorado based in Denver appointed five new board members. They are **Diego Hunt** of Holland & Hart, **Monique Lovato** of Xcel Energy, **Carlos Martinez** of The Center, **Theresa Peña** of Denver Education Compact and **Gary Poling** of True North Capital Group. The foundation was launched in 2007 with the vision and support of Rose Community Foundation to increase philanthropy in the Latino community and to increase the capacity of Latino nonprofit organizations.

Isabel McDevitt was named executive director of Bridge House, a day shelter in Boulder for the homeless and working poor. She has more than 12 years of experience developing and implementing solutions to homelessness including housing and workforce development programs.

Mental Health Partners, a mental-health provider in Boulder and Broomfield counties, appointed **Bill Myers** as director of development and public information, and executive director of the Mental Health Partners Foundation. Myers has more than 20 years of experience leading nonprofit development programs and fundraising campaigns in mental health, education, conservation and human services. Previously, Myers was vice president of development for the I Have a Dream Foundation of Boulder County, and held director positions with the Menninger Foundation, Colorado State University, the Nature Conservancy and the University of Kansas, in addition to serving as vice president and senior consultant with Partners In Philanthropy Inc.

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

NEW IN 2012: Reach the region's top INNOVATORS

Publication Date: April 2012

RESEARCH COLORADO

Showcasing the research strengths at Colorado's universities, federal labs and related industries.

An annual glossy, four-color magazine with in-depth articles on key research initiatives, new technologies, researchers, patents, technology transfer, sponsored research, venture capital, etc.



Distribution - 25,000 copies:

- 13,000 inserted in BCBR and NCBR.
- Copies distributed to every state legislator and key state economic-development and budgetary officials.
- Copies distributed to research universities and federal laboratories.
- Copies distributed through Colorado Office of International Trade.
- Interactive PDF (Page Turn Pro) placed on all three websites for 6 months.
- Research Colorado micro site hosted by Business Reports.

Publishing: Fall 2012

DISCOVERIES

UNIVERSITIES, LABS & THE ECONOMY

Spotlighting the economic impact of Colorado and Wyoming's research universities, federal labs and related industries.

A comprehensive newspaper special section publishing in BCBR, WBR and NCBR exploring the relationship between university laboratory research and the economic health of the region.

BOULDER COUNTY BUSINESS REPORT
303-630-1945

Northern Colorado BUSINESS REPORT
970-221-5400

WYOMING BUSINESS REPORT
307-638-3200

XCEL from **3A**

would be closed to Boulder residents until the city decides if it wishes to condemn the electric distribution system.

New participation in energy efficiency and demand-side management programs would be limited so spending does not exceed the revenue received from Boulder customers.

"Absent an agreement with the city, these proposed changes are the best solution allowing Xcel Energy to continue to offer the programs in Boulder without creating additional costs and risks for other customers throughout Colorado," Davis said in the release.

EYE from **3A**

dent-led shoe design challenge, was capped off by having school headmaster Mike Shields don the winning design, a pink ballet flat designed by seventh-grader Michelle Kofman.

The winning design was chosen by a panel of judges, including Crocs execs.

Crocs also presented the other students who took part in the challenge with Crocs shoes imprinted with their own personalized design.

LEADS

Bankruptcies

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

BANKRUPTCIES

Boulder County

Chapter 7
BONNIE ALISON BRODIE, 936 PRATT ST, LONGMONT; CASE #2012-11576, DATE FILED: 2/1/12.

DENNIS WAYNE DRUM, 2232 STEELE STREET, LONGMONT; CASE #2012-11611, DATE FILED: 2/1/12.

SHAWN PAUL BISAILLON, 3444 HURON PARK AVE, SUPERIOR; CASE #2012-11642, DATE FILED: 2/1/12.

COLBY BOCK, 1381 OLIVE CT, ERIE; CASE #2012-11657, DATE FILED: 2/1/12.

MICHAEL G JANSEN, 1758 PRESTON DR, LONGMONT; CASE #2012-11675, DATE FILED: 2/1/12.

JUDE THADDEUS BALSAMO, 2892 JAY ROAD, BOULDER; CASE #2012-11677, DATE FILED: 2/1/12.

JENNIFER KASPER, 1391 AGAPE WAY, LAFAYETTE; CASE #2012-11725, DATE FILED: 2/1/12.

DALE S PEARSON, 1053 W CENTURY DRIVE, LOUISVILLE; CASE #2012-11742, DATE FILED: 2/1/12.

JEFFREY MICHAEL SAMARCHUK, 3792 N 119TH ST, LAFAYETTE; CASE #2012-11744, DATE FILED: 2/1/12.

MARGARET TARI GREWE, PO BOX 1726, NEDERLAND; CASE #2012-11789, DATE FILED: 2/2/12.

HAROLD MERTON HAAS, 2335 MOUNTAIN VIEW AVE, LONGMONT; CASE #2012-11826, DATE FILED: 2/3/12.

GREGG D TARANTINO, PO BOX 1023, NEDERLAND; CASE #2012-11843, DATE FILED: 2/4/12.

SHARON K WILDRICK, 2220 MEADOW ST, LONGMONT; CASE #2012-11870, DATE FILED: 2/5/12.

BARBARA ANN HASKINS, 2540 SUNSET DR APT 121, LONGMONT; CASE #2012-11871, DATE FILED: 2/5/12.

HEATHER NOELLE BRINKLEY, 2708 DENVER AVE, LONGMONT; CASE #2012-12061, DATE FILED: 2/9/12.

KIM JOANNE STEPHENS, PO BOX 143, LYONS; CASE #2012-12063, DATE FILED: 2/9/12.

MARIEPIERRE NICOLETTI, 3120 BROADWAY #202, BOULDER; CASE #2012-12082, DATE FILED: 2/10/12.

KATHERINE MARIE HARVEY, 1226 S COFFMAN STREET #104, LONGMONT; CASE #2012-12118, DATE FILED: 2/10/12.

Chapter 13
ANDREW MORRISON YOUNG, 3022 THUNDER LAKE CIRCLE, LAFAYETTE; CASE #2012-11890, DATE FILED: 2/7/12.

JOAN CARLSON, 2144 BOWEN STREET, LONGMONT; CASE #2012-12052, DATE FILED: 2/9/12.

BENJAMIN GILBERT MARTINEZ, 785 JACQUES WAY, ERIE; CASE #2012-12112, DATE FILED: 2/10/12.

Broomfield County

Chapter 7
SARAH LOIS DEJOIE, 12530 MEADE CT, BROOMFIELD; CASE #2012-11730, DATE FILED: 2/1/12.

VICKI LYNN DICARLO, 140 DAPHNE WAY, BROOMFIELD; CASE #2012-11842, DATE FILED: 2/4/12.

DEBORAH ANN HODGES, 12205 NORTH PERRY #71, BROOMFIELD; CASE #2012-11848, DATE FILED: 2/4/12.

RANDALL LEWIS NICHOLSON, PO BOX 302, BROOMFIELD; CASE #2012-11909, DATE FILED: 2/7/12.

LORI LYNN GARDNER, 9922 QUAY WAY, BROOMFIELD; CASE #2012-11964, DATE FILED: 2/8/12.

KIMBERLY ELIZABETH HUDSON, 105 KOHL STREET, BROOMFIELD; CASE #2012-11980, DATE FILED: 2/8/12.

Foreclosures

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

Chapter 13

GENE H SMITH, 375 MAIN ST, BROOMFIELD; CASE #2012-11610, DATE FILED: 2/1/12.

FORECLOSURES

Boulder County

BORROWER: AMANDA C & TERENCE J OHAGAN, 3270 BASALT CT, SUPERIOR, 80027-6091. LENDER: CENLAR FSB. AMOUNT DUE: \$319977. CASE #2008-2904854. DATE: 1/31/12.

