# Boulder County BUSINESS REPORT.



**DISTINCTIVE HOMES** Mountain living offers serenity, beauty of state **SECTION B** 

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SPORTS AND OUTDOORS American Rec pushing distribution in Europe

**16A** 

# **Ruling fuels health-care changes**

#### **BY BETH POTTER** bpotter@bcbr.com

BOULDER — Local health-care industry leaders are generally supportive of a U.S. Supreme Court ruling to uphold President Barack Obama's federal health-care reform law — including a controversial plan to require virtually all Americans to

## *Debate continues over meaning* of justices' stance on Medicaid

carry health insurance by 2014.

has been derided as "ObamaCare" by critics and is a key issue in the 2012 presidential election.

top issue for Boulder Chamber members, 90 percent of whom own small businesses, said Angelique Espinoza, a chamber spokeswoman. Nationally, about half of all uninsured residents are small-business owners, their employees or dependents, Espinoza said.

"Most (members) agree that the ► See Ruling, 27A

# **Solar firm** halts work, files for bankruptcy

**BY DALLAS HELTZELL** dheltzell@bcbr.com

LOVELAND — Abound Solar Inc., a manufacturer of solar panels that had been awarded a \$400 million Department of Energy loan guarantee, is suspending operations and filing for bankruptcy.

The company filed for Chapter 7 bankruptcy on July 2 in U.S. Bankruptcy Court, District of Delaware. Chapter 7 typically is used by companies that plan to cease operations and liquidate.

The shutdown affects Abound's 125 remaining employees. The workers were laid off "coincident with the filing, said Trent Waterhouse, an Abound spokesman. At one time Abound employed about 400 workers in the area.

Abound had been in discussions with potential buyers during the past ► See Solar, 8A

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ent items and specializing in wines and craft beers. See story, 6A.



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The Patient Protection and Affordable Care Act was approved by Congress and signed into law in 2010. It

In Boulder, health care remains a

**Hazel's Beverage World** 

*Investors uncork largest liquor store in Boulder County* 



MICHAEL MYERS The 35,000-square-foot Hazel's Beverage World at 1955 28th St. in Boulder, opened in late June, offering 12,000 differ-

Awards ...... 22A

LISTS

# **BlogFrog to double workforce, expands to N.Y.**

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

#### BY BUSINESS REPORT STAFF news@bcbr.com

BOULDER — Social-marketing company BlogFrog LLC expects to more than double in size to 55 people and to open an office in New York by the end of the year.

The Boulder-based company said June 25 that it hired a new director of human resources, Molly Theda, to help handle the growth. BlogFrog said in March that it had received \$3.2 million in venture-capital funding.

More than 30 people are expected to be hired in software development and in sales and marketing, said Holly Hamann, co-founder of the company. BlogFrog is developing an online "social activation platform," which gives marketing and advertising companies access to 85,000 "social influencers," or bloggers, online.

Clients include Lipton Tea, a brand of Unilever plc (NYSE: UL, ADR: UL), which is based in Glasgow, Scotland; Arm & Hammer, a brand of Church & Dwight Co. Inc. based in Princeton, New Jersey; and ABC News in New York. The company also provides online tracking and analytics information to companies.

The company's aim is to have bloggers use BlogFrog to increase their readership and traffic, to create interaction with readers and followers, and to increase revenue through participation in brand programs, the company said in a press statement. *Posted June 25*.

## BCBR DAILY

#### Zayo refinances, buys firm

LOUISVILLE — Zayo Group LLC, the fast-growing telecom company based in Louisville, has completed \$3.34 billion in equity and debt financing and completed its \$2.2 billion acquisition of AboveNet Inc.

Zayo's financing includes \$472 million in equity financing, according to a release from Zayo Group. GTCR LLC, a Chicago-based private equity firm that is a new investor in the company, led the round.

Existing investors Charlesbank Capital Partners, Battery Ventures and Centennial Ventures, along with new and existing limited partners, also chose to participate in the equity round, according to the release. The new equity investments closed Monday, July 2.

Zayo also closed on \$2.87 billion of new debt financing plus a new \$250 million revolving-credit facility that remains undrawn.

The acquisition of AboveNet Inc. was announced in March. AboveNet was a national provider of fiber-based bandwidth infrastructure services based in White Plains, N.Y. *Posted July 2*.

#### Ball to lead deep-space plan

BOULDER — Ball Aerospace will lead a team to boldly go where no private company has gone before.

Ball Aerospace & Technologies Corp. announced Thursday, June 28, that it will work with the nonprofit B612 Foundation to develop an infrared space telescope that will find and track asteroids and other near-Earth objects. It also will build the satellite to transport it. The mission's goal is to locate and predict the future movements of objects that could have a catastrophic collision with Earth, as well as anything else that is in the relatively uncharted space between Earth and the sun, said John Troeltzsch, the Ball Aerospace employee who will be the project's manager.

The satellite, named the Sentinel, will orbit the sun and be the first privately built, launched and operated deep-space mission. It will be

Healing.

designed and built in Boulder.

The foundation said complete development and testing will take about five years. The target launch date is in 2017 or 2018, and the desired launch vehicle is the SpaceX Falcon9.

Ball Aerospace is a subsidiary of Broomfield-based Ball Corp. (NYSE: BLL). *Posted June 28*.

#### LinkSmart ends its stealth

BOULDER — A Boulder-based startup is emerging from stealth mode with \$4.7 million in the bank and a promise to address one of the most persistent problems shared by online publishers.

LinkSmart Inc. announced its launch Wednesday, June 27. The company will provide "text-link management" for web publishers.

LinkSmart's cloud-based platform will allow publishers to analyze, manage and optimize how readers navigate sites through their use of in-text hyperlinks, said Pete Sheinbaum, the company's founder and chief executive.

Sheinbaum's background is in web publishing, including three years as CEO of DailyCandy, which was sold to Comcast Interactive Media in 2008. His experience taught him that readers engage much more with links See **BCBRdaily**, **25A** 

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# LogRhythm raises \$15 million of venture capital

Grolnick

Siemen's group backs cyber-defense software company in Boulder

#### **BY MICHAEL DAVIDSON** mdavidson@bcbr.com

BOULDER — LogRhythm Inc., a Boulder-based software company that develops cyber-defense software, has raised a \$15 million Series D round of funding.

Siemens' Venture Capital Group, the corporate venture-capital division of Siemens AG, led the round. Existing



investors Adams Street Partners and

LogRhythm is developing tech-

nology in the security-information

and event-management market. Log-

Rhythm's platform manages and moni-

tors network activity so security experts

know when hackers attempt to access a

network, giving system administrators

information about potential attacks,

nies and government agencies. Log-

Rhythm raised a \$10 million Series

LogRhythm's clients include financial institutions, health-care compa-

among other capabilities.

C round in March 2011.

Grotech Ventures also participated.

PETER WAYNE Kenna Quiller, left, vice president for business development at Hudson Integrative Health + Home LLC, stands in a kitchen her team remodeled along with Dennis Hudson, vice president for construction services, and Kellie Hudson, chief executive. To accommodate seniors' need for easier access, the kitchen was redone with lower countertops and a wider floor space around the kitchen island.

## *Company helps smooth the transition into older years*

**BY ELIZABETH GOLD** news@bcbr.com

BOULDER — Baby boomers are redefining aging in the same way they've redefined a lot of what was status quo until they arrived on the scene. As they slip into the golden years, the generation is clear about one thing: Remaining in their own homes indefinitely is the goal.

They want their parents to have the same advantage.

To make that happen, it's necessary to live in an environment that makes living safe and accessible as well as to be healthy, according to Kelly Hudson, owner of Hudson Integrative Health + Home LLC.

The Centers for Disease Control and Prevention defines the ability to live in one's own home safely, independently and comfortably regardless of age, income or ability level as Feople want to be

treated at home and to

remain connected to

#### their families as well as to

their communities.

#### Kenna Quiller

NT VICE PRESIDENT. HUDSON INTEGRATIVE HEALTH + HOME LLC

"aging in place."

Hudson Integrative Health + Home focuses on making that option possible.

"People want to be treated at home and to remain connected to their families as well as to their communities," said Kenna Quiller, business development vice president for Hudson Integrative.

"If people take care of their health and watch their nutrition but have a lot of falls, it's not productive," she said. "Likewise, homes can be made safe, but if people aren't healthy there's no integrative link."

Putting safety and health under the same roof helps keep people on their own — a desire that the aging population rates high on the list of what to do next.

It's so high, in fact, that according to a study done by Prince Market Research and commissioned by Clarity and The EAR Foundation, senior citizens fear moving into a nursing home and losing their independence more than they fear death.

The research showed that 89 percent of those seniors aim to grow older without having to move from their homes and that more than half of them — 53 percent — are con-► See Aging, 27A

Rhythm and Siemens both target, including health care and critical infrastructure," LogRhythm president and chief executive Andy Grolnick said in the release.

LogRhythm

will use the

money to accel-

erate growth,

product develop-

ment and inter-

national expan-

sion, according

to a press release

from the com-

pany.

"We are excited to partner with

Siemens' Venture Capital group,

particularly due to the opportunity

we see to collaborate in several of

the key vertical markets that Log-

"Network attacks and breaches are increasingly driving organizations to employ more advanced detection and response capabilities. There is also a rapidly growing demand for solutions that help organizations tap 'Big Data' for enhanced security, operations and business intelligence. LogRhythm's SIEM 2.0 platform addresses both of these burgeoning needs in unique and compelling ways."

## **Polar Bottle** wins a place at bike race

No bike race is complete without an official water bottle.

The USA Pro Cycling Challenge has chosen Boulder-based Polar Bottle to provide the official water bottle for the multistage race through 2013.

Polar Bottle has created a variety of custom bottles for this year's race, which takes place Aug 20-26.

The designs are inspired by each of the five leaders' jerseys — General Classification (overall leader), Best Young Rider, Best Sprinter, King of the Mountains, Most Aggressive Rider — and a commemorative 2012 Stage Route bottle, all manufactured in Colorado.

Polar Bottle will supplement its sponsorship with a presence at each stage of the race, including Stage 6, which ends with a climb up Flagstaff Mountain overlooking Boulder.

## К

Polar Bottle president Judy Amabile is thrilled about her company's association with the race for the next two years.

"It's great to have world-class stage racing back in Colorado," she said. "Last year's race proved that our state is the perfect venue."



COURTESY POLAR BOTTLE

Polar Bottle has created a variety of custom bottles for this year's USA Pro Cycling Challenge. The designs are inspired by each of the five leaders' jerseys — General Classification (overall leader), Best Young Rider, Best Sprinter, King of the Mountains, Most Aggressive Rider — and a commemorative 2012 Stage Route bottle.



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## Tired of Stock Market Volatility?

Mayor Michael R. Bloomberg was recently quoted in a New York Times article entitled "Public Pensions Faulted for Bets on Rosy Returns" on May 27, 2012:

"If I can give you one piece of financial advice: if somebody offers you a GUARANTEED 7 PERCENT on your money for the rest of your life, YOU TAKE IT..."

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# **PUC backs Boulder in dispute with Xcel**

### BY MICHAEL DAVIDSON mdavidson@bcbr.com

DENVER — The Colorado Public Utilities Commission has sided with the city of Boulder in its dispute with Xcel Energy Inc. over whether the utility should be allowed to change incentive programs for Boulder customers while the city considers launching a municipal utility.

The commission on Wednesday, June 27, ruled that it would be premature to allow Xcel Energy to change the incentive programs and limit who is eligible, which was in agreement with the city of Boulder's position. The city has said such decisions should be reached after it has decided whether or not to form a municipal utility.

"We are very pleased that Boulder customers will continue to be able to use these programs, at least in the short term," city spokeswoman Sarah Huntley said. "We know that it's not a fully settled issue."

## **Colorado to get new U.S. patent office**

#### BY BETH POTTER

bpotter@bcbr.com

DENVER — Colorado's top officials are celebrating the announcement that a new U.S. Patent and Trademark Office will come to the state, bringing an estimated \$440 million in economic activity in the next five years.

Gov. John Hickenlooper, Sen. Michael Bennet, D-Colo., and other state leaders met Monday, July 2, at the Anschutz Health and Wellness Center on the University of Colorado Anschutz Medical Campus at Colfax Avenue and Peoria Street in Aurora to tout the announcement.

The Denver metro area was one of three areas chosen for a new sat-



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The PUC did leave the docket open, which will allow it to continue to ask Xcel Energy and the city of Boulder questions as the city's consideration of municipalization goes forward.

Xcel Energy requested it be allowed to change the SolarRewards program to a pay-for-performance system and not use up-front payments. It also asked to be allowed to limit Boulder customers' participation in demand-management programs and exclude them from new solar gardens and wind-energy programs.

Xcel Energy said its request was made with the goal of preventing its other customers from subsidizing Boulder.

"It was never Xcel Energy's intent to cut off programs, rather (to) ensure our Boulder customers continued (to have) access to these programs without non-Boulder customers paying Boulder's share," Xcel Energy spokeswoman Michelle Aguayo said in an email.

ellite patent office, according to the U.S. Department of Commerce. No specific site has been named. The two other metro areas chosen were Dallas-Fort Worth, Texas, and San Jose, California. Another new office recently had been announced for Detroit.

Federal officials said in a press statement that the new offices would "create new economic opportunities in each of the local communities."

Next week, two Department of Commerce officials will travel to each of the newly selected cities to meet with local businesses, entrepreneurs and public officials to discuss the new office openings, according to the announcement.

Volume 31 : Issue 15 July 6-19, 2012

# Energy firm has cool plan for excess heat

## New engine type can convert wasted warmth into power

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

BOULDER — Wasted heat is wasted money and costs businesses around the world billions of dollars every year.

Since 2006, Cool Energy Inc., a Boulder-based company, has been developing technology to help capture the excess or wasted heat generated by commercial and industrial processes and convert it into electricity.

"We take heat that is otherwise wasted and turn it into energy, and the market opportunity is enormous in that space," said Sam Weaver, Cool Energy's president and chief executive.

To achieve that, Cool Energy's seven full-time employees and two contractors are developing a new type of Stirling engine in the company's Boulder workshop.

The principles behind the Stirling engine have been known since the early 19th century. Gases and fluids inside a Stirling engine are heated and cooled, and can move a piston as they



Brian Nuel, director of engineering at Cool Energy Inc., works with Dave Georgis, the company's director of operations, on a Sterling engine at Cool Energy's workshop in Boulder.

expand and compress. The piston can be attached to a generator, which will create electrical power.

A lot of industrial equipment such

as ovens and kilns generate sufficient waste heat to power Stirling engines. The equipment is used in industries such as brick, glass and ceramic manufacturing, and about 20 percent to 50 percent of the energy used in their processes can be lost to waste heat. > See Cool, 18A





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# **Boulder toasts big new retail liquor outlet**

### 35,000-square-foot space makes Hazel's the county's largest

#### BY HEATHER McWILLIAMS

news@bcbr.com

BOULDER — For all things brewed, bottled, boxed or distilled, Boulder-area customers now can try recently uncorked Hazel's Beverage World. The locally owned business opened in late June as the largest liquor store in Boulder County.

"Hazel's is a completely, radically different take on what a liquor store can be," said attorney Bruce Dierking, general manager and co-founder of the store. The 35,000-square-foot store offers 12,000 different items at its 1955 28th St. location, specializing in wines and craft beers. On opening day, Hazel's had 45 employees.

Hazel's ranks as one of the largest liquor stores in the state in terms of square footage, and the largest in Boulder County, slightly edging out Liquor Mart's 32,500 square feet in Boulder.

A group of largely local investors, Integrity Retail Partners LLC, teamed to start the business with Dierking at the helm of regular operations. Necessity brewed up the birth of Hazel's, Dierking said, after the previous ten-



MICHAEL MYERS

Hazel's Beverage World's co-founder and general manager Bruce Dierking, left, and store manager Jim Dean are all smiles at the helm of the county's largest liquor store.

ant of the space went bottoms up.

"We weren't thinking of doing this until our client declared bankruptcy and dropped the building in our lap," Dierking said. He and local developer Jim Loftus owned the building for years, renting it to businesses such as Ultimate Electronics, which closed after filing Chapter 11 bankruptcy in 2011.