BORROWER: HERMAN ROMERO, 12198 JASPER RD, ERIE, 80516-6909. LENDER: WELLS FARGO BANK. AMOUNT DUE: \$300026. CASE #2008-2934775. DATE: 1/25/12.

BORROWER: SAMUEL H & CYNTHIA L CLARK, 10850 N 65TH ST, LONGMONT, 80503-9073. LENDER: CITIMORTGAGE INC. AMOUNT DUE: \$256123. CASE #2002-2341717. DATE: 1/26/12.

BORROWER: RHONDA RAWLINS, 1057 W CENTURY DR APT 221, LOUISVILLE, 80027-1640. LENDER: CITIMORTGAGE INC. AMOUNT DUE: \$254350. CASE #2006-2765079. DATE: 1/30/12.

BORROWER: JOHN BRADLEY IVERS, 592 CLEVELAND AVE, LOUISVILLE, 80027-2711. LENDER: BANK AMERICA. AMOUNT DUE: \$226611. CASE #2004-2632568. DATE: 1/27/12.

BORROWER: CARLA A & DAVID KOEHLER, 5630 BLUE MOUNTAIN CIR, LONGMONT, 80503-2708. LENDER: WELLS FARGO BANK. AMOUNT DUE: \$224911. CASE #2008-2969675. DATE: 1/30/12.

BORROWER: BLAS & MARIA ORTEGA, 1745 ATWOOD ST, LONGMONT, 80501-2001. LENDER: US BANK NATIONAL ASSOCIATION N. AMOUNT DUE: \$210000. DATE: 1/27/12.

BORROWER: PAMELA K MYRICK, 910 PASQUE DR, LONGMONT, 80504-3929. LENDER: CITIMORTGAGE INC. AMOUNT DUE: \$188611. CASE #2005-2716288. DATE: 1/25/12.

BORROWER: ROBERT A JOHNSON, 2639 MOUNTAIN VIEW AVE, LONGMONT, 80503-2308. LENDER: AURORA BANK FSB. AMOUNT DUE: \$185575. CASE #2004-2605054. DATE: 1/27/12.

BORROWER: PATRICIA A BIRT, 3 BIRDSILL PL, LONGMONT, 80501-1209. LENDER: BANK NEW YORK MELLON TRUST CO. AMOUNT DUE: \$175372. CASE #2002-2316330. DATE: 1/30/12.

BORROWER: CAMILE HOWERTON, 1308 S SHERMAN ST, LONGMONT, 80501-6520. LENDER: WELLS FARGO BANK NATIONAL ASSO. AMOUNT DUE: \$173557. CASE #2004-2555473. DATE: 1/27/12.

BORROWER: CENTERRA HOMES INC, 1575 STARDANCE CIR, LONGMONT, 80504-8833. LENDER: CASTLE ROCK BANK. AMOUNT DUE: \$171573. CASE #2007-2891537. DATE: 1/24/12.

BORROWER: ADRIAN & MARIA L BAUTISTA, 1902 MOUNT SNEFFELS ST, LONGMONT, 80504-2084. LENDER: US BANK NATIONAL ASSOCIATION. AMOUNT DUE: \$167972. DATE: 1/30/12.

BORROWER: LINDSAY M & MATT N SCOTT, 2303 GRANT ST, LONGMONT, 80501-1023. LENDER: COLORADO HOUSING FINANCE AUTHO. AMOUNT DUE: \$166943. CASE #2006-2790305. DATE: 1/27/12.

BORROWER: ADOLFO MORALES, 426 ALPINE ST, LONGMONT, 80504-1510. LENDER: WELLS FARGO BANK NA TRUSTEE. AMOUNT DUE: \$141959. CASE #2004-2615171. DATE: 1/26/12.

Broomfield County

BORROWER: MICHAEL FELDPUSCH, 1025 E MIDWAY BLVD,

BROOMFIELD, 80020-1516. LENDER: JP MORGAN MORTGAGE ACQUISITION. AMOUNT DUE: \$216568. CASE #2007-3751. DATE: 1/30/12.

RELEASE OF JUDGMENT

Boulder County

DEBTOR: THOMAS HOH, CREDITOR: VECTRA BK COLO. AMOUNT: \$300500. CASE #D-09CV-008731. DATE: 1/24/12.

DEBTOR: BILL CORN, CREDITOR: BONDED BUSINESS SERVICES LTD. AMOUNT: \$1009.59. CASE #C-07C-003943. DATE: 1/31/12.

JUDGMENTS

Boulder County

DEBTOR: MHW LLC, CREDITOR: HILLCREST BK. AMOUNT: \$3949135.35. CASE #D-09CV-005326. DATE: 1/30/12.

DEBTOR: ANGELICA M BATCH-ELOR, CREDITOR: WELLS FARGO BK. AMOUNT: \$49837.52. CASE #D-11CV-000625. DATE: 1/27/12.

DEBTOR: LAWRENCE DANIEL WILLIAMS, CREDITOR: JENNIFER AUSTIN MORAN. AMOUNT: \$23213.73. CASE #D-11CV-001079. DATE: 1/27/12.

DEBTOR: GO MOTOR CARS INC, CREDITOR: WELLS FARGO BK. AMOUNT: \$20033.09. CASE #D-11CV-000785. DATE: 1/27/12.

DEBTOR: KEITH T & KEITH THOMA LACEY, CREDITOR: ELEVATIONS CREDIT UNION. AMOUNT: \$18220.36. CASE #D-11CV-000140. DATE: 1/24/12.

DEBTOR: TONYA N AMBROSE, CREDITOR: DISCOVER BK. AMOUNT: \$12544.79. CASE #C-11C-004160. DATE: 1/25/12.

DEBTOR: BLANCA L MEJIAS, CREDITOR: DISCOVER BK. AMOUNT: \$12077.57. CASE #C-11C-004164. DATE: 1/25/12.

DEBTOR: DIANE WASHBURN, CREDITOR: AM EXPRESS CENTURION BK. AMOUNT: \$7455.8. CASE #C-11C-003984. DATE: 1/25/12.

DEBTOR: CONNIE L DAVIS, CREDITOR: DISCOVER BK. AMOUNT: \$6393.08. CASE #C-11C-004165. DATE: 1/25/12.

DEBTOR: MARCOS E MEJIAS, CREDITOR: DISCOVER BK. AMOUNT: \$6241.35. CASE #C-11C-004166. DATE: 1/25/12.

DEBTOR: DALE & MICHELLE E TREVINO, CREDITOR: ELEVATIONS CREDIT UNION. AMOUNT: \$6166.4. CASE #C-10C-000941. DATE: 1/24/12.

DEBTOR: KELLI WHITELEY, CREDITOR: MIDLAND CREDIT MANAGEMENT INC. AMOUNT: \$5416.26. CASE #C-11C-003533. DATE: 1/25/12.

DEBTOR: DOREEN M WAGNER, CREDITOR: DISCOVER BK. AMOUNT: \$5336.87. CASE #C-11C-003114. DATE: 1/25/12.

DEBTOR: CARL R BRUCE, CREDITOR: DISCOVER BK. AMOUNT: \$5189.43. CASE #C-11C-003529. DATE: 1/25/12.

DEBTOR: EVELYN WILLIS, CREDITOR: LIBERTY ACQUISITIONS SERVICING. AMOUNT: \$4542.15. CASE #C-11C-005283. DATE: 1/24/12.

DEBTOR: ANNETTE HUNTOON, CREDITOR: AM FAMILY MUT INS CO. AMOUNT: \$4419.85. CASE #C-11C-001772. DATE: 1/24/12.

DEBTOR: STEVE CARRUTHERS, CREDITOR: MIDLAND CREDIT MANAGEMENT INC. AMOUNT: \$4279.74. CASE #C-11C-004253. DATE: 1/25/12.

DEBTOR: CARLOTTA BORNSTEIN, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$3594.17. CASE #C-11C-001864. DATE: 1/24/12.

DEBTOR: RONALD LANE, CREDITOR: MIDLAND CREDIT MANAGEMENT INC. AMOUNT: \$3409.45. CASE #C-11C-003741. DATE:

State Tax Liens

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

Judgments

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

1/27/12.

DEBTOR: CONNIE DAVIS, CREDITOR: GE MONEY BK. AMOUNT: \$2859.31. CASE #C-11C-003534. DATE: 1/25/12.

DEBTOR: RICHARD DAVIS, CREDITOR: GE MONEY BK. AMOUNT: \$1476.92. CASE #C-11C-003535. DATE: 1/25/12.

DEBTOR: DANIEL W TERRILL, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$1172.54. CASE #C-11C-001862. DATE: 1/24/12.

DEBTOR: PRESTON FIELD, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$918.58. CASE #C-11C-001820. DATE: 1/24/12.

DEBTOR: BONNIE BRODIE, CREDITOR: WESTERN ACQUISITIONS LLC. AMOUNT: \$732.8. CASE #C-11C-001861. DATE: 1/24/12.

DEBTOR: CLAUDIA M MCINTYRE, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$534.03. CASE #C-11C-001863. DATE: 1/25/12.

Broomfield County

DEBTOR: 338 S LAFAYETTE LLC, CREDITOR: CITYWIDE BANKS. AMOUNT: \$737007.88. CASE #D-09CV-005260. DATE: 2/7/12.

DEBTOR: BARNES KEESEE LLC, CREDITOR: CITYWIDE BK. AMOUNT: \$171667.83. CASE #D-09CV-005679. DATE: 2/3/12.

DEBTOR: AMY M KEESEE, CREDITOR: CITYWIDE BK. AMOUNT: \$133870.06. CASE #D-09CV-005679. DATE: 2/3/12.

DEBTOR: MIND BENDERS LLC, CREDITOR: IRG ARVADA LLC. AMOUNT: \$31435.59. CASE #C-11CV-002701. DATE: 2/7/12.

DEBTOR: DENVER SOLAR WIND, CREDITOR: CONSOLIDATED ELECTRICAL DISTR. AMOUNT: \$19883.93. CASE #D-11CV-001208. DATE: 2/2/12.

DEBTOR: RICHARD A DIENER, CREDITOR: BOULDER VALLEY CREDIT UNION. AMOUNT: \$12323.5. CASE #C-11C-000881. DATE: 2/7/12.

DEBTOR: NATURAL BURGER INC, CREDITOR: UNITED FOOD SERVICE INC. AMOUNT: \$10218.94. CASE #C-11C76283. DATE: 2/7/12.

DEBTOR: EDUVIGES C & RAFAEL ORTIZ, CREDITOR: BENEFICIAL FIN I INC. AMOUNT: \$9486.73. CASE #C-09C-001941. DATE: 2/2/12.

DEBTOR: TERRIE B STRICK, CREDITOR: DONELSON CIANCIO GOODWIN. AMOUNT: \$5934.23. CASE #D-10DR-001017. DATE: 1/30/12.

DEBTOR: KEONA CORTEZ, CREDITOR: EASTWOOD TOWN-HOMES ASSOC INC. AMOUNT: \$2813.07. CASE #C-11C-315328. DATE: 2/2/12.

DEBTOR: KATHERINE M ELLENWOOD, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$2530.85. CASE #C-11C-001386. DATE: 1/31/12.

DEBTOR: JOZSEF SCHILLERWEIN, CREDITOR: OAK PARK CONOD ASSOC INC. AMOUNT: \$2463.38. CASE #C-10C67423. DATE: 2/3/12.

DEBTOR: KATHY VANDERLYN, CREDITOR: BC SERVICES INC. AMOUNT: \$1807.91. CASE #C-11C-001887. DATE: 2/2/12.

Release of state tax liens
Boulder County

HOMETOWN HEATING AIR INC, \$2046.58, CASE #3199143, 1/27/12.

HOMETOWN HEATING AIR INC, \$19859.85, CASE #3199146, 1/27/12.

WELZIG MECHANICAL INC, \$18167.24, CASE #3199147, 1/27/12.

WELZIG MECHANICAL INC, \$7134.73, CASE #3199144, 1/27/12.
HOMETOWN HEATING AIR INC, \$4091.29, CASE #3199141, 1/27/12.

T BAR APPAREL LLC, 5816 S ORCHARD CREEK CIR, BOULDER 80301-5831, \$2471, CASE #3198189, 1/24/12.

T BAR APPAREL LLC, 5816 S ORCHARD CREEK CIR, BOULDER 80301-5831, \$2306.08, CASE #3198190, 1/24/12.

WELZIG MECHANICAL INC, \$1236.69, CASE #3199142, 1/27/12.

HAMILTON SHEPHERD INC, \$771.03, CASE #3199517, 1/30/12.

WORLD ENERGY SOLUTIONS INC, \$469.14, CASE #3198367, 1/25/12.

JEFFREY DLONG, \$455.5, CASE #3199145, 1/27/12.

NOTRE DAME MISSION VOLUNTEER C, \$359.74, CASE #3199140, 1/27/12.

TINYMINDERS DAYCARE PRE-SCHOOL, \$321.5, CASE #3198368, 1/25/12.

DORIS AALEXANDER, 1703 WHITEHALL DR UNIT 7E, LONGMONT 80504-2549, \$0, CASE #3198057, 1/24/12.

DORIS AALEXANDER, 1703 WHITEHALL DR UNIT 7E, LONGMONT 80504-2549, \$0, CASE #3198055, 1/24/12.

DORIS AALEXANDER, 1703 WHITEHALL DR UNIT 7E, LONGMONT 80504-2549, \$0, CASE #3198056, 1/24/12.

DORIS AALEXANDER, 1703 WHITEHALL DR UNIT 7E, LONGMONT 80504-2549, \$0, CASE #3198059, 1/24/12.

DORIS AALEXANDER, 1703 WHITEHALL DR UNIT 7E, LONGMONT 80504-2549, \$0, CASE #3198058, 1/24/12.

DORIS AALEXANDER, 1703 WHITEHALL DR UNIT 7E, LONGMONT 80504-2549, \$0, CASE #3198054, 1/24/12.

ROBERT P & RUPHENECKER, 1710 CEDAR AVE, BOULDER 80304-3121, \$0, CASE #3198060, 1/24/12.

ROBERT P & RUPHENECKER, 1710 CEDAR AVE, BOULDER 80304-3121, \$0, CASE #3198063, 1/24/12.

ROBERT P & RUPHENECKER, 1710 CEDAR AVE, BOULDER 80304-3121, \$0, CASE #3198062, 1/24/12.

ROBERT P & RUPHENECKER, 1710 CEDAR AVE, BOULDER 80304-3121, \$0, CASE #3198064, 1/24/12.

JOHN B & WILMA LBROCKLE-HURST, 1120 ELDORADO AVE, NEDERLAND 80466, \$0, CASE #3198061, 1/24/12.

ROBERT E & JUDITH MDIPPO, 3095 STANFORD AVE, BOULDER 80305-5342, \$0, CASE #3198065, 1/24/12.

MARION EOLSON, 463 TIMBER LN, BOULDER 80304-0448, \$0, CASE #3198071, 1/24/12.

MARION EOLSON, 463 TIMBER LN, BOULDER 80304-0448, \$0, CASE #3198069, 1/24/12.

MARION EOLSON, 463 TIMBER LN, BOULDER 80304-0448, \$0, CASE #3198068, 1/24/12.

MARION EOLSON, 463 TIMBER LN, BOULDER 80304-0448, \$0, CASE #3198067, 1/24/12.

MARION EOLSON, 463 TIMBER LN, BOULDER 80304-0448, \$0, CASE #3198066, 1/24/12.

MARION EOLSON, 463 TIMBER LN, BOULDER 80304-0448, \$0, CASE #3198070, 1/24/12.