The duo considered searching for another pre-established business to fill the space.

"But with the national-chain sort of approach, there is really no loyalty

to the community," Dierking said. "Going back to that same type of relationship wasn't very appealing."

Meanwhile, market research showed that liquor stores do well in such a "junior anchor" or "mid-> See Liquor, 18A

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#### SOLAR from 1A

several months, but ended negotiations when the involved parties were unable to come to an agreement on terms, the company said in a prepared statement. It blamed "aggressive pricing actions from Chinese solar-panel companies" that "made it very difficult for an early-stage start-up company like Abound to scale in current market conditions."

Abound supported recently imposed import tariffs, the statement said, "but this action is unfortunately too late for the company."

The company opened a 126,000-square-foot production facility in 2009 at 9586 I-25 East

10 FOR

CHANGE

A new climate for busines

Frontage Road, south of Colorado Highway 119 near Firestone in Weld County. That facility has a Longmont mailing address. Abound has a longterm lease with Boulder-based owner W.W. Reynolds Cos., which bought the building for about \$10 million in January 2010.

Abound also leases another 37,000-square-foot facility in Longmont, has administrative offices in Loveland, a research-and-development laboratory in Fort Collins and a European office in Munich, Germany. The company was incorporated as

AVA Solar in 2007 and rebranded as Abound Solar in 2009.

There is more than one way to boost your

**BOTTOM LINE** 

Abound's technology used a thin, cadmium-based material to convert sunlight into electricity instead of the silicon used in traditional solar panels. The roots of its thin-film cadmium solar modules can be traced to Colorado State University professor W.S. Sampath, whose research was supported by the National Renewable Energy Laboratory, according to the company.

In 2007, the DOE awarded the company a grant to support a pilot project to demonstrate the viability of its manufacturing process, according to the department. In December 2010, the department issued Abound a loan guarantee to help it build two commercial-scale plants — the one in Weld County and another in Tipton, Indiana. The plant in Indiana was scheduled to be operational by the end of 2014.

Abound had borrowed nearly \$70 million of the \$400 million federal guarantee, according to the DOE website, and by December 2011 had raised more than \$300 million more in private equity financing from backers including BP Alternative Energy, the Invus Group, DCM and others.

"When the cost of polysilicon was high, Abound's technology offered the promise of a lower-cost alternative that would be built here in the United States," according to an article posted June 28 on the DOE's website by Damien LaVera, deputy director of the department's Office of Public Affairs. "When the floor fell out on the price of solar panels, Abound's product was no longer cost competitive. As a result, the company was unable to meet some of the financial milestones built into the loan agreement to protect the taxpayers and — in September 2011 the department halted disbursements on the loan. Of the \$400 million that Abound was originally approved for, the department only lent the company less than \$70 million."

About 35 percent of the DOE's total loan portfolio is for solar-generating projects, which benefit from falling prices, LaVera wrote, while less than 4 percent was for solar manufacturers. LaVera's statement said the "steeper-than-expected collapse of pricing for solar modules ... has been driven in part by what the Commerce Department has found to be unfair practices by competitors in China."

Once the Abound Solar bankruptcy liquidation is complete, LaVera wrote, the DOE expects the total loss to the taxpayer to be between 10 percent and 15 percent of the original loan amount.

In January, Abound had announced that it was teaming with a solarsystem integration company in India, Solar Integration Systems India Private Limited (Solarsis), to commission a solar photovoltaic plant in Kadiri, Andhra Pradesh, India.

In February, Abound suspended production and laid off about 180 full-time workers and 100 temporary workers at its plant in Weld County, saying in a press statement that it needed time to retool the plant to produce a new line of more efficient solar panels and hoped to restart mass production by the end of 2012.

"Produced at lower scale and likely a higher cost, the chance for survival in the current market environment was always slim," wrote Shyam Mehta, a senior analyst at GTM Research, a branch of Greentech Media. "Unfortunately, Abound and other module manufacturing closures including thin film and (cadmium-telluride) suppliers alike, is still just the tip of the iceberg."

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(Above) Helen and Nick Forster of eTown

Boulder businesses and residents are working to reduce community greenhouse gas emissions. The City of Boulder's Climate Action Plan (CAP) tax funds 10 for Change and other innovative programs to support this goal. 10 for Change is managed by the city's Local Environmental Action Division (LEAD) and is endorsed by the Boulder Chamber, Downtown Boulder, Inc., the Boulder Independent Business Alliance, and EnergySmart. 2008 founding members: Hogan Lovells, Cleantech Solutions, City of Boulder.



# Zonit device gives data centers powerful tool

## Micro-ATS can switch among several sources of electricity

BY JEFF THOMAS news@bcbr.com

Good things come in little packages, and Boulder's Zonit Structured Solutions LLC hopes its smallest package helps open up some big markets in data-center power distribution and beyond.

"We already have many major clients using this product: Google, Apple, Walt Disney, Kaiser Permanente, Comcast, the United Nations," said Zonit founder Bill Pachoud, reeling off the list of customers using the proclaimed "world's smallest and most efficient Automatic Transfer Switch for data-center equipment."

The Micro-ATS is about the size of a bar of soap that can auto-switch power fed to data processing equipment, such as routers and servers, which otherwise would be tied to a single source of electricity. Pachoud said the patented and patent-pending technologies have sophisticated abilities in detecting power quality and functionality — switching between different types and qualities of power > See **Zonit, 15A** 



Bill Pachoud, Zonit founder and chief executive, shows his company's micro automatic transfer switch. The Micro-ATS is about the size of a bar of soap and can auto-switch power fed to data processing equipment, such as routers and servers.

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When fire strikes, do you need a public adjuster?

BY BUSINESS REPORT STAFF news@bcbr.com

**FOCUS: INSURANCE** 

DENVER — Homeowners faced with the aftermath of wildfires throughout the state this summer are now beginning the process of dealing with insurance claims.

EDGE

Typically, insurance companies will provide trained professional adjusters who help homeowners navigate the claims process. However, in some cases, homeowners may choose to work with a public adjuster.

"Consumers should review the following information before hiring a public adjuster, who must be licensed by the Colorado Division of Insurance," said Jim Riesberg, commissioner of insurance.

What does a public adjuster do for the homeowner?

A public adjuster should manage your claim from clean-up to rebuild. That includes visiting the site of the loss to analyze the damages, making sure every detail of the loss is identified, estimating damages, reviewing your homeowner policy coverage, determining current replacement > See Adjuster, 13A



COURTESY WILL VON DAUSTER, NOAA

A plane drops slurry fire retardant on the Flagstaff Fire west of the Flatirons that overlook south Boulder. With a more active than normal wildfire season in Colorado, the Colorado Division of Insurance said homeowners may choose to work with a public insurance adjuster in addition to or in place of an adjuster provided by an insurance company.





# **SBA backing loans at prerecession pace**

'm starting to get the feeling from regional financial indicators that the Leconomy is picking up — quickly.

For example, did you know that the federal Small Business Administration underwrote close to \$16 million in loans in Boulder and Broomfield counties from Oct. 1, 2011, to May 23, 2012?

Now you do.

Federal loan dollars actually have been growing in the state economy since January 2011, according to Matthew Palmer, a spokesman for the SBA office in Denver. Since then, loan officers have been approving SBA-backed loans at a pre-economic recession pace, Palmer said.

Since the beginning of March of this year, the SBA has made almost 1,100 loans in Colorado, doling out more than \$430 million per week.

That's a lot of dough, Palmer said. "The pace of SBA loan-making is a healthy sign for the economy and the credit markets," Palmer said.

The money helps create new jobs in the U.S. economy, he said.

Of all of the banks operating locally, Wells Fargo (based in San Francisco, but with 14 local branches) was far and away the largest SBA lender in 2011, Palmer said.

#### Lending cap stuck

Also on the lending front, credit

unions probably will be stuck with their current lending cap of 12.25 percent of assets through the end of the year, according to a national credit union group.



forward by Sen. Mark Udall, D-Colo., to raise the lending cap to 27.5 percent appears to be stalled in Congress for the summer. While the bill

A bill put

Beth Potter

would inject an estimated \$330 million into the Boulder County economy, it's hard to get any traction for it in this busy election year, said Carlos Pacheco, president of Premier Members Federal Credit Union in Boulder.

New credit union loaning power of \$330 million was estimated by the Credit Union National Association. The national trade group also estimated that about 420 new credit union employees would be hired in Boulder County alone, if the bill passed.

"This is a challenge in Congress in an election year," Pacheco said. Colorado Bankers Association

president Don Childears agrees. As a quick aside, bankers oppose the bill, saying it would be completely unfair for tax-exempt credit unions to compete more directly with tax-paying banks. And if the credit unions do want to compete, Childears suggests they change their charters to be mutual savings banks, where members can own shares, but the bank pays taxes.

"Senators don't want to vote on it because it puts them in the position of choosing between two friends the credit unions and the banks," Childears said. "This is not a necessary bill."

Credit unions in the state, on average, are loaning about 3.25 percent of their assets to members, Childears said.

#### **Fewer late payments**

On the residential loan front, mortgage delinquencies are at their lowest levels since the federal Office of the Comptroller of the Currency started publishing reports on mortgage performance in the first quarter of 2008.

The federal office singles out the "strengthening economic conditions" as the biggest factor behind the fact that fewer homeowners are falling behind on their mortgages. Government programs also get a pat on the back in the matter, as the "ongoing effects of home retention programs."

On average, homeowners paid \$437 less per month for their

monthly loans than the previous amount they paid, if they were able to refinance their homes in the first quarter of 2012. That huge monthly drop came from historically low federal interest rates.

In addition, homeowners who qualified for the Home Affordable Modification Program saw their payments reduced by \$588 on average. Basically anyone with a job and a home who complains that his or her loan payment is too high can qualify for the HAMP loan guidelines, which were expanded by President Barack Obama on June 1.

All you have to do is show that you have had your mortgage since before January 2009.

Of course virtually every homeowner who can refinance their mortgage already has done so, though, based on statistics from the Comptroller of the Currency.

Just 495 homeowners applied for a HAMP loan in the first quarter of 2012 in Colorado, according to the statistics.

Just 249 Colorado homeowners defaulted on loans that had been modified in the third quarter of 2011, according to the statistics.

Beth Potter can be reached at 303-440-1944 or via email at bpotter@ bcbr.com.





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**BOULDER COUNTY BUSINESS REPORT** 

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14A | List of Public Companies

# PUBLIC COMPANIES

# **Ball Corp. sets public companies' pace**

Cans, satellites keep growing area firm busy <sup>BY MICHAEL DAVIDSON</sup>

mdavidson@bcbr.com

Expansion into new markets, acquisition of rivals and development of new products led to a generally strong 18 months for public companies headquartered in the area, with only the vagaries of weather and politics putting much of a damper on revenue.

Below are brief recaps of the past year-and-a-half for the five largest publicly traded companies based in Boulder and Broomfield counties.



#### Ball Corp.

BROOMFIELD — Whether it was working with craft brewers

to develop new cans or with NASA to search for new planets, Ball Corp. has had a successful and busy past 18 months.

Ball (NYSE: BLL) continued its international expansion, devel-

oped new products, continued adding new partners and saw strong results.

Ball's major activities are metal packaging for beverages, food and aerosol products. Ball Aerospace & Technologies, a subsidiary, builds spacecraft and components for satellites and aircraft. The Broomfieldbased company saw sales jump by 13 percent to \$8.63 billion in 2011, while profits dipped 5 percent to \$444 million.

A Ball-built climate monitoring satellite was launched in October. So far in 2012, Ball has completed new manufacturing plants in China, Brazil and Vietnam, which the company believes will give it access to emerging markets. In April, NASA extended the Kepler Mission, of which Ball is the mission prime contractor, through 2016.





COURTESY BALL AEROSPACE & TECHNOLOGIES INC. A technician for Ball Aerospace & Technologies Inc. inspects the Space Test Program's Standard Interface Vehicle or STP-SIV, in this file photograph. Boulder-based Ball Aerospace helped its parent company, Broomfield-based Ball Corp. (NYSE:BLL), bolster revenue in 2011.

tions Inc.'s 2011 was spent integrating Global Crossing into its operations. Level 3 acquired the former rival Tier 1 telecom com-

Jim Crowe - CEO

the acquisition in October. "We are pleased with the progress

pany for \$3 bil-

lion, completing

we have made in coming together as one company," Jeff Storey, Level 3 president and chief operating officer, said in February. "We are now one team, having defined organizational structures, identified leadership and aligned teams within those structures."

Level 3 (NYSE: LVLT) reported a 21 percent increase in revenue to \$4.3 billion in 2011. The company saw its 2011 losses increase 22 percent, reaching \$756 million.



Historically low snowfall kept

skiers away from the company's resorts. Its four resorts in Colorado — Vail, Beaver Creek, Breckenridge and Keystone saw the lowest snowfall in 30 years, and kept

Vail's famous Back Bowls closed until mid-January.

Vail's resorts near Lake Tahoe, Calif. — Heavenly and Northstar-at-Tahoe, which the company acquired in fall 2010 — did not fare much better. No snow fell during December, which hadn't happened since the late 1800s, according to the company.

Rob Katz - CEO

Rob Katz, chief executive of Vail Resorts (NYSE: MTN), described it as "the most challenging winter in the history of the United States ski industry."

The challenges meant Vail Resorts' revenues dipped in the first nine months of its fiscal year. (Vail's fiscal year runs from Aug. 1 to July 31 to accommodate the ski season.) Revenues dropped nearly 14 percent to \$911 million.

The difficult season follows a great 2010-11 for the company. Vail Resorts posted revenue of \$1.17 bil-

lion the prior fiscal year and a profit

## of \$34.5 million.

Crocs Inc.

NIWOT — Footwear and apparel maker Crocs Inc.

(Nasdaq: CROX) is celebrating its 10th anniversary

this year, but that's not the only reason the company has to party. The year

2011 proved to



be a landmark for Crocs, as the company surpassed \$1 bil-

lion in revenue for the first time on the strength of a 27 percent rise in annual sales. The company turned a profit of nearly \$113 million, a 67 percent improvement over the year before. The momentum continued into 2012, as the company posted a 20 percent quarter-to-quarter gain in revenue during the first quarter.

Crocs' growth comes as president and CEO John McCarvel settles in after taking the company's helm in February 2010. McCarvel ➤ See **Public, 13A** 



#### PUBLIC from 12A

cited Crocs' efforts to expand its product line into cold-weather shoes as a reason for growth in his summary of the company's 2011 fiscal year.

McCarvel remains bullish on Crocs, predicting it will double sales in five years. Despite the performance and predictions, Crocs' stock price has lagged in recent months, falling to below \$16 per share from a peak above \$31 per share in August.



#### DigitalGlobe Inc.

LONGMONT — DigitalGlobe Inc. continues in its orbit,

despite a takeover attempt from a rival and a political climate that threatens crucial government contracts.

DigitalGlobe (NYSE: DGI) in May rejected an unsolicited take-

over bid from GeoEye Inc., a competitor in the satellite imaging industry. The two companies had been trading takeover proposals privately Jeffrey Tarr - CEO



since February, but in May GeoEye went public with its bid.

DigitalGlobe's board rejected GeoEye's advances, saying its takeover bid undervalued the company and its future prospects.

DigitalGlobe's prospects got brighter in June, when the company announced a major client, the National Geospatial-Intelligence Agency, had renewed its contract for the EnhancedView program through Aug. 31, 2013.

DigitalGlobe reported revenue of \$339.5 million in 2011, a 5 percent improvement on the \$322.5 million it made in 2010. For the full year, DigitalGlobe reported a net loss of \$28.1 million, compared with net income of \$2.5 million for 2010.

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#### **ADJUSTER** from 10A

costs, hiring contractors to make repairs, inspecting the repairs, and handling paperwork required by the insurance company.

Public adjusters typically contract to assist with complex or high-value claims, but less often with minor losses. If you don't have time to hire a contractor, oversee the work that is done, and deal with the insurance company, using a public adjuster can be a valuable service. On the other hand, if your damage is minor, or limited to one part of the house, it may be a repair job or clean-up that you can manage without a public adjuster.