DONALD P & PATRICIA LPA-TRONE, 13480 DAVIS LN, LONGMONT 80504-9100, \$0, CASE #3198072, 1/24/12.</

BOULDER VALLEY REAL ESTATE WATCH

Top 10 Boulder County Builders

Year-to-date through January 2012

Builder	Home Sales	County Market Share
1. Ryland	7	20.0%
2. Boulder Creek Builders	6	17.1%
3. Meritage	5	14.3%
4. Richmond Homes	4	11.4%
5. Coast to Coast	3	8.6%
6. 1110 Neon Forest	2	5.7%
6. Northfield Village/Coast/Markel	2	5.7%
8. 1095 Canyon	1	2.9%
8. BMB Builders	1	2.9%
8. Cityview Peloton	1	2.9%
8. Colorado Oaks	1	2.9%
8. Festus Colorado	1	2.9%
8. Hudson Homes	1	2.9%
Total	35	100%

Source: Home Builders Research

Top-Selling Boulder County Single-Builder Subdivisions

Year-to-date through January 2012

Subdivision	Builder	City	Average Price	Recorded Closings
1. Steel Ranch	Ryland	Louisville	\$385,100	7
2. Canyon Creek 6	Richmond	Erie	\$316,400	4
3. Kingsbridge Renaissance 3 Town Homes	Boulder Creek Builders	Longmont	\$238,700	3
3. Buena Vista Condos	Coast to Coast	Boulder	\$132,800	3
5. Silver Creek 1	Meritage	Lafayette	\$330,200	2
5. Northfield Village 4-plex Townhomes	Northfield Village/ Coast to Coast/Markel	Boulder	\$230,400	2
5. Steel Ranch	Boulder Creek Builders	Louisville	\$474,200	2
5. Neon Forest Condos	1110 Neon Forest	Longmont	\$289,500	2
5. Canyon Creek	Meritage	Erie	\$408,000	2

Source: Home Builders Research

Smoker Friendly HQ going up in Gunbarrel

BOULDER — Smoker Friendly International, a family-owned cigarette and tobacco store retailer based in Boulder, will break ground on a new corporate headquarters in the Gunbarrel Technical Center in March.

The 19,500-square-foot structure will be built on a 2.21-acre parcel at 6790 Winchester Circle. It will house administrative offices and warehouses for Smoker Friendly International, The Cigarette Store Corp. and Gasamat Oil Corp. of Colorado.

It will have a 3,000-square-foot warehouse, 573-square-foot humidor, a gym and workout facility, kitchen, lounge and large patio for hosting parties and events.

The architect for the project is RVP Architecture PC of Boulder. The general contractor is Longmont-based Golden Triangle Construction Inc.

The company was nearing the end of its five-year lease at 5303 Spine Road and running into space limitations in its warehouse and office.

“We really felt that the market was ripe to buy a piece of land and design a building that is custom-built to suit our needs,” said company president Terry Gallagher Jr.

The ground breaking ceremony will take place at 11 a.m., Thursday, March 1.

TRADERJOE’S: California-based grocery store chain Trader Joe’s has found a home in Boulder.

Trader Joe’s plans to open a new store in Boulder in 2013 at 1906 28th St., according to a press release from the company. The property is part of the Twenty Ninth Street retail district, and currently is the home of an Applebee’s restaurant.

A new building of about 14,000



REAL ESTATE
Michael Davidson

EOS EXTERIOR

Work continues on Interlocken spec building



MICHAEL DAVIDSON

Hines, a real estate development firm based in Houston, is building a 186,000-square-foot speculative office building in the Interlocken business park in Broomfield. The LEED Gold pre-certified building is expected to be finished this summer and is the first large office building to be built in Interlocken since 2010. The general contractor is the Denver office of Whiting-Turner Construction, and Forum Architects of St. Louis is the designer.

square feet is expected to be built for the new store, according to a press statement from Trader Joe’s. The store will feature a festive decor of cedar covered walls, Hawaiian motifs and art that celebrates the local neighborhood, Trader Joe’s said in the release.

Trader Joe’s bills itself as a “unique, neighborhood grocery store” with more than 1,000 items under its own private label. Trader Joe’s started in 1958 in the Los Angeles area and is based in Monrovia, California. It has 365 stores in 32 states.

The company plans to open three Colorado stores. Boulder is the first confirmed location.

PEARL STREET RETAIL: MontBell American Inc. and GoLite LLC plan to open retail stores on Pearl Street.

MontBell is moving its flagship store to a 3,500-square-foot space on the southeast corner of 15th and Pearl streets at the end of March, said Scott Guenther, director of North America operations.

MontBell currently is in a 7,000-square-foot space at Twenty Ninth Street, where it has been since 2006. MontBell is a division of Japan-based MontBell Co. Ltd.

“It has higher visibility and an iconic location,” Guenther said of the new space, which recently was vacated by

DecorAsian furniture imports store. “We feel it’s a great way to highlight the brand with a smaller square footage.”

MontBell’s corporate office and distribution center is at 3550 Frontier Ave.

GoLite will open its first retail store in Boulder at 1222 Pearl St. in a 3,840-square-foot space on the Pearl Street Mall, company co-founder Demetri Coupounas said. The company headquarters will remain in Gunbarrel, Coupounas said.

NEW CHASE BRANCH: JPMorgan Chase has purchased an existing
▶ See **Real Estate, 21A**

REAL ESTATE from 20A

bank building at the corner of 30th and Pearl streets in Boulder and plans to renovate it for a new branch bank.

The purchase and renovations to the building represent an investment of about \$3.5 million, according to the bank's press statement.

The purchase of the land, 1.46 acres, and building at 2950 Pearl St. from Pueblo Bank & Trust Co. was for \$3 million, according to Boulder County public records. The new branch is expected to open in early summer after \$500,000 worth of "green" renovations and technology upgrades area completed.

The bank will move its staff currently at its branch at the corner of 30th and Walnut streets to the new location.

CONSOLIDATION: LogRhythm Inc., a computer-security company that specializes in log management and security information and event management, is relocating within Boulder.

The company has signed a lease for a 38,787-square-foot office at 4780 Pearl East Circle.

LogRhythm's current headquarters is at 3195 Sterling Circle, Suite 100, but it has employees spread out across other offices in Boulder, CEO Andy Grolnick said.

LogRhythm's relocation is expected to take place through April and May, Grolnick said.

LogRhythm's new home is owned by the W.W. Reynolds Cos. Chad Henry and Nate Litsey represented W.W. Reynolds in the transaction.

Eric Brynestad of Jones Lange LaSalle represented LogRhythm.

RURAL/METRO MOVES: Rural/Metro of Central Colorado, a provider of ambulance transportation services, signed a lease for industrial space in the Walnut Business Center in Boulder.

Rural/Metro of Central Colorado leased 3,600 square feet of space at 3297 Walnut St. from landlord Kreizel/Perry Partnership LLP. Rural/Metro is moving from 3265 Walnut St. The space is used for administrative staff and by ambulance crews.

Rural/Metro of Central Colorado is based in Arvada, and is doing business under the brands Rural/Metro Ambulance and Pridemark Paramedic Services.

Andrew Freeman of Freeman Myre was the listing broker, and Jay Johnson of Cresa Partners represented Rural/Metro.

LOUISVILLE

371 CENTENNIAL SOLD: The 77,908-square-foot office building at 371 Centennial Parkway in Louisville has sold for \$5.865 million, according to Boulder County property records.

371 Centennial LLC, North Capitol Colfax LLC, North Capitol Hill LLC and CC Investments Inc. are listed as the new owners. They purchased the property from Bank of America and U.S. Bank, which obtained the building in a foreclosure sale after its previous owner, CV 371 Centennial Parkway LLC, fell behind on payments.

The building was formerly occupied by TransFirst LLC, a transaction processing services and payment company. The company moved into the facility in October 2004, but relocated to a 92,575-square-foot office at 12202 Airport Road in Broomfield in November 2010.

CALFRAC EXPANDING: Calfrac Well Services Corp., a company that specializes in providing equipment and services for energy extraction companies, is expanding its presence in the Colorado Technology Center in Louisville.

Calfrac has signed a lease for an additional 9,652 square feet of office space at 331 S. 104th St. The company moved into the building last year and now has 33,287 square feet.

The site in Louisville is Calfrac's U.S. Technology and Training Center, according to its website. The company is based in Calgary, Alberta, and its U.S. head office is in Denver.

Among the technologies the company specializes in is hydraulic fracturing, commonly known as "fracking."

The building is owned by The Park at CTC III LLC and was represented by Ashley Overton and Ronan Truesdale of Keys Commercial Real Estate. Solveig Lawrence of Howard Ecker and Co. represented Calfrac.

LONGMONT

NEW LOOK ALLEYS: A \$1.69 million remodel of downtown alleys, breezeways and parking lots on the east side of Main Street in Longmont is under way and will be handled by J-2 Contracting of Greeley.

J-2 Contracting will take down existing roofs over the breezeways between the alley and the east side of Main Street between Third and Sixth avenues, said Chris Huffer, project manager and a Longmont public works employee. The con-

Highest-Priced Home Sales in Boulder County

January 2012

Sale Price	Buyer, Address
\$2,349,000	Michael A. and Jacquelyn C. Janeczko, 3920 Ogallala Road, Longmont
\$2,300,000	Roger E. and Fiona W. Theodoredis, 1490 Upland Ave., Boulder
\$1,600,000	William Howard and Gail Court Pearlman, 3135 11th St., Boulder
\$1,575,000	Anthony and Heidi Christie, 250 Pine Tree Lane, Boulder
\$1,475,000	Kristi Lynn Leo, 2930 14th St., Boulder
\$1,045,000	Matt A. Condon, 12281 N. 63rd St., Longmont
\$1,043,000	Betty C. Martin, 3903 Buckham Way, Longmont
\$1,000,000	Lynne R. Dannenhold, 4000 Wonderland Hill Ave., Boulder
\$852,000	Ian J. Pye, 300 Pine Needle Road, Boulder
\$780,000	Michael Kevin and Maria B. McEvoy, 2355 23rd St., Boulder

Source: SKLD Information Services LLC - 303-695-3850

tractor also will install pavers in the current sidewalk areas of the breezeways.

The city is doing the project in conjunction with the Longmont Downtown Development Authority and Longmont Power and Communications, the city utility.

Work on the alleys and breezeways on the west side of Main Street is expected to cost a similar amount and is expected to start in the fourth quarter of this year, Huffer said.

BOULDER COUNTY

LIFE OF LUXURY: The number of luxury homes sold in Boulder County doubled in January, according to a report from Coldwell Banker Residential Brokerage.

Eight homes in the county were sold for more than \$1 million, according to the report, which was compiled from Multiple Listing Service data.

Boulder County ranked second in the number of million-dollar homes, trailing Denver, where 12 were sold. Cherry Hills Village was third, with \$1 million-plus sales.

Across the Denver area, 41 homes sold for more than \$1 million, which is the same number sold in December and one more than the number sold in January 2011.

Demand is outstripping supply, Coldwell Banker Residential Brokerage president Chris Mygatt said in a news release.

"The luxury market in the Denver metro area continued to be fairly strong in January," Mygatt said. "Once again, the challenge we're facing in this market is a steady decline in inventory. We need more homes on

the market to meet buyer demand."

The median sale price for a luxury home dipped to \$1.25 million in January, down 2.4 percent from January 2011 and 7.4 percent from December, according to the report. The median price is the midpoint in which half of the homes sold for more and half for less.

ELSEWHERE

VAIL BUYS AT TAHOE: Broomfield-based Vail Resorts Inc. struck an agreement to purchase the Kirkwood Mountain Resort at Lake Tahoe, California, and nearby property for about \$18 million as the company continues its expansion at Lake Tahoe.

Vail Resorts (NYSE: MTN), operates the Heavenly Mountain Resort in South Lake Tahoe and Northstar California on the north shore of the lake, a press release from the company said.

Kirkwood is 35 miles southwest of South Lake Tahoe and brings the number of resorts in Vail Resorts' family to seven. Vail, Beaver Creek, Breckenridge and Keystone are the company's Colorado resorts.

Vail Resorts expects to close on the acquisition of Kirkwood Mountain Resort within the next month, the release said. Further terms of the agreement were not disclosed. Closing is subject to certain conditions, including transfer of the U.S. Forest Service Permit.

Michael Davidson can be reached at 303-630-1943 or via email at mdavidson@bcbr.com. Doug Storum and Beth Potter contributed to this report.

LEADS from 19A

Address: 4424 TANAGER TRL
Price: \$379900
Date closed: 1/27/12
Seller: NATHAN L Q FREEMAN

Buyer, buyer's address: NATHAN L Q & AMBER C FREEMAN, 3144 PROMONTORY LOOP
Address: 3144 PROMONTORY LOOP
Price: \$
Date closed: 1/26/12

Seller: PULTE HOME CORP
Buyer, buyer's address: JAMES R & ALICE L NOBLE, 16263 CIRQUE MOUNTAIN WAY
Address: 16263 CIRQUE MOUNTAIN WAY
Price: \$291100
Date closed: 1/27/12

Seller: KRISTIN H CARMAN
Buyer, buyer's address: CRAIG J & SALINTIP K MEDICH, 1995 E COAL-

TON RD # 10 302
Address: 16451 AVALANCHE RUN
Price: \$452000
Date closed: 1/31/12

Seller: WELLS FARGO BANK NA SBM
Buyer, buyer's address: CHRIS E KASSEL, 7050 W 120TH AVE UNIT 200
Address: 13011 IRVING CT
Price: \$145000

Date closed: 1/24/12

Seller: TAYLOR MORRISON COLORADO INC
Buyer, buyer's address: JESSE R & NATALIE L TRUMAN, 14818 FALCON DR
Address: 14818 FALCON DR
Price: \$468400
Date closed: 1/27/12

Seller: LINDA ANN EDEN

Buyer, buyer's address: CARL J OLDHAM, 936 PO BOX 4208
Address: 936 E 10TH AVE
Price: \$110000
Date closed: 1/31/12

Seller: BRANDI HARVEY
Buyer, buyer's address: TAMARA MICHELE AXENT, 4286 CAMBRIDGE AVE
Address: 4286 CAMBRIDGE AVE
Price: \$218000

Date closed: 1/31/12

Seller: FLATIRON MTG LENDING LLC
Buyer, buyer's address: CHRISTOPHER R & DAWN RUCHALA, 4384 FAIRWAY LN
Address: 4384 FAIRWAY LN
Price: \$530000
Date closed: 2/3/12

OPINION

EDITORIAL

Congress should extend tax credits for wind energy

Politicians accustomed to testing which way the wind is blowing would do well to recognize the value of renewable-energy tax credits.

Broad public support exists for renewable energy, and the credits have helped private industry add thousands of jobs across the country, including in our own region.

At risk are credits that have helped propel the wind industry to new heights. Production tax credits for wind-energy will expire by the end of 2012 unless renewed by Congress.

A bipartisan coalition of 12 U.S. senators recently sent a letter to Majority Leader Sen. Harry Reid, D-Nevada, and Minority Leader Sen. Mitch McConnell, R-Kentucky, urging extension of the credit.

"If we are to expect wind energy to contribute to our country's future energy needs, Congress must quickly work to reauthorize the wind production tax credit before our wind production capabilities are damaged," the letter stated.

Additionally, Republican governors in many states are supportive of the credits.

President Obama, in a recent plan to revise corporate taxation, proposed making the tax credit for renewable energy permanent, while reducing subsidies for oil and gas companies.