How much should a public adjuster charge?

State laws do not limit the amount a public adjuster may charge, but 10 percent of the claim is a typical amount and, generally, the industry standard. If it's less than 10 percent you may have a good deal. If the fee is more than 10 percent, you may want to shop around and compare other rates and services. Regardless of price, you want to hire a reputable and experienced public adjuster.

Tips to remember before hiring a public adjuster: The Division of Insurance reminds consumers they are never required to hire a public adjuster. However, if a public adjuster is being considered, follow these tips to protect your interests:

Make sure the person is licensed

by the Colorado Division of Insurance. You can call the Division of Insurance at 303-894-7490 to verify a license and to find out if the public adjuster holds a resident or non-resident license.

Find out where the licensed public adjuster resides permanently. After disasters, sometimes out-of-state individuals will travel to another state to handle claims. If you choose to use a non-resident licensed public adjuster, be sure to ask if the public adjuster has local references, and check them out before signing a contract.

Check with the Better Business Bureau to see if there are any complaints against this individual or business.

Find out how long the individual has been a public adjuster. This will give you an idea of his or her experience.

Ask for local recommendations for others they have assisted in Colorado, and contact the individuals for their opinion of the work.

Read any contract you are given carefully, and do not sign unless you understand and agree to the terms. Be sure you understand:

Is there an initial deposit required and how much is it?

What fee will be charged or what percentage of claim is promised to the public adjuster? (For example, on a roofing claim, a policyholder who has agreed to pay a public adjuster 10 percent has agreed to give the public adjuster \$500 if the claim adds up to \$5,000. The larger the claim, the greater the amount the public adjuster will be owed.)

When will the public adjuster receive payment? Does the policyholder pay the public adjuster over time, as work is completed, or is a lump sum due at one time? Be sure the contract is specific.

Is there any penalty if the contract is cancelled? How much is the penalty, if any?

Notify your insurance company when you have contracted with a public adjuster, and give them the name of the person who is authorized to work with the insurance company on your behalf.

If you meet with a public adjuster and are not sure this is the right person to assist you, be aware that you do not have to sign a contract on the spot. You should meet with more than one public adjuster and make a choice, as well as allow yourself time to check references and the public adjuster's license.

For more information, contact the Consumer Affairs Section of the Colorado Division of Insurance at 303-894-7490 (800-930-3745 toll-free outside Denver metro area) or go online at askdora.colorado.gov and click on "Division of Insurance."

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# BUSINESS LIST PUBLIC COMPANIES (Companies based in Boulder and Broomfield counties ranked by last full fiscal year's revenue\*)

RANK	Сотрапу	Chief Executive Officer	Revenue 2011 Revenue 2010 Net Income 2011 Net Income 2010	Stock Exchange Ticker Symbol Fiscal Year End	Full-Time Employees	52-Week High 52-Week Low 2011	Business Description
1	BALL CORP. 10 Longs Peak Drive Broomfield, CO 80021 303-469-3131/303-460-2127	John A. Hayes President and CEO	\$8,630,900,000.00 \$7,630,000,000.00 \$444,000,000.00 \$468,000,000.00	NYSE BLL Dec. 31	15,000	\$43.70 \$29.69	Provides metal packaging products for beverage, food and household customers; aerospace unit provides imaging, communications and information systems, products, software and services to government and commercial aerospace customers.
2	LEVEL 3 COMMUNICATIONS INC. 1025 Eldorado Blvd. Broomfield, CO 80021 720-888-1000/720-888-5085	James Q. Crowe CEO	\$4,333,000,000.00 \$3,591,000,000.00 (\$756,000,000.00) (\$622,000,000.00)	NYSE LVLT Dec. 31	10,090	\$40.05 \$16.51	Operates fiber-optic networks and sells a variety of communications services.
3	VAIL RESORTS INC. 390 Interlocken Crescent, Suite 1000 Broomfield, C0 80021 303-404-1862/303-404-6415	Robert A. Katz CEO	\$1,167,046,000.00 \$894,803,000.00 \$34,489,000.00 \$30,385,000.00	NYSE MTN July 31	4,300	\$48.79 \$34.54	Resort operator; Grand Teton Lodge Company in Jackson, Rock Resorts, Vail, Breckenridge, Beaver Creek, Heavenly and Keystone.
4	CROCS INC. 6328 Monarch Park Place Niwot, C0 80503 303-848-7000/303-848-7010	John P. McCarvel President and CEO	\$1,000,903,000.00 \$789,695,000.00 \$112,788,000.00 \$67,726,000.00	Nasdaq CROX Dec. 31	4,157	\$32.47 \$14.20	Manufacturer of Crocs branded footwear.
5	DIGITALGLOBE INC. 1601 Dry Creek Drive, Suite 260 Longmont, CO 80503 303-684-4000/303-682-3848	Jeffrey R. Tarr CEO, President	\$339,500,000.00 \$322,500,000.00 (\$28,100,000.00) \$2,500,000.00	NYSE DGI Dec. 31	708	\$27.42 \$11.61	Provider of high-resolution commercial satellite imagery and geospatial information products.
6	GAIAM INC. 833 W. South Boulder Road Louisville, CO 80027 303-222-3600/303-222-3700	Lynn Powers CEO	\$274,773,000.00 \$274,270,000.00 (\$24,872,000.00) \$4,275,000.00	Nasdaq GAIA Dec. 31	289	\$5.13 \$2.95	Environmentally friendly products; other goods and services for a healthy lifestyle.
7	DYNAMIC MATERIALS CORP. 5405 Spine Road Boulder, C0 80301 303-665-5700/303-604-3948	Yvon Pierre Cariou CEO and President	\$208,891,000.00 \$154,740,000.00 \$12,491,000.00 \$5,265,000.00	Nasdaq BOOM Dec. 31	456	\$24.53 \$14.00	Manufacturer of explosion-welded clad metal plates that are used to fabricate heavy equipment for a variety of industries; manufacturer and distributor of shaped charges and related products for the perforation of oil and gas wells.
8	ARRAY BIOPHARMA INC. 3200 Walnut St. Boulder, C0 80301 303-381-6600/303-386-1390	Kyle A. Lefkoff Executive Chairman	\$71,901,000.00 \$53,900,000.00 (\$56,324,000.00) (\$77,632,000.00)	Nasdaq ARRY June 30	259	\$4.10 \$1.58	Discovery, development and commercialization of targeted small molecule drugs to treat patients afflicted with cancer and inflammatory diseases.
9	NEW FRONTIER MEDIA INC. 7007 Winchester Circle, Suite 200 Boulder, C0 80301 303-444-0900/303-938-8388	Michael Weiner CEO	\$48,709,000.00 \$50,428,000.00 (\$725,000.00) (\$1,738,000.00)	Nasdaq NOOF March 31	165	\$1.75 \$0.84	Producer and distributor of adult-themed and general motion picture entertainment.
10	CLOVIS ONCOLOGY INC. 2525 28th St. Boulder, CO 80301 303-625-5000/N/A	Patrick J. Mahaffy President and CEO	\$0.00 \$0.00 (\$55,570,000.00) (\$37,830,000.00)	Nasdaq CLVS Dec. 30	57	\$27.55 \$11.45	Focused on acquiring, developing and commercializing innovative anti-cancer agents in the U.S., Europe and other international markets.
11	ARCA BIOPHARMA INC. 8001 Arista Place, Suite 200 Broomfield, C0 80021 720-940-2100/720-208-9261	Michael R. Bristow President and CEO	\$0.00 \$0.00 (\$5,364,000.00) (\$8,420,000.00)	Nasdaq ABIO Dec. 31	11	\$2.45 \$0.37	Focused on developing and commercializing genetically targeted therapies for heart failure and other cardiovascular diseases.

Source: Yahoo! Finance

() Parentheses indicates loss

Researched by Mariah Gant

Source: Business Report Survey

### STAFFING AGENCIES (Agencies in Boulder and Broomfield counties ranked by number of registered temporary workers in region.\*) BUSINESS REPORT LIST

RANK	Company Address Phone/Fax	No. of registered temporary workers Offer benefits?	No. of employees No. of local offices	Areas of specialization	Headquarters Year founded	Person in charge Website E-mail
1	SOS STAFFING 3561 Stagecoach Road, Suite 200 Longmont, C0 80504 303-772-7422/303-772-7353	35,000 Yes	11 2	Executive searches nationwide for renewable energy, accounting and other professional placements.	Longmont 1973	Tammy Fisher, Northern Colorado area manager www.sosstaffing.com N/A
2	KELLY SERVICES INC. 3223 Arapahoe Ave., Suite 305 Boulder, C0 80303 303-444-7750/303-444-3191	30,000 Yes	5 1	Temporary staffing services, staff leasing, outsourcing, vendor on-site and full-time placement.	Troy, Michigan 1952	Sheila Brown, Branch manager www.kellyservices.com 1620@kellyservices.com
3	APPLEONE CAREER SERVICES 2595 Canyon Blvd., Suite 320 Boulder, C0 80302 303-545-2440/303-545-2304	26,243 Yes	6 5	Staffing consultants in direct hire and temporary placements for executive, IT, finance, administrative, engineering, sales, HR, management, or any professional position.	Glendale, California 1964	Autumn Coffee, Area manager www.appleone.com boulder@appleone.com
4	EXPRESS EMPLOYMENT PROFESSIONALS LLC 700 Ken Pratt Blvd., Suite 109 Longmont, C0 80501 303-678-1608/303-678-1615	7,238 Yes	7 1	Human resource services including office/ industrial staffing, human resources consulting/ training and Web-based payroll.	Oklahoma City 2001	G. Todd Isaacson, Owner www.expressboulder.com jobs.longmontco@expresspros.com
5	BOLDER STAFFING (BSI) AND BOLDER PROFESSIONAL PLACEMENTS (BP2) 350 Interlocken Blvd., Suite 106 Broomfield, C0 80021 303-444-1445/303-444-1645	732 Yes	17 2	Specializing in temporary, temp-to-hire, direct and contract hire for administrative, skilled labor, executive, management, engineering, IT and professional positions.	Broomfield 1992	Jackie Osborn, President, CEO www.BSIHires.com Jackieo@BSIhires.com
6	LABOR FINDERS 111 S. Main St., Unit B Longmont, C0 80501 303-772-9950/3037720038	200 No	3 1	Construction, general labor, carpentry, electrical, manufacturing, light industrial, hospitality, wait staff, distribution, chefs, office/ clerical, warehousing.	Palm Beach Gardens, Florida 1975	Jeffrey Burnett, President www.laborfinders.com N/A
7	HIGHLAND TECHNICAL STAFFING 357 Main St., Suite 2 Longmont, CO 80501 303-443-0220/303-532-2111	42 Yes	11 1	Provides technical and engineering staff via contract, contract-to-hire and direct-hire placements.	Longmont 1992	Anahid Katchian, Owner www.highlandit.com info@highlandit.com
8	CORESTAFF SERVICES 2255 Main St. Longmont, C0 80501 303-682-0200/303-682-0211	40 Yes	23	Administrative, light industrial/basic, electrical and mechanical assembly, customer service, some engineering.	Houston 1994	Melissa Hernandez, Boulder County Area Manager www.corestaff.com moreinfo@corestaff.com
9	ASPEN PERSONNEL SERVICES 1155 S. Main St. Longmont, C0 80501 303-776-9661/303-776-0195	33 No	1	Locally owned, specializing in admin/clerical, electro/mech assembly, production and light industrial; also offers tax services, payroll services and payroll advances.	Denver 1995	Carey Kempf, CEO www.aspenpersonnelservices.com longmont@aspenpersonnelservices.com
10	APPLIED DESIGN CORP. 5311 Western Ave., Suite 131 Boulder, CO 80301 303-444-3125/303-444-3126	10 No	2 1	Engineering, management and administrative.	Boulder 2001	Michael Messaros, CEO, President, Principal Sharlene M. Messaros, Chairwoman www.applieddesigncorp.com mcmessaros@applieddesigncorp.com

\* Second ranking criteria is number of employees.

N/A: Not available.

If your company should be on this list, please request a survey by e-mailing research@bcbr.com.

#### ZONIT from 9A

sources — not available in most commercial transfer switches.

The Zonit auto switch is a boon to saving power and reducing down time at data centers — an ongoing headache for most data-center managers — but the biggest-selling feature may be the unit's size and the fact that it mounts right into the power supply of the existing data-center equipment. At \$319 for the U.S.-standard 120volt size and \$419 for the 200-plusvolt size, it may be cheaper than the rack space that less-functional auto switches often require.

It is not the first successful foray into producing data-center equipment for Zonit, which in 2007 was spun out of Pachoud's The Root Group, a reseller of information technology and data-center equipment and architect of turn-key information networks. Zonit is experiencing rapid revenue growth — reportedly reaching into seven figures — between its patented Zonit Power Distribution System, much like having an electrician in a box, and the auto switch, which is in its first year of sales.

But Pachoud sees much bigger things in store for Zonit. Both his companies remain self-funded, with the Root Group's more servicederived income approaching eight digits, he said, but Zonit appears

IT IS NOT THE FIRST SUCCESSFUL FORAY INTO producing data-center equipment for Zonit, which in 2007 was spun out of Pachoud's The Root Group, a reseller of information technology and data-center equipment and architect of turn-key information networks.

ready to approach new funding sources today.

"We chose to focus on developing an extensive intellectual-property portfolio — a large number of patents in America, Canada, the EU, China and Australia — all tied to a set of product families," he said. "Then we went into the R&D phase.

"Today, Zonit is almost like two companies."

The first of those two is Zonit's data center-based products, with proven functionality and power savings. Pachoud said those will continue to be a core business.

"In that respect, we're more of a second-stage startup," he said. "Now, we're going after capital to grow — to build sales and marketing capacity

"We're a first-stage startup in that we have some very interesting intellectual property we're actively

developing that we believe will have application in power management for both the home and office."

One of Zonit's newer projects is building out what it is calling an "Intelligent Premise Power Delivery System," which could help reduce peak power loads on our nation's electric grids and utilities and offer sophisticated power management to property owners. Pachoud explained that today's peak load reduction programs are pretty much all or nothing when it comes to electric demand.

For instance, if a homeowner signs up for Xcel's peak load reduction program, the home's air conditioner is hooked up to a radio-controlled switch. If the demand for electricity on the utility reaches a certain point, the utility sends out a signal that switches off the air conditioning on participating homes.

Source: Business Report Survey

"That's pretty brutal," he said, "and we do have the ability to do a more sophisticated type of activedemand management."

The Premise Power system he envisions — but cannot yet talk freely about — could actually steal little bits of energy from likely uses in the home or office. Pile up enough of these minute power savings, Pachoud said, and enough savings can be realized to make a significant dent in peak power usage.

Although both the Root Group and Zonit are smaller companies — a total of about 22 employees and 10 contractors with half of the employees in the engineering groups — Pachoud isn't afraid to look at things on a grand scale. In fact, he said, that was a key to success at the Root Group, founded in 1989, which embraced creating information networks that were both sophisticated and disciplined in their structure, and sought to create standards in terms of infrastructure, security and sustainability that could be widely applied.

"If you are building a 20-story office building, you know you have to start with an architect and certain standards," he said. "But we're not there yet on IT design, mostly because the profession has gone through a very rapid rate of change."

#### BOULDER COUNTY BUSINESS REPORT

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# SPORTS & OUTDOORS



Kelsie Mitchell, a research-and-development pattern maker at American Recreation Products Inc.'s advanced development center in Boulder, measures the expansion height of a DriDown sleeping bag while Matt Wilson, a prototype and testing technician, tests the down's loft in beakers of water.

# **American Rec stirred by bag that's no sleeper**

#### BY BETH POTTER bpotter@bcbr.com

BOULDER — A special coating that keeps bird feathers dry is the new secret weapon for American Recreation Products Inc. as it continues to expand distribution of its outdoors gear in Europe.

Overseas revenue for the parent company of outdoor camping gear and apparel brands such as Kelty and Sierra Designs grew 30 percent in 2011 from 2010, according to Juan Lopez, director of international sales at Boulderbased American Rec. At the same time, the company expanded into 15 more countries last year, Lopez said.

New DriDown insulation used in five Sierra Designs sleeping bags and in some coats is created by using a trademarked **66** This will allow us to be innovative and penetrate, where, before, this was just another down sleeping bag.

#### Juan Lopez

DIRECTOR OF INTERNATIONAL SALES, AMERICAN RECREATION PRODUCTS INC.

spray coating, Lopez said. The sleeping bags were rolled out on Friday, June 1, at Recreational Equipment Inc. stores around the nation. The sleeping bags sell for \$259 to \$299 on the REI store website, rei.com.

Now, some award-winning DriDown products are headed to Europe, Lopez said. To publicize the DriDown trademarked insulation and find distributors in Europe, American Rec is headed to the OutDoor 2012 Friedrichshafen trade show in southern Germany, which runs from Thursday, July 12, through Sunday, July 15. The trade show is billed as the biggest in Europe with more than 21,500 attendees at last year's show.

"This will allow us to be innovative and penetrate, where, before, this was just another down sleeping bag," Lopez said. "We have > See **Sleeper, 17A** 

## Outdoor life in our blood and wallets, Udall says

BY BETH POTTER BPOTTER@BCBR.COM

BOULDER — The state's unique outdoor spaces are a big part of the reason folks in Colorado have such a high quality of life, according to Sen. Mark Udall, D-Colo.

It's no surprise, then, that an estimated \$500 million in tax revenue is added to the Colorado economy annually from activities such as hiking, skiing, shooting and fishing, Udall said recently. More than 100,000 employees in Colorado work at outdoor industry jobs, he said.

Udall made his comments in connection with the rollout of a new Outdoor Recreation Economy report in June. The report, which offers a snapshot of spending and jobs related to the U.S. outdoor industry, was commissioned by the Outdoor Industry Association, a Boulder-based trade group which has more than 4,000 members.

"(Outdoor recreation) is in our blood, and it's in our wallets as this report shows," Udall said in a press statement. "Our natural resources are a covenant with future generations, and protecting them is just good business. Colorado's outdoors is our most reliable, enduring economic driver."

Overall, consumer spending on outdoor recreation in Colorado makes up 4 percent of the gross revenue of the state, according to Avery Stonich, a spokeswoman for the Outdoor Industry Association, citing survey statistics from 2006.

Colorado isn't the only place where residents like to spend money on their outdoor toys. Outdoor-recreation spending across the United States represents \$646 billion per year, according to the report.

Consumer spending was measured in terms of vehicles and gear as well as the money spent on trips to get into the great outdoors. Boats, motorcycles, recreational vehicles, snowmobiles and all-terrain vehicles all fit into the gear category, along with apparel, footwear, bicycles, skis, fishing waders, tents, rifles and backpacks.

#### SLEEPER from 16A

won numerous awards in the United States for this technology."

Coating on the down helps sleeping bags retain their "loft" or fluffiness, and if it gets wet, it dries nearly 40 percent faster than the down in other sleeping bags, according to Sierra Designs' research. Awards in the last six months came from Outside and National Geographic Adventure magazines, both of which test and rank outdoor gear.

DriDown-insulated jackets are slated to hit REI's retail shelves on Wednesday, Aug. 15, the company said. The men's and women's Tov jacket will sell for \$259, while the Gnar Lite will sell for \$229.

While privately held American Rec does not release revenue figures, the company appears to be growing quickly, announcing in May that it had signed a seven-year lease for a 32,000-square-foot space at 6235 Lookout Road. American Rec moved to Boulder from St. Louis in 2010.

AmericanRec products now are in several new countries in the Middle East and the Asia/Pacific region. The company faces many more outdoor product competitors in Europe, however, which is home to companies such as Italian hikingboot manufacturer Zamberlan Srl and backpack and other outdoorgear maker Deuter Sport GmbH & Co. in Germany, which has the headquarters for its North American subsidiary, Deuter USA Inc., in Longmont.

"We have many European competitors, and those are the brands we'll have to face with our products," Lopez said. "The way we're going to be able to win is with our (superior) products."

Lopez has a team of four people and distributors in a variety of countries. Depending on the country, Lopez also has worked directly with major retailers doing business overseas already, such as Bentonville, Arkansas-based Wal-Mart Stores Inc. and Sam's Club (NYSE: WMT) and Issaquah, Washington-based Costco (Nasdaq: COST).

American Rec products also are sold at Anaconda, which bills itself as Australia's largest camping and adventure store, and Mountain Equipment Co-op in Canada. American Rec's Canadian subsidiary, Canadian Rec, distributes Slumberjack sleeping bags and other products to retailers there. Canadian Rec also distributes Sierra Designs and Royal Robbins products.

In all, American Rec owns and markets 11 outdoor company brands: Kelty, Kelty Kids, Sierra Designs, Royal Robbins, Slumberjack, Wenzel, Ultimate Direction, ISIS, Mountain Standards, Rokk and Instabed.

#### WALLETS from 16A

The outdoor-recreation economy in the United States grew at a rate of 5 percent per year from 2005 to 2011, at the same time many other economic sectors contracted, according to the report, which was done by Southwick Associates Inc. and Harris Interactive, both national research firms.

Spending on outdoor recreation directly supports 6.1 million American jobs and generates \$80 billion in federal, state and local tax revenue, according to the report. Behind the statistics stand the 140 million Americans who flock to the nation's public lands and waters, according to statistics gathered in the report.

A few fun statistics from the report: More American jobs depend on trail sports —768,000 — than there are lawyers in the United States -728,200, according to statistics from the U.S. Bureau of Labor Statistics Occupational Outlook Handbook, 2012-13 edition.

Americans spend more on bicycling and related trips — \$81 billion - than on airplane tickets and fees - \$51 billion.

A few business facts from the report:

Between 1970 and 2009, rural counties in western states with more than 30 percent of their land under federal protection increased jobs at a rate four times faster than did rural counties with no



depend on trail sports are lawyers in the United States — 728,200, according to statistics from the U.S. Bureau of Labor Statistics Occupational Outlook Handbook, 2012-13 edition.

federally protected lands, according to research done by Headwaters Economics, a nonprofit research group in Bozeman, Montana.

About \$32 million in revenue would be lost per day if government budget cuts shut down national parks, according to the National Park Service.

An unspecified amount of financial support for the report came from outdoor retail giants REI, The North Face and Eastern Mountain Sports, as well as from the Outdoor Retailer trade show, a twice-per-year trade show associated with the Outdoor Industry Association.

#### Congratulations to the Honorees of the SUPERIOR CHAMBER OF COMMERCE AWARD

PROFESSIONAL CARPET SYSTEMS was awarded the Independent Business of the Year, presented by The Camera.

**RENAISSANCE BOULDER FLATIRON HOTEL**was awarded Large Business of the Year by Land Rover Flatirons.

**WOW SUPERIOR** was awarded Service Group of the Year, presented by Superior Liquor. NANCY NEWTON, MONARCH HIGH SCHOOL was awarded Educator of the Year, presented by Staufer Team Real Estate.

LARRY DORSEY was awarded Superior Achiever of the Year, presented by Chickfil-A at Flatirons. **BILLY MILLS** was awarded Volunteer of the

Year presented by Key Equipment Finance.



# AFLASH

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f

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# **Group to Alfalfa's Market: Come to Louisville**

BY BETH POTTER bpotter@bcbr.com

LOUISVILLE — A local group is petitioning Alfalfa's Market by mail and online to open a naturalfoods grocery store in the former Safeway at 707 E. South Boulder Road in Louisville.

Alfalfa's certainly is aware of the site in Louisville after receiving about 150 letters from residents there, said Mark Retzloff, president and co-founder of Alfalfa's Market. Alfalfa's plans to have a second store open somewhere along the Front Range by late 2013, Retzloff said Monday, July 2.

"If you have a group advocating

#### LIQUOR from 6A

box"-size space. Market research also showed customers wanted another large liquor store because they weren't finding the right combination of choices in their wine and beer shopping experience, Dierking said.

"Some shoppers wanted a different style shopping experience or price or different selection or some combination of all three," Dierking said. "We know sales were leaking out, and people were starting to drive to other places."

Hazel's offers a large selection in a central location. A brightly lit store with low shelving provides good visibility, coupled with a friendly aviator theme throughout the space, Dierking said. It also has a humidor and sells tobacco products.

The store comes equipped with digital price displays linked to the checkout computer systems, which Dierking said provides accuracy between the shelf price and what's charged at the counter. Hazel's owners think the new store will draw both locals and visitors.

Dierking said he wants shoppers to feel as though they're being invited into a friend's home when they walk through the door, rather than enterfor you to be in there, you want to encourage that, because they'll be shoppers, but that is as far as we have gone," Retzloff said. "We do have expansion plans."

Aquiles La Grave, a member of the Louisville Historic Preservation Commission, said he has spent about \$4,000 so far on the petition drive, including mailings and ads. Online, the petition has received about 200 signatures, according to the website change.org.

"My overarching goal is to show what a group of individuals can achieve in terms of attracting businesses to their community," La Grave said. "The city and city development officer can only do so much."

La Grave said he is part of the community group that opposed a plan from local developer Jim Loftus to build a complex of 160 apartments and 9,500 square feet of retail store space on the 5.1-acre property. Louisville City Council members turned down that plan on June 5.

Aaron DeJong, Louisville's economic-development director, said the city is aware of the petition. DeJong has said the city is actively looking for a new tenant for the 55,000-square-foot space, which is owned by Safeway Stores 45 Inc. The property, including the building, is assessed at \$1.98 million by the Boulder County Assessor's office. The original Alfalfa's started in 1983 and grew to 11 stores before owners sold the chain to Wild Oats stores in 1996. The Wild Oats chain was bought by Whole Foods Market Inc. (Nasdaq: WFMI) in a \$565 million stock purchase in 2007. At that time, the Federal Trade Commission required the Austin, Texas-based grocery store owner to sell dozens of locations.

In 2010, A-M Holdings LLC, which included Retzloff and colleague Barney Fineblum, another original Alfalfa's store founder, bought the 1651 Broadway, Boulder, store back. It was closed for nine months for remodeling before reopening in April 2011.

**66** Everyone should feel like they are family or friends. The shopping experience should hearken back to local groceries where workers lugged purchases to customers' cars. **99** 

#### Bruce Dierkina

GENERAL MANAGER AND CO-FOUNDER HAZEL'S BEVERAGE WORLD

ing just another liquor store.

"We really strive with our customers to be friendly and welcoming.

"Everyone should feel like they are family or friends." The shopping experience, he added, should hearken back to local groceries where workers lugged purchases to customers' cars." Hazel's owners made the store

friendlier to the environment, too. "We spent a big chunk of money

upgrading this building," Dierking said. The store now sports a white, R-30 roof instead of the traditional black roof, providing a high insulating factor. High-tech skylights allow natural light in but are specially tinted to prevent heat transfer and damaging UV light from hitting store shelves.

"They are basically like an expensive pair of sunglasses for the store," Dierking said.

Liquor Mart's general manager Jack Stoakes doesn't anticipate the new competition will threaten his store's lengthy community history and fun shopping environment.

"Our customers are very comfortable with our size," Stoakes said, "and we're conveniently located a block away from the Farmer's Market and two-and-a-half blocks from Pearl Street, which people like."

Liquor Mart began in 1968 when Boulder lifted its "dry" status.

"It's my understanding we were the first liquor store to officially receive a liquor license," Stoakes said.

Liquor Mart supports numerous Boulder-area nonprofits each year, Stoakes said, with deals such as \$1-per-bottle for specific wines sold to a designated organization. Such community giving is one of the things that keeps Liquor Mart customers loyal, he said. Liquor Mart also does a brisk

contine business that allows customers to order via the web, then either pick up in the store, have their order delivered or shipped.

The 800-square-foot West End Wine Shop doesn't expect the new giant in town to stomp its wine business either, said owner Manuel Sanchez. West End draws mostly neighborhood customers and foot traffic from Pearl Street.

The Wine Merchant in North Boulder looks at Hazel's opening as a chance to shine at what it does best.

"It basically pushes all of us as purveyors of wine and spirits to do a great job of customer service and education," said owner Brett Zimmerman. His staff comes well-trained, often with some formal sommelier training, and operates with a "frontof-the-house" approach, he said.

"We love to identify people by name and what they had for dinner and talk about if they had family in town."

#### COOL from 5A

The U.S. waste-heat recovery market is worth about \$15 billion annually, Weaver estimates.

The major thing that makes Cool Energy's Stirling engine unique is that it doesn't take much heat to make it work, Weaver said. Relatively low temperatures in the 100- to 300-degree Celsius range are enough. Other Stirling engines require much more heat to function.

Cool Energy only needs to develop technology that could be adopted by a small number of companies to become very profitable, Weaver said.

Cool Energy's strategy is to keep its engines small. Its fourth-generation engine can generate 3 kilowatts and is small enough to be paired with a common diesel generator. Not many other companies are working in that market segment.

"We've started at the small end of the scale because there's less competition there," Weaver said.

Cool Energy is looking to India and nations in Africa to try to get a slice of the market.

As those nations develop, more residents are using mobile phones, either for their convenience or because building a mobile network is easier than building landlines in rural areas.

Many of the antenna towers in those nations are essentially off the electric grid, Weaver said. They are powered instead by on-site diesel generators, and Cool Energy believes there are 650,000 powered by diesel generators. Cool Energy's small Stirling engines would attach to the diesel generators and convert their waste heat to electricity that would be added to the cell tower's power supply. Cool Energy's managers think the company can reduce the cost to operate a tower by 10 percent to 15 percent, Weaver said.

Weaver has spent the past few months contacting clients and potential funders. Telecommunications equipment companies in the developing world have expressed interest in the technology and Cool Energy, he said.

"It's a good sign we've gotten the meetings with telecom companies because it shows they understand the potential," Weaver said.

"It feels like we're on the verge of

making a big breakthrough. We're getting a lot of traction with potential customers and potential manufacturers."

Cool Energy is looking to raise about \$5 million from private investors to finance its next stage of growth. So far, it has received grants from the National Science Foundation, the U.S. Department of Energy, the U.S. Environmental Protection Agency and the Colorado Governor's Energy Office.

Back in Colorado, Cool Energy's employees are putting its latest models through field tests.

"We need to make sure we get it as bulletproof as possible before we move forward," said Dave Georgis, director of operations. "There are hundreds of things you just never find out until you put it out in the field." **Foreclosures** 

Includes notices of election

and demand filed by credi-

tors alleging default on a

debt. Foreclosures are not

final until a Public Trustee's

Judgments filed against

assets of individuals or

businesses with delinquent

RAMON ORLANDO LARA, 2172

SHERRI MAR STREET, LONGMONT;

CASE #2012-22466, DATE FILED:

THERESA MARIE FOLEY, 2990

GLENWOOD DRIVE, BOULDER;

CASE #2012-22520, DATE FILED:

LYNETTE M LUSSIER, PO BOX

17463, BOULDER; CASE #2012-

**RICHARD ELERY MCCARTY.** 1786

LINCOLN STREET. LONGMONT:

CASE #2012-22546, DATE FILED:

SHAWN C KRUEGER, 1809

PRINCESS DRIVE, LONGMONT;

CASE #2012-22562, DATE FILED:

DARREN LANE CUNNINGHAM.

1423 GALAPAGOS PL. LONGMONT:

CASE #2012-21876, DATE FILED:

SHERYL L VOTH, 555 S 42ND ST,

BOULDER; CASE #2012-21892,

KRISTIN VICKREY, 384 TYNAN DR.

ERIE: CASE #2012-21905. DATE

BRANDON DEAN BENNETT, 1995

E COALTON ROAD #52201, SUPE-

RIOR; CASE #2012-21938, DATE

KEITH BRANDON FLEMING, 2011

ALPINE DR, ERIE; CASE #2012-

LESLIE LEON WORTON, 358 ELK

TRAIL, LAFAYETTE; CASE #2012-

**AMY ELIZABETH GOODRICH**, 2424

9TH AVE. LONGMONT: CASE #2012-

MARK NELSON COPLEY, 713

EATON CIR, SUPERIOR; CASE

#2012-22186, DATE FILED: 6/9/2012.