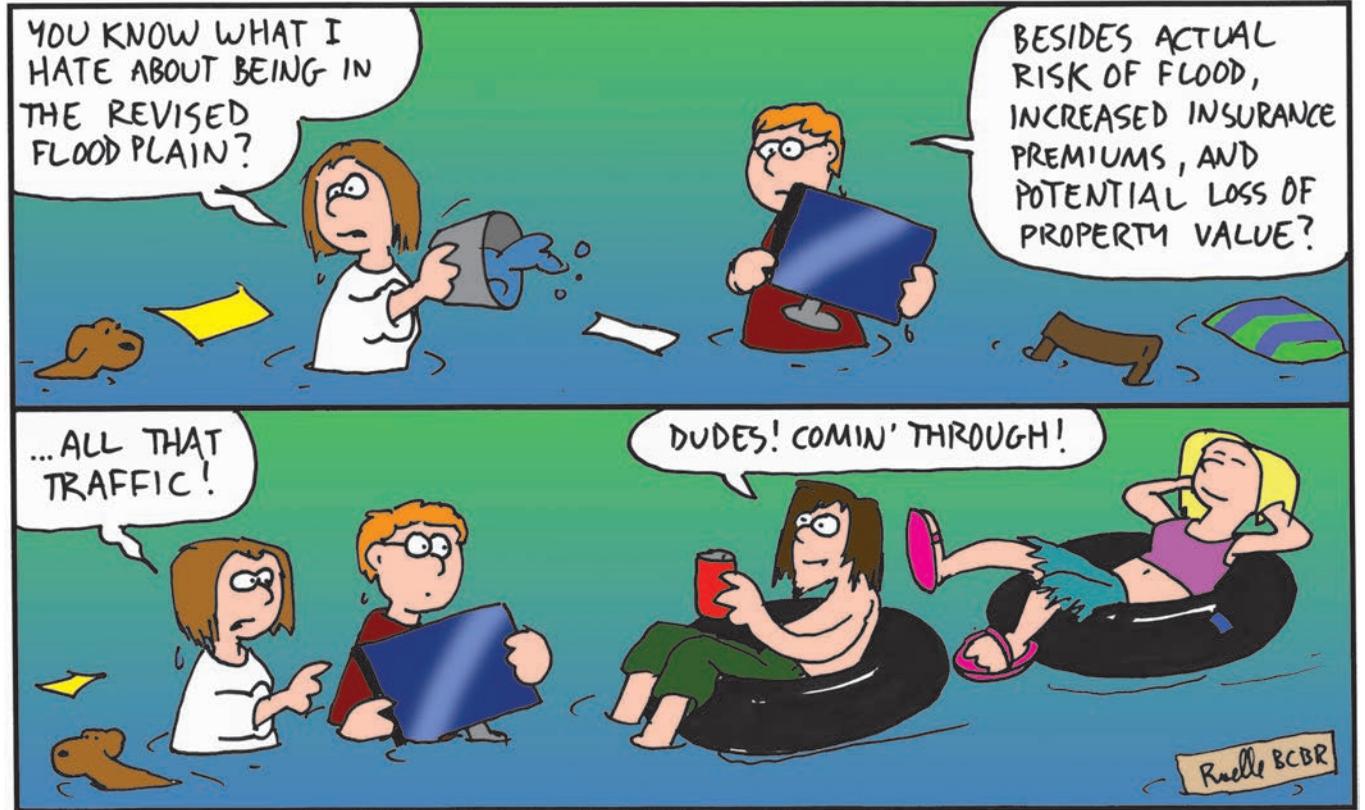
Critics of tax credits for renewable energy voice the common refrain that renewables cannot succeed without subsidies. Yet they seldom seek an end to billions of dollars in subsidies for fossil fuels — an advantage held by that sector for many decades.

We believe that the United States needs a balanced approach to energy: an accelerated push for renewables even as fossil fuels remain a central component of our energy portfolio.

Both clean energy and fossil fuels will play a role in our nation's energy makeup for many years. (And both are sources of economic development, as the wind-energy and oil-shale booms in Weld County demonstrate.)

But let's stop the attack on wind and solar subsidies while ignoring the subsidies enjoyed by oil and gas. Tax credits for wind, solar and other renewable forms of energy are, for now, a necessary boost for a sector that will help us reduce reliance on foreign oil while also reducing the effects of climate change.

Renew the credits now.



A great time for renewal

Various projects would revitalize Boulder Valley

Communities must continually reinvent themselves to remain relevant. Fortunately for us in the Boulder Valley, we're in a time of great potential for renewal, with a slew of real estate development and redevelopment projects that could transform not only specific areas but also the entire region.

The list is long, but here are a few examples of the exciting work that's under way:

- **Boulder Daily Camera building** — Could a better site be made available for redevelopment in downtown Boulder? We're anxious to watch this project unfold, as its location just west of the Pearl Street Mall makes it the most high profile of all projects in the city.

- **Butterball** — Closure of the Butterball plant at First and Main streets in Longmont — though difficult economically — came at probably the right time for a city that was embarking on plans for a FasTracks rail hub. As it is, city leaders can broaden the scope of their vision to encompass possible redevelopment of the site, which could become a gem for downtown.

- **Diagonal Plaza** — This is probably one of the more-difficult projects that a developer and the city could undertake, given the multiple owners involved, but it's difficult to think of a site more deserving of redevelopment. Eventually, this will rise to the top of a developer's list.

- **ConocoPhillips** — Sure, the

- **Boulder Junction** — With the city and private developers enthusiastic about this project at 30th and Pearl streets, it's easy to see why it's moving so fast. Some of the developments are likely to be completed long before the site every sees a FasTrack train loading passengers.

- **The Hill** — Anyone venturing into this neighborhood bordering the University of Colorado campus in Boulder must be impressed not only by the potential of this funky area but also by the many redevelopment projects ongoing.

- **SoDa** — As in "South of Downtown Area," this area will provide a natural extension of development as downtown becomes built out. It basically extends east of Broadway to 15th Street, between Arapahoe Avenue and Canyon Boulevard.

- **Diagonal Plaza** — This is probably one of the more-difficult projects that a developer and the city could undertake, given the multiple owners involved, but it's difficult to think of a site more deserving of redevelopment. Eventually, this will rise to the top of a developer's list.

- **ConocoPhillips** — Sure, the

future of this project is in doubt. ConocoPhillips has to complete its split into two companies before we learn whether the planned 7,000-job renewable-energy research center will proceed. But the project just makes so much sense, given the region's position as a hub of renewable-energy research, that I'm hopeful for its survival.

- **Twin Peaks Mall** — This is a difficult project, but it's also a great opportunity for new owners Newmark Merrill to craft a new amenity for the city of Longmont. Malls across the region have had a difficult time of late, with the loss of anchor tenants and changing consumer tastes. But could you imagine a better location for a project than having frontage on two of Longmont's busiest streets?

- **Longmont's rail-served business park** — It's an idea with a record of success in other communities. Now Longmont wants to create its own business park for companies requiring rail access. Look no farther than Windsor's Great Western Industrial Park, home to Vestas Wind Systems, Owens-Illinois and a planned hub for Halliburton Co. to see the value that such a park can bring.

All in all, it's not a bad list, and one that will call for creativity from city officials and private developers alike.

Christopher Wood can be reached at 303-440-4950 or via email at cwood@bcbcr.com.



PUBLISHER'S NOTEBOOK
Christopher Wood

BOULDER COUNTY BUSINESS REPORT

VOLUME 31, ISSUE 6
BOULDER COUNTY BUSINESS REPORT
3180 Sterling Circle, Suite 201, Boulder, Colo. 80301-2338, is published biweekly by BizWest Media LLC a Colorado corporation, in Boulder, Colo.