PATRICK MARTIN CROWE, 1414

CYPRESS CIRCLE, LAFAYETTE;

CASE #2012-22321, DATE FILED:

ANGELA M LANG, 2060 W 10TH AVE

#307. BROOMFIELD: CASE #2012-

DANIEL LEE MINEAR, 1074 MCIN-

TOSH AVE, BROOMFIELD; CASE

#2012-21973, DATE FILED: 6/7/2012.

THERESA M SULLIVAN, 201 AGATE

WAY, BROOMFIELD; CASE #2012-

**ROBERT STEVEN WELLMAN.** 70

GARDEN CENTER. BROOMFIELD:

CASE #2012-22070, DATE FILED:

TERRY R SPEGAL, 8750 WEST 89TH

PL, BROOMFIELD; CASE #2012-

BRIAN MICHAEL HANES, 13670 VIA

VARRA RD APT 211, BROOMFIELD;

CASE #2012-22309, DATE FILED:

DALE ROBERT BAIRD, 12619 ZUNI

STREET # 19208. BROOMFIELD:

CASE #2012-22334, DATE FILED:

DANIEL GORMAN, 1990 ELMWOOD

ST, BROOMFIELD; CASE #2012-

RICHARD ANDRE DAY, 3066

W 134TH COURT, BROOMFIELD;

CASE #2012-22552, DATE FILED:

22423, DATE FILED: 6/13/2012.

22231, DATE FILED: 6/11/2012.

21980, DATE FILED: 6/7/2012.

**Broomfield County** 

21962. DATE FILED: 6/7/2012.

6/12/2012.

6/7/2012.

6/12/2012.

6/12/2012

6/14/2012

Chapter 7

21983, DATE FILED: 6/7/2012.

22097, DATE FILED: 6/7/2012.

22164, DATE FILED: 6/8/2012.

22530, DATE FILED: 6/14/2012.

Deed has been issued.

**State Tax Liens** 

taxes.

6/13/2012.

6/13/2012.

6/14/2012.

6/14/2012.

6/14/2012.

6/5/2012.

Chapter 13

DATE FILED: 6/6/2012.

FILED: 6/6/2012.

FILED: 6/6/2012.

#### FOR THE RECORD -

#### Bankruptcies

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

This information is obtained from SKLD Information Services.

#### BANKRUPTCIES

#### Boulder County Chapter 7

JUAN MARTINEZMURILLO, 663 BUCHANAN LANE, LONGMONT; CASE #2012-21799, DATE FILED: 6/5/2012.

JAMES MATTHEW BARNOCKY, 1506 S VONA COURT, SUPERIOR; CASE #2012-21855, DATE FILED: 6/5/2012.

**SANDRA K STEDMAN,** 1530 9TH AVE, LONGMONT; CASE #2012-21922, DATE FILED: 6/6/2012.

DARLA URILLA EVETTS, 701 ORI-OLE DR, LAFAYETTE; CASE #2012-21934, DATE FILED: 6/6/2012.

BARCLAY LLOYD LOGAN, 1601 LEYNER, ERIE; CASE #2012-21978, DATE FILED: 6/7/2012.

CAROLYNE ANN RIDEG, 6822 COUNTRYSIDE LANE APT #294, LONGMONT; CASE #2012-22052, DATE FILED: 6/7/2012.

ALLEN SINCLAIR ALEY, 1408 TERRY #B, LONGMONT; CASE #2012-22056, DATE FILED: 6/7/2012. DANIEL KENNETH MILLARD, 915

COLBALT WAY, SUPERIOR; CASE #2012-22057, DATE FILED: 6/7/2012.

LARAN WILKE, 639 SANDPOINT DRIVE, LONGMONT; CASE #2012-22103, DATE FILED: 6/8/2012.

RICHARD JAMES ALEXANDER, 679 LEHIGH CIR, ERIE; CASE #2012-22142, DATE FILED: 6/8/2012.

NATHAN DONALD MUELL, 2855 ROCK CREEK CIR UNIT 288, SUPE-RIOR; CASE #2012-22153, DATE FILED: 6/8/2012.

DIRK OLIN CAULEY, 522 ABBEY DR, LONGMONT; CASE #2012-22170, DATE FILED: 6/8/2012.

JAMES AXEL CALKINS, 765 CLUB CIRCLE, LOUISVILLE; CASE #2012-22173, DATE FILED: 6/8/2012. JANET ELIZABETH DIXON. 2035

MARINE STREET #234, BOULDER; CASE #2012-22183, DATE FILED: 6/9/2012.

ELLIOTT SILVER, 200 LUCERNE DRIVE, LAFAYETTE; CASE #2012-22193, DATE FILED: 6/10/2012.

JENNIFER R CHARLESWORTH, 2990 EAGLE WAY APT 2, BOULDER; CASE #2012-22211, DATE FILED: 6/11/2012.

**SAVOEUN TAK,** 3456 LARKSPUR DR, LONGMONT; CASE #2012-22250, DATE FILED: 6/11/2012.

RITHY PRAK, 725 ELDORA PL, LONGMONT; CASE #2012-22253, DATE FILED: 6/11/2012.

PETER SPELLMAN KIRBY, 1561 S FOOTHILLS HWY B3, BOULDER; CASE #2012-22266, DATE FILED: 6/11/2012.

JASON LEE PLETCHER, 1121 FALL RIVER CIR, LONGMONT; CASE #2012-22287, DATE FILED: 6/12/2012.

JOE MCVOY, 1100 NAUTILUS COURT, LAFAYETTE; CASE #2012-22312, DATE FILED: 6/12/2012.

LIATI ANGELIQUE HUFF, PO BOX 1401, BOULDER; CASE #2012-22314, DATE FILED: 6/12/2012.

DALE ALLEN SMITH, 713 AMERI-CANA RD, LONGMONT; CASE #2012-22355, DATE FILED: 6/12/2012.

MELODY LAYFIELD FULLARD, 10567 TITAN AVE, LONGMONT; CASE #2012-22408, DATE FILED:

#### Judgments

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

#### Warranty Deeds

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

#### FORECLOSURES

BORROWER: STEVEN F & CYNTHIA J CRAWFORD, 1263 WINSLOW CIR, LONGMONT. LENDER: CITIMORT-GAGE INC, AMOUNT DUE: \$167442. CASE #3223571. 5/17/2012

BORROWER: RODNEY C SMITH, 3035 ONEAL PKWY APT V30, BOUL-DER. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$70350. CASE #3223572. 5/17/2012

BORROWER: GEOFFREY W SIMP-SON, 1529 COLUMBINE AVE, BOUL-DER. LENDER: BANK AMERICA NATIONAL ASSOCIAT, AMOUNT DUE: \$2205629. CASE #3223573. 5/17/2012

BORROWER: THOMAS D & NANCY J TIDWELL, 2127 HACK-BERRY CIR, LONGMONT. LENDER: DEUTSCHE BANK NATIONAL TRUST C, AMOUNT DUE: \$153353. CASE #3223941. 5/18/2012

BORROWER: GILBERT J MILLION, 445 HIGHLAND AVE, BOULDER. LENDER: BANK NEW YORK MEL-LON TRUSTEE, AMOUNT DUE: 5621565. CASE #3223942. 5/18/2012

BORROWER: DEZMOND NUKUH, 1446 BURLINGTON DR, LONG-MONT. LENDER: BANK AMERICA, AMOUNT DUE: \$176471. CASE #3223943. 5/18/2012

BORROWER: DIANE E MCGOWAN, 1609 19TH AVE, LONGMONT. LEND-ER: WELLS FARGO BANK, AMOUNT DUE: \$140277. CASE #3223944. 5/18/2012

BORROWER: NORBERT SZYD-LOWSKI, 3210 FOLSOM ST, BOUL-DER. LENDER: BANK AMERICA, AMOUNT DUE: \$244176. CASE #3224043. 5/21/2012

BORROWER: JAMIE WOLF, 6309 SUNSHINE CANYON DR, BOULDER. LENDER: RALI 2007QA5, AMOUNT DUE: \$1079474. CASE #3224044. 5/21/2012

BORROWER: THOMAS D FULCHER, 2201 PEARL ST APT 103, BOULDER. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$44749. CASE #3224045.5/21/2012

BORROWER: SEAN M & JAMIE K MAGLEY, 1004 KANE DR, LONG-MONT. LENDER: BANK AMERICA, AMOUNT DUE: \$181940. CASE #3224046.5/21/2012

BORROWER: JAMES B & HEIDI G TEEGARDEN, 7072 INDIAN PEAKS TRL, BOULDER. LENDER: VEC-TRA BANK COLORADO, AMOUNT DUE: \$1124200. CASE #3224397. 5/22/2012

BORROWER: KISHORE RAMJI-ANI, 475 BLACKFOOT ST, SUPE-RIOR. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$157860. CASE #3224731. 5/23/2012

BORROWER: ROBERT & APRIL A RUBIO, 296 JUNIPER ST, LOU-ISVILLE. LENDER: WELLS FARGO BANK NA TRUSTEE, AMOUNT DUE: \$205675. CASE #3224732. 5/23/2012

BORROWER: RONNIE & CAROL PRICE, 912 GRANT ST, LONGMONT. LENDER: BANK AMERICA, AMOUNT DUE: \$148998. CASE #3224733. 5/23/2012

BORROWER: LARRY L & MARY R FORREST, 1017 TOWNLEY CIR, LONGMONT. LENDER: BANK NEW YORK MELLON TRUSTEE, AMOUNT DUE: \$154061. CASE #3225140. 5/24/2012

BORROWER: JENNIFER & SHAWN CONWAY, 415 NOEL AVE, LONG-MONT. LENDER: CITIMORTGAGE INC, AMOUNT DUE: \$272394. CASE #3225141.5/24/2012

BORROWER: TOMAS A TERRA-ZAS, 406 SUNNYSIDE LN, LONG-MONT. LENDER: CITIMORTGAGE INC, AMOUNT DUE: \$133366. CASE #3225142. 5/24/2012 BORROWER: MARY J & JAMES M BULLARD, 225 E 8TH AVE APT

F17, LONGMONT. LENDER: BANK AMERICA, AMOUNT DUE: \$66540. CASE #3225143. 5/24/2012 BORROWER: THOMAS RIDENOUR, 2307 CALAIS DR UNIT H, LONG-MONT. LENDER: WELLS FARGO

BANK, AMOUNT DUE: \$134105. CASE #3225144. 5/24/2012 BORROWER: FRANCISCO M PANI-AGUA, 1013 9TH AVE, LONGMONT. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$130476. CASE #3226011. 5/30/2012

BORROWER: HECTOR ALARCON, 408 E CHESTER ST, LAFAYETTE. LENDER: HSBC BANK USA NA

TRUSTEE, AMOUNT DUE: \$141291. CASE #3226012. 5/30/2012 BORROWER: RICHARD M & MELIS-SA J SMITH, 1602 S RIVERBEND LN, SUPERIOR. LENDER: BANK AMERICA. AMOUNT DUE: \$410042.

CASE #3226618.6/1/2012 BORROWER: TERESA & MORENO ROBBINS, 2018 IONOSPHERE ST UNIT 14, LONGMONT. LENDER: WELLS FARGO BANK, AMOUNT

DUE: \$262845. CASE #3226619. 6/1/2012 BORROWER: FRANCISCO & BEDA SALOMON, 2008 MOUNT SNEFFELS ST, LONGMONT. LENDER: WELLS FARGO BANK. AMOUNT DUE:

SORROWER: DAVID W BLON-DIN, 6036 GUNBARREL AVE APT

D, BOULDER. LENDER: MIDFIRST BANK, AMOUNT DUE: \$144856. CASE #3226621.6/1/2012 BORROWER: DAMIAN MORAN

2120 SANTA FE DR, LONGMONT. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$268458. CASE #3226622. 6/1/2012

BORROWER: JAMES M ANSON, 405 WILSON ST, LAFAYETTE. LENDER: JPMORGAN CHASE BANK NATION-AL A, AMOUNT DUE: \$258020. CASE

#### #3226623.6/1/2012

Broomfield County BORROWER: JAMES & PHYL-LIS LYNCH, 3460 MOLLY LN # C 2, BROOMFIELD. LENDER: JPM-ORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$226228. CASE #6497. 5/31/2012

BORROWER: TREY A PEVEY, 490 ASPEN CT, BROOMFIELD. LENDER: BANK AMERICA, AMOUNT DUE: \$277798. CASE #6586. 6/1/2012

BORR**OWER:** BRIAN A & JOHANNA E FOTHERINGHAM, 228 REDWOOD CIR, BROOMFIELD. LENDER: BANK NEW YORK MELLON, AMOUNT DUE: \$151368. CASE #6641. 6/4/2012

BORROWER: DAVID MAXIMON, 1278 FERN CIR, BROOMFIELD. LENDER: BANK AMERICA, AMOUNT DUE: \$182559. CASE #6650. 6/4/2012

BORROWER: DAVID B SCHUMACH-ER, 740 OPAL WAY, BROOMFIELD. LENDER: RBS CITIZENS, AMOUNT DUE: \$53160. CASE #6668. 6/4/2012

BORROWER: CHRIS D & PATRICE M EICHACKER, 3031 W 133RD AVE, BROOMFIELD. LENDER: JPMOR-GAN CHASE BANK NATIONAL A, AMOUNT DUE: \$111764. CASE #6731.65/2012

BORROWER: HAROLD B JR STEPHENSON, 216 AGATE WAY, BROOMFIELD. LENDER: WELLS FARGO BANK, AMOUNT DUE:

\$200671. CASE #6803. 6/6/2012

#### JUDGMENTS

#### Boulder County

#### DEBTOR: MARIA PEREZ, CREDI-

\$20924.70. CASE #D-09CV-000854. DATE: 5/16/2012 DEBTOR: HEATH A THOMPSON, CREDITOR: AM FAMILY MUT INS CO. AMOUNT: \$4838.08. CASE #C-12C-001033. DATE: 5/17/2012

TOR: LONI BARDONPREY, AMOUNT:

DEBTOR: DANIEL R POPPO,

CREDITOR: CYPRESS FIN GROUP LLC. AMOUNT: \$21591.08. CASE #D-12CV-000270. DATE: 5/17/2012

DEBTOR: JOHN F JOHNSON, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$32000.88. CASE #D-12CV-000206. DATE: 5/17/2012 July 6-19, 2012 **19A** 

\$1217.0. CASE #D-D72012CV800041.

DEBTOR: WILLIAM C COL-

LINS, CREDITOR: COLO ST REV-

ENUE, AMOUNT: \$671.0, CASE

#D-D72012CV801059. DATE:

DEBTOR: WILLIAM C COL-

LINS, CREDITOR: COLO ST REV-

ENUE. AMOUNT: \$453.0. CASE

#D-D72011CV803612. DATE:

DEBTOR: DARRICKMICHAEL

FOLEY, CREDITOR: COLO ST

REVENUE, AMOUNT: \$1320.36.

CASE #D-D72011CV805906. DATE:

DEBTOR: MEGAN A LAMBERT,

CREDITOR: COLO ST REV-

ENUE, AMOUNT: \$1166.0, CASE

#D-D72011CV805694. DATE:

DEBTOR: MOICEIS VELAS-

QUEZ, CREDITOR: COLO ST REV-

ENUE. AMOUNT: \$560.9. CASE

#D-D72010CV801668. DATE:

DEBTOR: MOICEIS VELAS-

QUEZ, CREDITOR: COLO ST REV-

ENUE. AMOUNT: \$605.9. CASE

#D-D72011CV805825. DATE:

DEBTOR: STEVEN M CAN-

NON, CREDITOR: COLO ST REV-

ENUE. AMOUNT: \$1185.55. CASE

#D-D72012CV802315. DATE:

DEBTOR: DARLENE A HAL-

LOCK, CREDITOR: COLO ST

REVENUE. AMOUNT: \$1122.0.

CASE #D-D72011CV805603. DATE:

DEBTOR: CARLOS SANCHEZ,

CREDITOR: COLO ST REV-

ENUE. AMOUNT: \$771.0. CASE

#D-D72012CV800394. DATE:

DEBTOR: JOHN F & THERESA

D BOND, CREDITOR: COLO ST

REVENUE. AMOUNT: \$1537.0.

CASE #D-D72012CV801948. DATE:

DEBTOR: SETH L & FAWN H TAL-

MON, CREDITOR: COLO ST REV-

ENUE. AMOUNT: \$464.0. CASE

#D-D72012CV800812. DATE:

DEBTOR: FRANK MARTINEZ,

CREDITOR: COLO ST REV-ENUE. AMOUNT: \$1888.55. CASE

#D-D72010CV803052. DATE:

DEBTOR: JUAN CARBAJAL, CRED-

ITOR: COLO ST REVENUE. AMOUNT:

\$544.04. CASE #D-D72012CV802351.

DEBTOR: JUAN CARBAJAL, CRED-

ITOR: COLO ST REVENUE. AMOUNT:

\$533.0. CASE #D-D72011CV805475.

DEBTOR: JUNE E SLONIGER,

CREDITOR: COLO ST REV-

ENUE. AMOUNT: \$1066.0. CASE

#D-D72012CV801143. DATE:

DEBTOR: CHERIE L ROBIN-

SON, CREDITOR: COLO ST REV-ENUE. AMOUNT: \$1361.03. CASE

#D-D72011CV804931. DATE:

DEBTOR: STEFANIE L ROACH,

CREDITOR: COLO ST REV-ENUE. AMOUNT: \$120.0. CASE

#D-D72010CV803275. DATE:

DEBTOR: KEVIN R FALETTI, CREDI-

TOR: COLO ST REVENUE, AMOUNT:

\$238.0. CASE #D-D72012CV800669.

DEBTOR: KEVIN R FALETTI,

CREDITOR: COLO ST REV-

ENUE. AMOUNT: \$7496.42. CASE

#D-D72011CV804928. DATE:

DEBTOR: JARAD M COUIL-

LARDRODAK, CREDITOR: COLO

ST REVENUE. AMOUNT: \$996.0.

CASE #D-D72012CV800784, DATE:

DEBTOR: PAULINE E SPEAR,

CREDITOR: COLO ST REV-

ENUE. AMOUNT: \$1013.78. CASE

#D-D72011CV804830. DATE:

DEBTOR: ELIZABETH H KEL-

DATE: 5/24/2012

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DATE: 5/24/2012

DEBTOR: SOLSOURCE ENERGY SOLUTIONS LLC, CREDITOR: JPMORGAN CHASE BK. AMOUNT: \$2636.82. CASE #D-11CV-001051. DATE: 5/17/2012

DEBTOR: DENNIS M CRUMB, CREDITOR: JPMORGAN CHASE BK. AMOUNT: \$10049.9. CASE #D-11CV-001202. DATE: 5/17/2012 DEBTOR: CRUMB ASSOC LLC,

CREDITOR: JPMORGAN CHASE BK. AMOUNT: \$95792.92. CASE #D-11CV-001202. DATE: 5/17/2012 DEBTOR: RACHEL D NIELSEN,

CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$33343.51. CASE #D-11CV-001389. DATE: 5/18/2012 DEBTOR: CINDY HANNAH, CREDI-

TOR: TARGET NATL BK. AMOUNT: \$11586.22. CASE #C-11C-004766. DATE: 5/18/2012 DEBTOR: THUAN Q HOANG,

CREDITOR: CITIBANK. AMOUNT: \$51248.84. CASE #D-11CV-000982. DATE: 5/18/2012

DEBTOR: MARY P SUTTON, CREDI-TOR: VISTA VILLAGE RETIREMENT COMMU. AMOUNT: \$17822.53. CASE #C-12CV-000680. DATE: 5/18/2012

DEBTOR: STEVEN R & KAREN M CARRUTHERS, CREDITOR: COUN-TRY FIELDS HOMEOWNERS ASSO. AMOUNT: \$1389.23. CASE #C-12C-001538. DATE: 5/18/2012

DEBTOR: GLADYS M FOR-SHEE, CREDITOR: DISCOVER BK. AMOUNT: \$18186.61. CASE #D-12CV-000166. DATE: 5/21/2012

DEBTOR: MARK ROSE, CREDI-TOR: 6655 LOOKOUT ROAD LTD. AMOUNT: \$15652.0. CASE #C-12C-001003. DATE: 5/21/2012

DEBTOR: MELANIE A CARNAHAN, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$8528.12. CASE #C-12C-001118. DATE: 5/22/2012

DEBTOR: LARRY RICKMAN, CRED-ITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$2536.96. CASE #C-12C-001117. DATE: 5/22/2012

DEBTOR: DANIEL SHEEHAN, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$1157.42. CASE #C-10C-003647. DATE: 5/22/2012

DEBTOR: VERA L SCHANTZ, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$6797.38. CASE #C-12C-001196. DATE: 5/23/2012

DEBTOR: JOHN HANSON, CREDI-TOR: REDWOOD LANDSCAPE CO LLC. AMOUNT: \$118.5. CASE #C-12S-000022. DATE: 5/23/2012

DEBTOR: LYNETTE & LYNETTE M LUSSIER, CREDITOR: WELLS FARGO BK. AMOUNT: \$13678.16. CASE #C-12C-000942. DATE: 5/23/2012

DEBTOR: JEFFREY P & JEFFREY GEORGE, CREDITOR: WELLS FARGO BK. AMOUNT: \$14681.59. CASE #C-12C-001068. DATE: 5/23/2012

DEBTOR: IVY BUTLER, CREDITOR: COLUMBIA CREDIT SERVICES INC. AMOUNT: \$12561.89. CASE #C-06C-001454. DATE: 5/23/2012

DEBTOR: STEPHANIE A JIMENE-ZVALENZUELA, CREDITOR: AM FAMILY MUTUAL INS CO. AMOUNT: \$14867.57. CASE #C-12C-001149. DATE: 5/24/2012

DEBTOR: BRIAN TOBIA, CREDI-TOR: COLO ST REVENUE. AMOUNT: \$1246.0. CASE #D-D72011CV804883. DATE: 5/24/2012

DEBTOR: KELLY L CORBIN, CREDI-

TOR: COLO ST REVENUE. AMOUNT:

\$1240.3. CASE #D-D72012CV801326.

DEBTOR: ERIC BISCHOFF.

CREDITOR: COLO ST REV-

ENUE. AMOUNT: \$1234.44. CASE

#D-D72011CV806087. DATE:

DEBTOR: CHERI L TUSSEY. CREDI-

TOR: COLO ST REVENUE, AMOUNT:

DATE: 5/24/2012

5/24/2012

#### FOR THE **RECORD**

LEY, CREDITOR: COLO ST REV-ENUE. AMOUNT: \$2513.0. CASE #D-D72012CV801323. DATE: 5/24/2012

DEBTOR: COURTNEY M BRINK-MANN, CREDITOR: COLO ST REVENUE, AMOUNT: \$2354.0. CASE #D-D72011CV805375. DATE: 5/24/2012

DEBTOR: JEFFREY R AKERS, CREDITOR: COLO ST REV-ENUE. AMOUNT: \$693.0. CASE #D-D72012CV800600. DATE: 5/24/2012

DEBTOR: MARY MANGELSEN, CREDITOR: PROFESSIONAL AFFILI-ATES CO. AMOUNT: \$1860.53. CASE #C-09C-003643. DATE: 5/24/2012

DEBTOR: IPS DEVL LLC. CREDI-TOR: JUNG ASSOC PC. AMOUNT: \$45469.33. CASE #D-12CV-000077. DATE: 5/24/2012

DEBTOR: MYKEL R MCGUF-FIN, CREDITOR: PREMIER MEM-BERS FED CREDIT UNI. AMOUNT: \$5343.58. CASE #C-12C-000885 DATE: 5/24/2012

DEBTOR: ISRAEL J SALAZAR, CREDITOR: FIRST WESTERN TRUST BK. AMOUNT: \$6016118.5. CASE #D-12CV-000064. DATE: 5/24/2012

DEBTOR: AARON SPINDLER. CREDITOR: PEARL STREET LOFTS CONDO ASSOC. AMOUNT: \$6175.89. CASE #C-10C-003987. DATE: 5/25/2012

DEBTOR: CENTRAL READY MIX LLC, CREDITOR: GCC DACOTAH INC. AMOUNT: \$1389250.0. CASE #D-09CV-008613. DATE: 5/25/2012

**DEBTOR: JAVIER & MANUELA** MARQUEZ, CREDITOR: ADVAN-TAGE GROUP. AMOUNT: \$1062.39 CASE #C-12C-000854. DATE: 5/25/2012

DEBTOR: ALICIA R TERILL, CREDITOR: ADVANTAGE GROUP. AMOUNT: \$1790.45. CASE #C-12C-000651, DATE: 5/25/2012

DEBTOR: GRANT GREENE, CREDI-TOR: SACOR FIN INC. AMOUNT: \$35663.53. CASE #D-06CV-000488. DATE: 5/25/2012 DEBTOR: BRANDON L SCHLAG, CREDITOR: WEDG COR INC.

AMOUNT: \$122518.8. CASE #D-07CV-011319. DATE: 5/30/2012

#### **Broomfield County**

DEBTOR: RICHARD JR GOMEZ, CREDITOR: SPRINGLEAF FIN SER-VICES INC. AMOUNT: \$3561.37 CASE #C-2012C338. DATE: 6/4/2012

DEBTOR: RICHARD JR GOMEZ. CREDITOR: SPRINGLEAF FIN SER-VICES INC. AMOUNT: \$3561.37 CASE #C-2012C338. DATE: 6/4/2012

DEBTOR: ARTHUR COLEMAN, CREDITOR: AM EXPRESS CENTU-RION BK. AMOUNT: \$6195.51. CASE #C-12C-000179. DATE: 5/31/2012

DEBTOR: MAZAK LLC, CREDITOR OLDCASTLE BUILDINGENVELOPE INC. AMOUNT: \$15808.91. CASE #D-12CV-000963. DATE: 5/31/2012

DEBTOR: DIANA A HOENER. CRED-ITOR: SECURITY CREDIT SERVICES LLC. AMOUNT: \$2645.87. CASE #C-11C-001874. DATE: 6/4/2012

DEBTOR: MATHEW B HERNAN-DEZ, CREDITOR: COLO ST REV-ENUE. AMOUNT: \$288.0. CASE #D802012CV800149. DATE: 6/4/2012

DEBTOR: DARRELL JR ELZEY, CREDITOR: COMMUNITY FIN CRED-IT UNION. AMOUNT: \$10470.85. CASE #C-11C-001609. DATE: 6/4/2012

DEBTOR: DAVID I BEREN, CREDI-TOR: MOYE WHITE LLP. AMOUNT: \$229118.1. CASE #D-10CV-006385 DATE: 6/4/2012

**DEBTOR: TIMOTHY & MICHELLE M** CORREA. CREDITOR: SMOKY HILL HOMEOWNERS ASSOC. AMOUNT: \$1005.07. CASE #C-12C-308675. DATE: 6/6/2012

DEBTOR: AL & LORI FREEMAN, CREDITOR: SMOKY HILL HOME-OWNERS ASSOC. AMOUNT: \$1005.07. CASE #C-12C-309191. DATE: 6/6/2012

DEBTOR: KENT J & PAMELA M BONDS, CREDITOR: AMERICANA TOWNHOME ASSOC INC. AMOUNT: \$4229.58. CASE #C-11C-315358.

DATE: 6/8/2012 DEBTOR: RESTAURANT REALTY

LLC, CREDITOR: DDR MDT PIO-NEER HILLS LLC. AMOUNT: \$19731.82. CASE #D-12CV-200231. DATE: 6/13/2012

RELEASE **OF JUDGMENT** 

#### **Boulder County** DEBTOR: TARA GOLDFARBELIAS,

CREDITOR: BC SERVICES INC. AMOUNT: \$0.0. CASE #C-08C646. DATE: 5/17/2012

DEBTOR: ANDRE DANDURAND. CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$0.0. CASE #10C1883. DATE: 5/25/2012

DEBTOR: ANDRE DANDURAND, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$0.0. CASE #10C2996. DATE: 5/25/2012

DEBTOR: TERRY E BASNETT, CREDITOR: BONDED BUSINESS SERVICES LTD. AMOUNT: \$0.0. CASE #C-2008C1135. DATE: 5/30/2012

DEBTOR: BARBARA ELIZABETH & E RIGGS, CREDITOR: BC SER-VICES INC. AMOUNT: \$0.0. CASE #C-10C1257. DATE: 6/1/2012

DEBTOR: GREGORY ASK, CREDITOR: UNIFUND CCR PART-NERS, AMOUNT: \$24635.0, CASE #D-2010CV2937. DATE: 5/16/2012

DEBTOR: GREGORY ASK. CREDITOR: UNIFUND CCR PART-NERS. AMOUNT: \$13165.0. CASE #C-09C5236. DATE: 5/16/2012

DEBTOR: KIM G SCHULER, CREDITOR: CAPITAL ONE BK USA AMOUNT: \$4328.49. CASE #C-10C-005307. DATE: 5/18/2012

DEBTOR: CHERYL A SUPINO, CREDITOR: DISCOVER BK. AMOUNT: \$19273.01. CASE #D-11CV-000509. DATE: 5/18/2012

DEBTOR: SARAH C PETER-SON, CREDITOR: ASSET ACCEP-TANCE LLC. AMOUNT: \$0.0. CASE #C-11C1109. DATE: 5/23/2012

DEBTOR: NATHANIEL M CHAN-**DLER.** CREDITOR: LIBERTY ACQUI-SITIONS LLC. AMOUNT: \$1845.44. CASE #C-2008C6047. DATE: 5/24/2012

DEBTOR: GREGORY A ASK, CREDITOR: UNIFUND CCR PART-NERS. AMOUNT: \$76108.97. CASE #D-10CV-002937. DATE: 5/24/2012 DEBTOR: GREGORY A ASK, CREDI-TOR: UNIFUND CCR PARTNERS. AMOUNT: \$14876.08. CASE #C-09C-005236. DATE: 5/24/2012

DEBTOR: KARA EDIN, CREDITOR: PAUL MASON. AMOUNT: \$14005.83. CASE #C-11C-001276. DATE: 5/25/2012 DEBTOR: MARY ELLEN

VAUGHAN, CREDITOR: MARVIN J SPARN. AMOUNT: \$6956.28. CASE #D-07CV-001725. DATE: 5/29/2012

DEBTOR: KIMBERLY W TYR-RELL, CREDITOR: COLO ST REV-ENUE, AMOUNT: \$166.0, CASE #D-C72011CV803948. DATE: 6/1/2012

#### **STATE TAX LIENS**

**Boulder County** BOULDER TREATMENTS LLC,

\$3178.24, CASE #3224665, 5/23/2012.

COLO HERBAL REMEDIES LLC, \$578.95, CASE #3225019, 5/24/2012. COLOCO SPRINKLER INC.

\$5127.94, CASE #3223631, 5/18/2012. TIMOTHY PCOMBS, \$572.35, CASE

#3226036.5/31/2012. ESPRESSO DELI LP, \$7050.0, CASE

#3226032, 5/31/2012. EXOTIC BODIES BY JIM LLC, \$17660.93, CASE #3225020, 5/24/2012.

ID COMMUNICATIONS. \$9562.0. CASE #3226037, 5/31/2012.

INSULITE LABS INC, \$2585.0, CASE #3226034, 5/31/2012.

J MOYA LLC, \$1390.33, CASE #3226026, 5/31/2012.

JOEL L SCHAFFER DDS PC, \$2167.35, CASE #3226555, 6/2/2012. LEFT HAND TRAILERS INC, \$117.0, CASE #3226029, 5/31/2012. LIBRARY INFORMATION SPECIA INC, \$10754.49, CASE #3224666, 5/23/2012.

LIFES RIDE LLC, \$3315.0, CASE #3226038, 5/31/2012. LIONSCREST MANOR INC, \$858.89,

CASE #3226845, 6/2/2012. ML INC, \$136.0, CASE #3226028, 5/31/2012.

MOTORIZED SHADES INC, \$792.0, CASE #3226031, 5/31/2012.