- PUBLISHER**
Christopher Wood.....cwood@bcbcr.com
- EDITOR**
Doug Storum.....dstorum@bcbcr.com
- WRITERS**
Michael Davidson.....mdavidson@bcbcr.com
Beth Potter.....bpotter@bcbcr.com
- RESEARCH DIRECTOR**
Beth Edwards.....research@bcbcr.com
- PRODUCTION DIRECTOR**
Dave Thompson.....dthompson@bcbcr.com
- WEB/ART DIRECTOR**
Brittany Rauch.....brauch@bcbcr.com

- SALES DIRECTOR**
Kevin Loewen.....kloewen@bcbcr.com
- BUSINESS DEVELOPMENT DIRECTOR**
Jason Henderson.....jhenderson@bcbcr.com
- MARKETING MANAGER**
De Dahlgren.....ddahlgren@bcbcr.com
- MARKETING ASSISTANT**
Melissa Matonis.....mmatonis@bcbcr.com
- SENIOR ACCOUNT EXECUTIVE**
Kim Oremus.....koremus@bcbcr.com
- ACCOUNT EXECUTIVES**
Marlena Rich.....mrich@bcbcr.com
Brad Slater.....bslater@bcbcr.com

- CIRCULATION MANAGER**
Janet Hatfield.....jhatfield@bcbcr.com
 - CARTOONIST**
Ron Ruelle
 - CONTRIBUTING PHOTOGRAPHERS**
Jonathan Castner, Michael Myers, Peter Wayne
 - CONTRIBUTING WRITERS**
Carl Clark, Gary Horvath, Donald Mares
- To advertise or subscribe: 303-440-4950
Fax: 303-440-8954 Online edition: www.BCBR.com
The entire contents of this newspaper are copyrighted by BizWest Media with all rights reserved. Reproduction or use, without permission, of editorial or graphic content in any manner is prohibited.

CALENDAR

MARCH

5 Volk & Bell Associates presents the free webinar, **Everything You Need to Know About HSAs**, from 10:30 to 11 a.m., Monday, March 5, online. Volk & Bell will explore what a health savings account is and who is eligible, define a high-deductible health plan, and explain the HSA contribution and distribution rules. Reserve a spot at <https://www1.gotomeeting.com/register/606120409>. Contact: Amy Essig at 303-776-3105 or aessig@VBBenefits.com.

The DaVinci Institute presents **Reinventing Time: How New Technologies for Managing Time will Rock Your World**, from 6:30 to 9 p.m., Monday, March 5, at the DaVinci Institute, 511 E. South Boulder Road, Louisville. Cost: \$20. Contact: Jan Wagner at 303-666-4133 or jan@davincinstitute.com.

6 McGladrey presents the **2012 Emerging Technology Conference: Innovation Overload**, from 8 a.m. to 3 p.m., Tuesday, March 6, at the Hyatt Regency Denver at Colorado Convention Center, 650 15th St., Denver. New technologies are hitting the market at record-breaking rates and now, more than ever, is the time to create an innovative and sensible IT roadmap. Cost: \$100. Contact: Leila Shamas at 303-298-6429 or leila.shamas@mcgladrey.com.

7 The city of Boulder presents **ReEnergize Your Business Breakfast: How to Read Your Energy Bill for Savings Opportunities**, from 7:30 p.m., Wednesday, March 7, at the Boulder Chamber, 2440 Pearl St., Boulder. John Venturo with Xcel Energy will explain how to understand your commercial energy bill charges and rate structure. Collin Tomb from Energy Smart will share tools for tracking and maintaining your energy bills. Event is free and open to public. R.S.V.P. online by emailing angelique.espinoza@boulderchamber.com.

8 The Longmont Area Economic Council will present **Butterball and The Mall Defining Opportunities?** at its Investor Series Breakfast from **7:30 to 9 a.m.**, Thursday, March 8, at the Plaza Conference Center, 1850 Industrial Circle, Longmont. Brad Power, city of Longmont's economic development director, will speak on the Butterball redevelopment plan, and Allen Ginsborg, managing director and principal of Newmark Merrill Mountain States LLC, will talk about the Twin Peaks Mall redevelopment. Cost is \$25 per person, \$175 for corporate table of eight. For more information call 303-651-0128 or email laec@longmont.com. Register online at www.longmont.org.

The Louisville Chamber of Commerce presents a

Business After Hours from 5 to 7 p.m., Thursday, March 8, at Stauffer Team Real Estate, 950 Spruce St., Louisville. Cost is \$10 members, \$15 nonmembers. R.S.V.P. by March 6 by calling 303-666-5747.

9 Colorado Green Building Guild presents a **10-session business planning series for green-building professionals** from 8:30 to 1:30 a.m., Friday, March 9. Cost is \$45 for green building industry affiliate and \$395 for CGBG members. For more information, go online at www.bgbg.org.

14 Lakeshore Athletic Club presents the third annual **Frank Shorter Race 4 Kids' Health**, a 5K foot race. A pre-race clinic with Frank Shorter will be held from 6:30 to 7:30 p.m. Wednesday, March 14, at the Lakeshore Athletic Club, 300 Summit Blvd., Broomfield. Clinic is free, but space is limited. R.S.V.P. at 303-464-7191 or email info@health-learningpaths.org. The race is scheduled for Sunday, April 15.

15 The **Boulder Chamber's Award Dinner** will be Thursday at the University Memorial Center on the University of Colorado's campus in Boulder. Eight business people and organizations will be recognized for leadership and noteworthy contributions to the business community. Keynote

speaker is Jeremy Bloom, former University of Colorado football player, two-time Olympic skier, NFL player for the Philadelphia Eagles and Pittsburgh Steelers, and entrepreneur who founded integrate.com and the nonprofit Wish of a Lifetime Charity. For more information contact Jan Berg at 303-786-8076 or email jan.berg@boulderchamber.com.

20 **Alexia Parks**, Huffington Post blogger, author and educator, will talk during a luncheon about her book "Hardwired: 10 Major Traits of Women Hardwired by Evolution That Can Save The World," from noon to 1:30 p.m., Tuesday, at the Highland City Club 885 Arapahoe Ave, Boulder. The book is based on facts drawn from a constellation of hard and soft sciences including physical and cultural anthropology, split brain function, hormonal research, and modern biology. Cost is \$20.

26 **Boulder Digital Arts presents a Google Analytics Workshop**, from 6 to 9 p.m., Monday, March 26, at 1600 Range St., Suite 100, Boulder. Google Analytics is a free tool that provides information about your web users, informing you which pages and online campaigns are most effective. Cost: \$69 for BDA members, \$89 for nonmembers. Contact: Kira Woodmansee at 303-800-4647 or info@boulderdigitalarts.com.

NONPROFIT NETWORK

BRIEFS

The **Humane Society of Boulder Valley's** PetSmart adoption center in Westminster celebrated the adoption of its 1,000th pet, less than one year after the center opened. Amanda Salmon of Longmont adopted Rex, a 1.5-year-old husky mix.

Whole Foods Market presented **Community Food Share** in Longmont with a check for \$48,256.99, the final part of a donation totaling \$271,065 worth of money and food raised from Boulder shoppers' donations during the Whole Foods Market's annual Grab and Give program, which ran two months ending Dec. 31.

FUNDRAISERS

The Boulder Cork will present a fundraiser dinner for the **Humane Society of Boulder Valley** at 6:30 p.m., Thursday, March 8, at the Boulder Cork, 3295 30th St., Boulder. Wine and champagne with a four-course meal by chef **Jim Smailer**, who has been the Cork's head chef for 30 years. Tickets are \$125 per person. See the menu and buy tickets online at boulderhumane.org/cork or call 303-442-4030, ext. 669. Proceeds will benefit the homeless animals of the Humane Society of Boulder Valley.