MOUNT WEST TRADING CO INC, \$8708.0, CASE #3226033, 5/31/2012. ABEL SRMUNIZ. \$1322.53. CASE

#3223632.5/18/2012. PAIN PARTNERS MD LLC, \$1134.89,

CASE #3225641, 5/26/2012. CHRISTOPHERSANTORO, \$151.9,

CASE #3225430, 5/25/2012 SINGLEPOINT TECHNOLOGY

CORP, \$3932.49, CASE #3224667, 5/23/2012. STONEBRIDGE GAMES INC,

\$154.0, CASE #3226027, 5/31/2012. STUDIO ONE DENTAL DLLC, \$2476.18, CASE #3224668, 5/23/2012.

SVJ INC, \$7008.96, CASE #3223961, 5/19/2012.

TEMPERED AIR SERVICES INC, \$11018.32, CASE #3225018, 5/24/2012.

ZOETHA MARRIOTTWILKEY. \$656.05, CASE #3226035, 5/31/2012. WORLD TRIATHLON CORP,

\$5034.0, CASE #3226030, 5/31/2012. **Broomfield County** 

BALANCING ACT INC, \$2246.43, CASE #6726. 6/6/2012.

COLLEGE BOUND INC. \$849.95. CASE #6730, 6/6/2012.

#### **RELEASE OF STATE TAX LIENS**

**Boulder** AJAX GROUP LLC, \$116.28, CASE #3225640, 5/26/2012.

BAKERS PIANO CENTER. \$1200.78. CASE #3226559. 6/2/2012.

BELLAVITA SCHOOL, \$206.19, CASE #3225639, 5/26/2012.

COLO CLEANING CO, \$1270.77, CASE #3226581, 6/2/2012.

COUPE STUDIOS LTD, \$62.04, CASE #3224670, 5/23/2012

EARTHEN DESIGN INC, \$857.99, CASE #3226580, 6/2/2012. FLATIRONS CLEANING LLC.

\$1206.31, CASE #3224669, 5/23/2012.

HIMALAYAS INC, \$432.06, CASE #3224671, 5/23/2012.

**KELLYS PROFESSIONAL PAINT-**ING L, \$110.66, CASE #3223958, 5/19/2012.

**KELLYS PROFESSIONAL PAINT-**ING L, \$225.15, CASE #3223959, 5/19/2012.

KENNETH W MICKENS II DDS, \$72.15, CASE #3222565, 5/15/2012.

MOUNT COMFORT CLIMATE SYS-TEMS, \$318.76, CASE #3226556, 6/2/2012.

MOUNT COMFORT CLIMATE SYS-TEMS, \$83.32, CASE #3226558, 6/2/2012.

MOUNT COMFORT CLIMATE SYS-TEMS, \$367.94, CASE #3226557, 6/2/2012.

DONALD P & PATRICIA LPATRONE, \$0.0, CASE #3225577, 5/26/2012. SOBO AM BISTRO, \$13661.08,

Broomfield IMPULSE ACCELERATED TECH-NOLOGI, \$166.74, CASE #6763, 6/6/2012.

#### WARRANTY DEEDS

CASE #3223630, 5/18/2012.

**Broomfield County** Seller: RANDALL R & CINDIE A RED-DINGTON Buyer, Buyer's Address: JAMES LEWIS & MELANIE SEILBACH, 14901 NIGHTHAWK LN Address: 14681 ZUNI ST, WEST-MINSTER

Price: \$160000 Date Closed: 5/30/2012 Seller: PARKWAY CIRCLE BROOM-FIELD LLC Buyer, Buyer's Address: MARC REA-SONER, 13586 VIA VARRA Address: 13586 VIA VARRA, BROOMFIELD Price: \$273500 Date Closed: 5/30/2012

Boulder County Business Report | www.bcbr.com

FIELD

Price: \$180700

WOOD CT

TRIVEDI

HURST CIR

BROOMFIELD

Price: \$690000

BROOMFIELD

Price: \$239000

BROOMFIELD

Price: \$283800

W NOLAND

Price: \$308000

Date Closed: 6/4/2012

FIELD

KASIC

FIELD

STE 101

Price: \$325000

Date Closed: 6/4/2012

417, BROOMFIELD

Date Closed: 6/4/2012

Price: \$205500

BROOMFIELD

Price: \$310000

BROOMFIELD

Price: \$531700

BROOMFIELD

Price: \$297500

JOY PARANJAPE

Price: \$238900

MENT GROU

BROOMFIELD

Price: \$242000

KUMAR

KFITH CT

Price: \$400000

Date Closed: 6/5/2012

Seller: STEPHEN C NELSON

FIELD

Date Closed: 6/5/2012

FIELD

Date Closed: 6/4/2012

COLLETT, 230 JADE ST

Date Closed: 6/4/2012

LUEBKE

Date Closed: 6/4/2012

RADO INC

LN

Date Closed: 6/4/2012

Seller: SPENCER PORTER

KLENK

Date Closed: 6/3/2012

VANCE, 5174 W 123RD PL

Date Closed: 6/4/2012

Date Closed: 6/3/2012

Seller: ALTAS LLC

BROOMFIELD

Price: \$244000

Date Closed: 6/3/2012

Date Closed: 6/3/2012

Seller: JUSTIN NOLL

Buyer, Buyer's Address: KENT &

VALERIE SNYDER, 12143 APPLE-

Address: 12143 APPLEWOOD CT,

Seller: CHIRAG & JANKHANA

Buver: Buver's Address: ROBERTO

& JOANNE ROYBAL, 14091 PINE-

Address: 14091 PINEHURST CIR.

Buyer, Buyer's Address: SEAN HAR-RIS, 4702 NELSON DR

Address: 4702 NELSON DR,

Seller: EUGENE H & NANCY K

Buyer, Buyer's Address: JOSHUA L

Address: 5174 W 123RD PL.

Seller: GERALDINE W & MICHAEL

Buyer, Buyer's Address: LANCE

Address: 5061 YATES CIR, BROOM-

Seller: MICHAEL A & DEANNE P

Buyer, Buyer's Address: BRANDON

& ASHLEY CARLUCCI, 1315 IRIS CIR

Address: 1315 IRIS CIR, BROOM-

Buyer, Buyer's Address: MARK A

MONROE, 1070 W CENTURY DR

Address: 13456 VIA VARRA UNIT

Seller: DOUGLAS P & RITA LENSER

Buyer, Buyer's Address: JOHN NEILL, 1031 STONEHAVEN AVE

Address: 1031 STONEHAVEN AVE,

Seller: TAYLOR MORRISON COLO-

Buyer, Buyer's Address: PHILLIP J

CALLAGHAN, 14941 NIGHTHAWK

Address: 14941 NIGHTHAWK LN,

Seller: WILLIAM M & DIANE F

Buyer, Buyer's Address: RICHARD W

JONSEN, 16100 MEEKER WAY Address: 16100 MEEKER WAY,

Seller: GIRISH ANAND & CELESTE

Buyer, Buyer's Address: RYAN M

Address: 230 JADE ST, BROOM-

Seller: ROCKY MOUNTAIN INVEST-

Buyer, Buyer's Address: TERRI L

Address: 1185 W MIDWAY BLVD,

Seller: RITESH & MELISSA KISSELL

Buyer, Buyer's Address: JAMES

L & JUDITH L ANDERSON, 14300

Address: 14300 KEITH CT, BROOM-

TAFOYA, 1185 W MIDWAY BLVD

SUGIURA, 5061 YATES CIR

Date Closed: 5/31/2012

Date Closed: 5/31/2012

UNIT C3, BROOMFIELD

Date Closed: 5/31/2012

Price: \$174400

HANDIES WAY

BROOMFIELD

Date Closed: 5/31/2012

END TRL UNIT 103

Date Closed: 5/31/2012

13268 LOST LAKE WAY

Date Closed: 5/31/2012

Price: \$215000

BROOMFIELD

Price: \$366500

AVE

FIELD

Price: \$304500

WILD BASIN WAY

Date Closed: 6/3/2012

BROOMFIELD

Price: \$

BASIN WAY

Price: \$

BROOMFIELD

BASIN WAY

BROOMFIELD

Price: \$

FIELD

Price: \$

Date Closed: 6/3/2012

Date Closed: 6/3/2012

Date Closed: 6/3/2012

STONE CIR # 101

BROOMFIELD

Price: \$268000

BROOMFIELD

Price: \$203400

**BROOMFIELD** 

Price: \$200000

LEUCK

PITKIN AVE

Date Closed: 6/3/2012

ST

Date Closed: 6/3/2012

Date Closed: 6/3/2012

Date Closed: 5/31/2012

Price: \$

Seller: FANNIE MAE

AVE

FIFI D

UNIT C3

DEPREZ

Price: \$281000

Seller: LOREN JAMES HESS

Buyer, Buyer's Address: PETER &

SHANNON SZAMEITAT. 780 W 6TH

Address: 780 W 6TH AVE, BROOM-

Buyer, Buyer's Address: DEBRA

LUNNON, 14300 WATERSIDE LN

Address: 14300 WATERSIDE LN

Seller: KENNETH J & KATHRYN L

Buyer, Buyer's Address: KENNETH

J AND KATHRYN L DEPREZ, 16405

Address: 16405 HANDIES WAY,

Seller: ROBERT WAYNE HUTSON

Buyer, Buyer's Address: EDWARD M

& RITA G POLLUCONI, 13886 LEG-

Address: 13886 LEGEND TRL UNIT 103, BROOMFIELD

Seller: DAVID F & ALICIA L HALL

Buyer, Buyer's Address: STEVEN VU,

Address: 13268 LOST LAKE WAY,

Seller: MICHAELS & JUDITH L RAPP

Buyer, Buyer's Address: BRIAN G &

STEPHANIE DOYLE, 3705 W 95TH

Address: 3308 GOLD CT, BROOM-

Seller: LEONID & CAROLYN PLOTKIN

Buyer, Buyer's Address: THEY

MIGHT BE RENTALS LLC, 13312

Address: 13176 ALCOTT PL,

Seller: LEONID & CAROLYN PLOTKIN

Buyer, Buyer's Address: RENTAL

MADNESS THREE LLC, 13312 WILD

Address: 3106 W 134TH CIR,

Seller: LEONID & CAROLYN PLOTKIN

Buyer, Buyer's Address: RENTAL

MADNESS ONE LLC, 13312 WILD

Address: 1087 E 6TH CIR, BROOM-

Seller: LEONID & CAROLYN PLOTKIN

Buyer, Buyer's Address: RDT PROP-ERTY LLC, 13312 WILD BASIN WAY

Address: 13261 RED DEER TRL,

Seller: C MAUREEN DAUPHINEE

Buyer, Buyer's Address: PAMELA

A & MICHELLE K MIDANIER, 13739

Address: 13739 STONE CIR # 101,

Seller: JARED & LAUREN EMERY

KEILIN 3956 PRIMBOSE CT

Buyer, Buyer's Address: STACI R

Address: 3956 PRIMROSE CT,

Seller: DANIEL K & DIANE M SPAHN

Buyer, Buyer's Address: PATRICIA

ANNE BONTEMPI, 116 PONDEROSA

Address: 116 PONDEROSA ST.

Seller: WAYNE A & MARISSA D

Buyer, Buyer's Address: 2011 FAR-

RAND DE FARIA LIVING T, 1660 S

Address: 205 AGATE WAY. BROOM-

Seller: LEONID & CAROLYN PLOTKIN Buyer, Buyer's Address: PLOTKIN LIVING TRUST, 13312 WILD BASIN WAY

Address: 13312 WILD BASIN WAY, BROOMFIELD Price: \$

Buyer, Buyer's Address: JONATHAN

ALAN & KERRIE HELEN BRUX-

Buver. Buver's Address: ANN MARIE

Address: 3181 S PRINCESS CIR,

Buyer, Buyer's Address: JIMMY C

Address: 3385 YALE DR, BROOM

Buyer, Buyer's Address: JAMES &

Address: 6 SCOTT DR N, BROOM-

Buyer, Buyer's Address: DALE J &

FLORENCE C WENZINGER, 4831

Address: 4831 SUNSHINE PL,

Buyer, Buyer's Address: DAVID EUGENE REASER TRUST, 4823

Address: 4823 LITTLE BEAR PL,

Buyer, Buyer's Address: JOHN &

STACY PILKINGTON, 416 HICKORY ST

Address: 416 HICKORY ST, BROOM-

Buyer, Buyer's Address: DAVID T

& NANCY C MCGOLDRICK, 16599

Address: 16599 ANTERO CIR, BROOMFIELD

HODGE, 3181 S PRINCESS CIR

VOORT 16329 AVAI ANCHE RUN

Date Closed: 5/30/2012

Seller: MICHAEL & LAURA A COALE

Address: 16329 AVALANCHE RUN. **BROOMFIELD** Price: \$487000

Date Closed: 5/30/2012 Seller: KAREN A BERRY

Date Closed: 5/30/2012

Seller: PULTE HOME CORP

WILLIAMS, 3385 YALE DR

Date Closed: 5/30/2012

Seller: ROBERT ALAN JONES

LAURA PEGUES. 6 SCOTT DR N

**BROOMFIELD** 

Price: \$225000

Price: \$445200

Price: \$147500

SUNSHINE PL

**BROOMFIFI D** 

Price: \$344300

LITTLE BEAR PL

BROOMFIELD

Price: \$379600

Price: \$195000

ANTERO CIR

Price: \$369000

BROOMFIELD

Price: \$309000

Price: \$208000

FIFI D

A YAWITZ

101

FIELD

Price: \$194000

COPELAND

BROOMFIELD

Price: \$425000

Date Closed: 5/31/2012

Date Closed: 5/31/2012

Date Closed: 5/31/2012

Date Closed: 5/31/2012

Seller MARK F & III I S COX

Seller: ERIC R & IDA T JONSEN

Buyer, Buyer's Address: JAMES M

JR CONWAY, 748 WEEHAWKIN AVF

Address: 1370 SNOWBERRY LN,

Buver. Buver's Address: ROBERT JR

& LESLIE E GAISER, 2304 RIDGE CIR

Address: 2304 RIDGE CIR, BROOM-

Seller: JONATHON H & CATHERINE

Buyer, Buyer's Address: HAYLEY

MCINDOE, 13846 LEGEND TRL UNIT

Address: 3474 MOLLY CIR, BROOM-

Seller: STEVEN B & JENNIFER A

Buyer, Buyer's Address: JESSICA

ERIN & JON MICHAEL HERGEN-

Address: 14541 PRAIRIE SKY LN.

RETER, 156 N 59TH AVENUE CT

FIELD

Seller: JASON NIX

Date Closed: 5/30/2012

Date Closed: 5/30/2012

Date Closed: 5/31/2012

Seller: DON & KELLY FAIR

Seller: PULTE HOME CORP

Date Closed: 5/30/2012

Seller: PULTE HOME CORP

FIELD

FIELD

### **BUSINESS DIGEST**

#### NAME CHANGES

Longmont Area Visitors Association has changed its name to Visit Longmont.

#### BRIEFS

More than 3,800 bicyclists involved in the annual Bike to Work Day event on Wednesday, June 27, in Boulder did not seem to be affected by the haze coming from the Flagstaff Fire burning in the foothills to the west, according to Sue Prant, Boulder's bike and walk coordinator. Bicyclists waited patiently to receive free breakfast treats at places such as Alfalfa's Market grocery store, Recreational Equipment Inc.'s REI retail store and Google Inc. (Nasdaq: GOOG) offices, as well as at numerous other businesses around Boulder, Prant said. In all, more than 40 businesses operated breakfast stations. Separately, 15 to 20 sponsor companies donated a total of \$45,000 in cash for the event, Prant said. In-kind services, including food, prizes and volunteers working at the breakfast stations generated another \$20,000 or so, she said.

The **city of Longmont**'s sales- and use-tax collections increased 3 percent in May compared with the same period a year ago, according to the city finance department's latest report. Longmont collected \$3,819,984 in May, compared with \$3,710,082 collected in May 2011. The collection in May represents sales made in April. The sales-tax component of collections increased 2.4 percent from the same month the year before, and the use-tax component increased by 9.9 percent. Total sales- and use-tax collections year-to-date increased 3.1 percent compared with 2011, according to the report.