9th Annual Empty Bowls Benefit will be from 10:30 a.m. to 1 p.m., Saturday, March 10, at Longmont High School, 1040 Sunset St., Longmont. Benefit for the OUR Center food program. Sponsorships available and start at \$100 and include tickets and recognition. Tickets are \$20 pre-event or \$25 at the door. Attendees have their choice of two soups, bread, dessert and a take-home bowl made especially for the event. A silent auction featuring the work of local artists is open 10:30 a.m. to 12:45 p.m. Contact: Christine Marckesano at 303-772-5529 or christine@ourcenter.org.

The **Women's Wilderness Institute** is hosting its 10th Annual Gear and Cheer fundraiser from 6 to 9 p.m., Thursday, March 22, 1685 29th St., at the Twenty-Ninth Street retail district in Boulder. Funds raised from the event go toward providing scholarships for its Girls' Wilderness Program, which provides financial and equipment needs for girls to attend the institute's outdoor programming. Live and silent auctions, local band Sacre-bleu, and food and beverage tastings. Tickets are \$35 for single, and \$60 for two; \$100 VIP Sneak Peak. Tickets are available at the door for \$45. For more information go to www.womenswilderness.org or call 303-938-9191.

GOOD DEEDS

Zach's Transmission & 4x4 of Longmont donated time and materials to Tim Glanzman, a two-deployment Iraqi veteran, allowing him to get back on the road so he could get home to his family in Minnesota. **Zach Evans**, owner of the repair shop made the donation through The 5/21 Mission's outreach program based in Fort Collins that helps veterans.

Tossa Pizza, a restaurant in Boulder, raised more than \$2,000 on Feb. 23 at Tossa's Grand Opening Benefit for CFS. The money goes to Longmont-based nonprofit Community Food Share, a food bank serving those in need in the Boulder Valley.

LOANS from 10A

should have existing equity, or "skin in the game," when looking for a bank loan, Leonard said.

Use Small Business Development Center resources. The federal program gives borrowers a good road map to follow, said Jay Champion, chief lending officer at Elevations Credit Union in Boulder. Start off online at www.bouldersbdc.com, which also offers services in Longmont. Businesses in Broomfield can contact the North Metro SBDC at www.frontrange.edu/smallbusiness/.

Check out Small Business Association loan programs. Companies that qualify can receive great loan rates from a federal SBA guarantee loan program, said Mike O'Donnell,

executive director of Colorado Lending Source, which oversees the program in the state. Banks or other private-sector lenders make the loans and the SBA guarantees them up to 75 percent of the total. A separate SBA program has money available for companies looking to buy their own equipment or their own buildings.

Create a strong relationship with your banker. Bankers are open to questions about what it takes to get loan approval, several said. And just like borrowers don't like to be surprised when it comes to loan requirements, banks don't like to be surprised either, bankers.

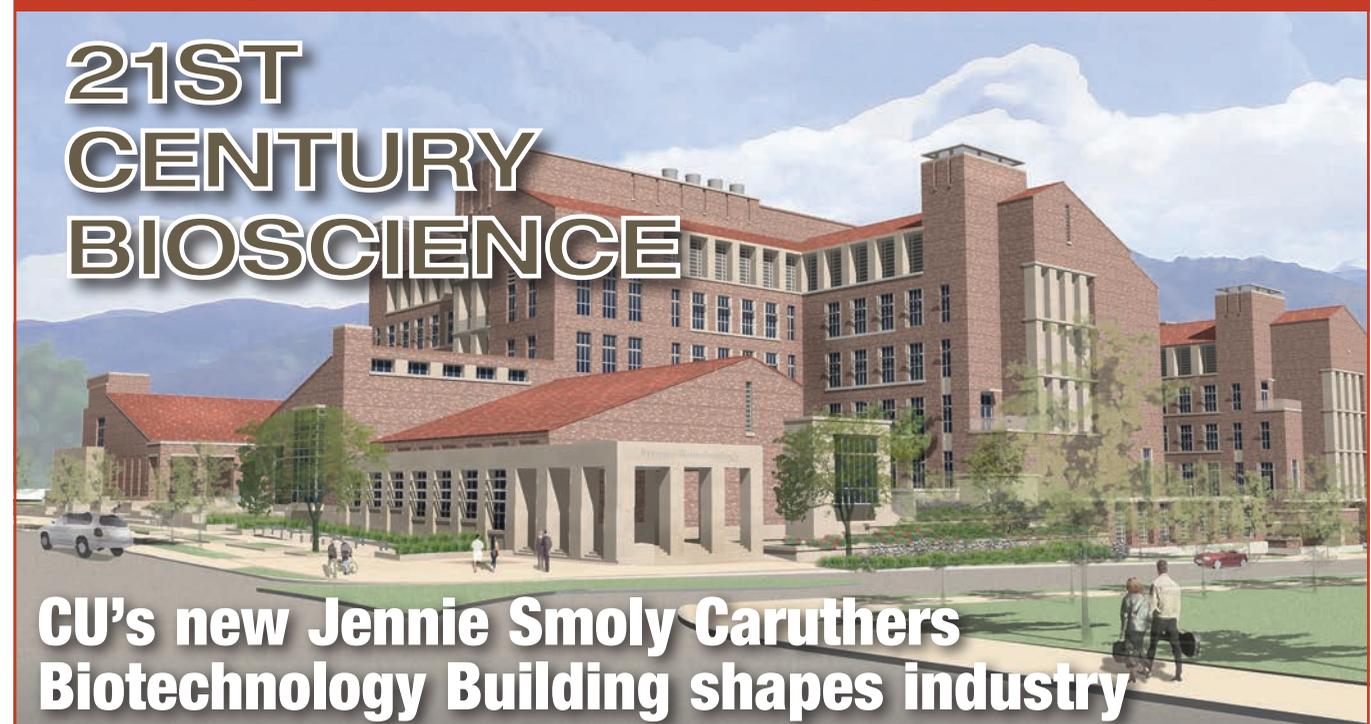
"Business owners should be prepared to invest their own money,

work to maintain a positive credit rating and be patient. Most banks require up to two years in business," said Ross Nicholls, vice president of commercial banking at BBVA Compass in Boulder.

Venture capital

Interested in receiving money from a venture capital company rather than a bank? While banks loan companies money, venture capital firms make equity investments, meaning that they own a percentage of the company and expect to receive a return when the company has some sort of exit, said Brad Feld, a principal at the Foundry Group in Boulder.

Boulder County Business Report Welcomes CU's Jennie Smoly Caruthers Biotechnology Building



21ST CENTURY BIOSCIENCE

CU's new Jennie Smoly Caruthers Biotechnology Building shapes industry

Highlight your business adjacent to Boulder's most advanced new research facility.

The Boulder County Business Report is celebrating the Grand Opening of the Jennie Smoly Caruthers Biotechnology Building on CU-Boulder's East Campus. This state-of-the-art facility will house more than 600 faculty, staff and students from nine departments and divisions in 330,000 square feet.

Call 303-440-4950 to reserve your advertising space!

BOULDER COUNTY
**BUSINESS
REPORT**

June 2012

MERCURY 100



Celebrating the **FASTEST-GROWING PRIVATE COMPANIES** in Boulder and Broomfield Counties!

Become a Sponsor TODAY - Mercury 100 presents the annual list of the 100 Fastest-Growing Private Companies in the Boulder Valley, the top 50 with annual revenue of more than \$2 million, and the top 50 with annual revenue of less than \$2 million based on percentage increase from 2009 to 2011.

Don't miss out on the opportunity to associate your company with the most successful businesses in the region!

Mercury 100 is the Business Report's best networking event, with great appetizers, cocktails and fun entertainment and the opportunity to mix and mingle alongside the area's leading businesses and decision makers!

For complete event and sponsorship information, contact your sales representative today.

BOULDER COUNTY
**BUSINESS
REPORT**

Sponsorship is limited. Contact the
**Boulder County Business Report at
303-440-4950 | www.bcbr.com**