The city and county of Broomfield's salesand use-tax collections increased 4.1 percent in May from the same period in 2011, according to the city finance department's latest report. Broomfield collected \$3,343,687 in May, compared with \$3,212,709 in May 2011, according to the report. The collections in May represent sales made in April. Total sales- and use-tax collections for total general governmental revenue year-to-date increased 1.3 percent, compared with 2011, according to the report.

The **city of Boulder**'s sales- and use-tax collections increased 7.3 percent in May, compared with the same month a year ago, according to the city finance department's latest report. Boulder collected \$7,079,320 in May, compared with the \$6,595,647 collected in May 2011, according to the report. The collection in May represents sales made in April. Retail sales-tax receipts were down 5.1 percent for the month, compared with the same month last year, according to the report. But apparel sales-tax receipts were up 19.2 percent, in large part because of the added sales-tax growth from the Nordstrom Rack clothing store, which posted its first sales-tax revenues in May 2011. For the year to date, construction use tax collection through the end of May was up by 104.4 percent compared with the same period in 2011.

Entrepreneurs chosen to be "clean-tech fellows" will have a chance to work with the Colorado Center for Renewable Energy Economic Development in Golden as part of the new Cleantech Fellows Institute. Specific financial terms of a deal were not disclosed between the Colorado Cleantech Industry Association, the Denver-based industry trade group putting the Cleantech Fellows Institute program together, and the National Renewable Energy Laboratory, or NREL, the federal lab in Golden that sponsors the renewable-energy center. National Institute of Standards and Technology, or NIST, in Boulder and the University of Colorado-Boulder's clean-tech program also are involved with the new, \$400,000 Cleantech Fellows Institute. The 17-week program of classes is designed to train entrepreneurs on various aspects of clean technology so that they can create new, successful companies in the industry. The deadline to apply for the program is Friday, July 6. For more information and to apply, go online at cleantechfellows.com.

Level 3 Communications Inc., a telecommunications company with headquarters in Broomfield, is expanding its resources, infrastructure and service portfolio in France and has opened a data center in Omaha. Nebraska. Level 3 (NYSE: LVLT) is targeting its services at French enterprise customers and will be adding sales and customer support teams in France, according to a press release. The "advanced Omaha data center will serve businesses and government agencies from a Tier III-certified facility as rated by The Uptime Institute, a third-party data-center research firm. Tier III facilities provide redundant power and environmental features necessary to ensure that critical business applications perform reliably and predictably. In addition, the data center provides connectivity to Level 3's global IP network and offers carrierneutral interconnections.

Buver. Buver's Address: CARL C

& TAMMY L RASMUSSEN, 2324

**RIDGE CIR** 

Retail operations owned by Longmont-based Oskar Blues Brewery LLC raised more than \$4,500 during the weekend of June 15-17 and donated it to the American Red Cross' Northern Colorado chapter to help those affected by the High Park Fire in Larimer County. Oskar Blues Home Made Liquids & Solids and the Tasty Weasel Taproom in Longmont and Oskar Blues Grill & Brew in Lyons took \$1 for the Red Cross from each of the more than 4,475 pints of draft beer they sold, according to a press statement, and more than \$100 in cash also was donated. In addition, the Oskar Blues Bonewagon food truck traveled to the Budweiser Events Center in Loveland on June 15 and served more than 180 meals to people displaced by the fire in the mountains west of Fort Collins.

Medical-device maker **Surefire Medical Inc.** has received Food and Drug Administration clearance to market its new microcatheter, which can be used in procedures to treat liver and kidney cancer. The Westminster-based company plans to step up its marketing efforts to hospitals in the United States and overseas, said Jim Chomas, the company's chief executive. Surefire infusion systems use an expandable tip that collapses in forward flow and expands in reverse flow, according to a company press statement.

#### CONTRACTS

Data-storage manufacturer **Dot Hill Systems Corp.** has partnered with the German computer data-storage company **SUSE**. Terms of the deal were not disclosed between Longmontbased Dot Hill (Nasdaq: HILL) and Nuremburg, Germany-based SUSE. Dot Hill Systems' Longmont plant has about 300 employees. SUSE plans to use more Dot Hill equipment at its data centers around the globe, according to a press statement.

Koglin Group LLC in Louisville signed a contract with Georgia-based Radiant Systems Inc. to install electrical and data services to 106 Arby's restaurants in California, Utah and Florida. This is part of the Koglin Groups' point of sales services, which provides expertise in structured cabling, network architecture and electrical systems.

Boulder-based **Comer & Associates LLC**, a provider of management solutions, has been retained by **Boulder Community Hospital** to assist in the drafting of a strategic market plan for 2013.

Boulder-based FreeWave Technologies Inc. a manufacturer of spread spectrum and li-

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a manufacturer of spread spectrum and licensed radios for critical data transmission, and its partner, **Pan-Tech Controls**, has deployed hundreds of expansion modules for a major natural gas producer in the Barnett Shale in Texas. FreeWave's modules remotely control technology for tubing pressure, casing pressure, chemical tank levels and arrival sensors.

**UQM Technologies Inc.**, based near Longmont, will provide its PowerPhase Pro 100 electric propulsion system to **KleenSpeed Technologies** to power its World KAR platform that made its debut at the Stanford University 2012 Vehicle Concept Showcase.

#### GRANTS

The **city of Lafayette** received a \$75,000 grant from **Great Outdoors Colorado** to help fund the creation of a new Parks, Recreation, Open Space and Trails master plan. The city's outdoor amenities are currently guided by two documents; the 2003 Parks, Recreation and Trails Master Plan Update and the 2005 Open Space and Trails Master Plan. Through a public input process scheduled to begin later this year, these two guiding plans will be merged.

#### SERVICES

Boulder-based Transformance Advisors has developed and launched two online courses covering the basics of supply chain management. Called Supply Chain Management, Parts 1 and 2, each course provides a combination of audio video presentations, value-added exercises, quizzes, and a final exam. Participants learn about an important concept in supply chain management and then perform an exercise designed to help them evaluate how the concept is applied at their organization. This combination of presentations and exercises promotes the identification of areas that require improvement. Each participant will earn a certificate of completion after viewing all audio video presentations, turning in all exercises, completing all quizzes, and taking the final exam.

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 email to news@bcbr.com with Business Digest in the subject line. Photos submitted will not be returned.

#### FOR THE **RECORD** -

Buyer, Buyer's Address: HENRY MAKOWIECKI, 13145 HAZEL CT Address: 13145 HAZEL CT, BROOM-FIELD Price: \$201300

#### Date Closed: 6/5/2012

Seller: TERESA L PENBROOKE Buyer, Buyer's Address: DAVID M & KAYOKO TAKAHATA AWAD, 210 BERYL WAY Address: 210 BERYL WAY, BROOM-

FIELD Price: \$217000

Date Closed: 6/5/2012

Seller: THOMAS E & KELLY A ROB-ERSON

Buyer, Buyer's Address: NICOLE E MONAHANMITCHELL, 12524 ELM LN

Address: 12524 ELM LN, BROOM-FIELD Price: \$260000

Date Closed: 6/5/2012

Seller: ALGIA C & PATRICIA I LONON Buyer, Buyer's Address: LONON FAMILY TRUST, 228 INVERNESS ST Address: 228 INVERNESS ST, BROOMFIELD Price: \$

#### Date Closed: 6/5/2012

Seller: LINDA E HARTNETT Buyer, Buyer's Address: STEVEN & JEANNE MCDONALD, 2976 W 10TH AVENUE CIR Address: 2976 W 10TH AVENUE CIR, BROOMFIELD

Price: \$225000 Date Closed: 6/6/2012

Seller: PULTE HOME CORP Buyer, Buyer's Address: KAREN A & SCOTT H PRIESMEYER, 15975 QUANDARY LOOP Address: 15975 QUANDARY LOOP, BROOMFIELD Price: \$646800 Date Closed: 6/6/2012 Seller: PNMAC MTG OPPORTUNITY FUND INV Buyer, Buyer's Address: JAMES E & JUDITH D PANKONIN, 4260 CAM-BRIDGE AVE Address: 4260 CAMBRIDGE AVE, BROOMFIELD Price: \$185100 Date Closed: 6/10/2012 Seller: LINDA S HIGDON Buyer, Buyer's Address: LUKE A & KELLY J ANDERSON, 1113 SUN-SET DR Address: 1113 SUNSET DR, BROOMFIELD Price: \$400000 Date Closed: 6/10/2012 Seller: R DANIEL & WENDY ANN Buyer, Buyer's Address: PATRICK DAVID & JASMINE MYRANDA REIS-CHLING, 325 W 4TH AVENUE DR Address: 325 W 4TH AVENUE DR, BROOMFIFI D Price: \$225000 Date Closed: 6/10/2012 Seller: CHRIS E KRAFT Buyer, Buyer's Address: JONATHAN PHILIP & CARYN ALYSSE DATZ, 1345 LAUREL ST Address: 1345 LAUREL ST, BROOM-FIELD Price: \$358900

Date Closed: 6/10/2012

Seller: JJ RENOVATIONS

Address: 2324 RIDGE CIR, BROOM-FIELD Price: \$229900 Date Closed: 6/10/2012 Seller: TIMOTHY J KETSDEVER Buyer, Buyer's Address: WILLIAM MAXIMILLIAN SPETH, 12112 APPLE-WOOD CT Address: 12112 APPLEWOOD CT, BROOMFIELD Price: \$215000 Date Closed: 6/10/2012 Seller: JOSEPH P & GRACE G CAN-LAS Buyer, Buyer's Address: NATALIE J GELLATLY, 5145 W 126TH CIR Address: 5145 W 126TH CIR. **BROOMFIFI D** Price: \$258000 Date Closed: 6/10/2012 Seller: FEDERAL HOME LOAN MORTGAGE COR Buyer, Buyer's Address: TODD EDI-GER, 9957 E 151ST CT Address: 12153 APPLEWOOD CT, BROOMFIELD Price: \$172500 Date Closed: 6/10/2012 Seller: DOMINIC R & SARAH GUERRA Buyer, Buyer's Address: LAURA M STONE, 1035 HEMLOCK WAY Address: 1035 HEMLOCK WAY, BROOMFIELD Price: \$ Date Closed: 6/10/2012 Seller: JULIA A BANNON Buver. Buver's Address: JULIA A

BANNON REVOCABLE TRUST, 1100

Address: 1100 E 3RD AVE, BROOM-FIELD Price: \$ Date Closed: 6/10/2012 Seller: ROBERT & KRISTY CON-NOLLY Buyer, Buyer's Address: PAMELA J & JAMES D ARROWAY, 14347 WATER-SIDE LN Address: 14347 WATERSIDE LN, BROOMFIELD Price: \$435000 Date Closed: 6/10/2012 Seller: KENNETH J HERMAN Buyer, Buyer's Address: TIMOTHY J SPRINGER, 12648 PRONGHORN ST Address: 12648 PRONGHORN ST, BROOMFIELD Price: \$255000 Date Closed: 6/10/2012 Seller: RAJESH G & NITA R AHUJA Buyer, Buyer's Address: CHRIS-TOPHER & BILLIE REYES, 14197 WATERSIDE LN Address: 14197 WATERSIDE LN, BROOMFIELD Price: \$402500 Date Closed: 6/10/2012 Seller: PLILTE HOME CORP. Buyer, Buyer's Address: THOMAS R & JANE HENSLEY, 15933 TOR-REYS WAY Address: 15933 TORREYS WAY. BROOMFIELD Price: \$432800 Date Closed: 6/10/2012 Seller: MATTHEW J & ELIZABETH A ANDERSON Buyer, Buyer's Address: MONICA KIDD, 14066 ROARING FORK CIR

E 3RD AVE

Address: 14066 ROARING FORK CIR, BROOMFIELD Price: \$430000 Date Closed: 6/11/2012

Seller: MARTIN R BYRNES Buyer, Buyer's Address: DIANE KLEIN & EUGENE HENDERSON, 12357 WOLFF DR Address: 12357 WOLFF DR, BROOMFIELD Price: \$235000

Date Closed: 6/11/2012 Seller: MATTHEW & COLLEEN A CARDAMONE Buyer, Buyer's Address: DANIEL R & SHAUNA GIDDINGS SCHMITZ, 3300 ALEXANDER WAY Address: 3300 ALEXANDER WAY, BROOMFIELD Price: \$515000 Date Closed: 6/11/2012 Seller: DEBORAH J COLLIER

Buyer, Buyer's Address: JOHN D & JANELL M HUGINS, 16618 PLA-TEAU LN Address: 16618 PLATEAU LN, BROOMFIELD

Price: \$380000 Date Closed: 6/11/2012

Seller: PULTE HOME CORP Buyer, Buyer's Address: GEOFFREY JR & JENNIFER A DIX, 3442 HAR-VARD PL Address: 3442 HARVARD PL, BROOMFIELD Price: \$326500

Price: \$326500 Date Closed: 6/11/2012

Seller: PULTE HOME CORP Buyer, Buyer's Address: JON H & SUSAN K STAFFORD, 16683 PIN-NACLE CT Address: 16683 PINNACLE CT, BROOMFIELD Price: \$449000 Date Closed: 6/12/2012

#### Seller: ROD L STAMBAUGH

Buyer, Buyer's Address: PATRICK FREEMAN, 5077 BROOKSIDE DR Address: 5077 BROOKSIDE DR, BROOMFIELD Price: \$517000

Date Closed: 6/12/2012

Seller: RICHARD M & CLEONE R NELSON

Buyer, Buyer's Address: RICHARD M NELSON LIVING TRUST, 1012 ASPEN WAY

Address: 1012 ASPEN WAY, BROOMFIELD Price:\$

Date Closed: 6/12/2012

Seller: JEFFREY A & DEBORAH A OBERMEYER Buyer, Buyer's Address: ANDREW L & REBECCA L TRAVER, 13872 MEADOWBROOK DR

Address: 13872 MEADOWBROOK DR, BROOMFIELD

Price: \$400000 Date Closed: 6/12/2012

Seller: KIM C N & YEN TOUYSINHTHI-

PHONEXAY Buyer, Buyer's Address: TOUYSINHTHIPHONEXAY FAMILY

TRU, 2120 SNOWMASS CIR Address: 2120 SNOWMASS CIR, BROOMFIELD

Price: \$ Date Closed: 6/12/2012

#### ON THE **JOB**

#### ADVERTISING, COMMUNICATIONS

Boulder-based social-media marketing firm BlogFrog hired Molly Theda as director of human resources. Theda has more than 10 years of domestic and international human resources experience in high-tech, services and retail organizations. Previously, Theda was director of human resources at GoPro, a consumer electronics company, and Jive Software.

#### ARCHITECTURE, CONSTRUCTION Louisville-based Real Goods Solar Inc., a residential

solar-installation

hired

company,



Mark Chapman as operations manager in its office in Denver. Chapman has five years of solar industry experience, most

Chapman

recently as the operations director for SunTalk Solar. Prior to SunTalk, he was the operations manager for Standard Renewable Energy in Boulder.

Boulder-based architecture firm DTJ Design Inc. elected principals Chris Moore as chief

#### CALENDAR

JULY The DaVinci Institute presents Night 9 The Davinci insuluce processing with a Futurist - The Future of Public Safety, from 6:30 to 8:30 p.m., Monday, July 9, at 511 E. South Boulder Road, Louisville. Speaker is Mike Butler, an expert on the future of public safety. Cost is \$20. Contact Jan Wagner at 303-666-4133 or jan@ davinciinstitute.com.

A free Charitable Giving Seminar 10 will be from noon to 1 p.m., Tuesday, July 10, at the UBS office, 1801 13th St. No. 100, Boulder. Presented by Peter Braun, first vice president-investments of UBS. CPAs may earn one hour of free continuing education credit. Space is limited and reservations are required. To reserve a place contact Stewart Swan at 303-441-5361 or stewart.swan@ubs.com.

**13** The Louisville Chamber of Commerce will sponsor the 36th anniversary Spaghetti Open Golf Tournament on Friday, July 13, at Coal Creek Golf Course, 858 W. Dillon Road, Louisville. The tournament, beginning with a 7:30 a.m. shotgun start, includes a \$25,000 hole-in-one contest sponsored by Great Western Bank. Breakfast and a lunch banquet will be provided and sponsored by the Blue Parrot restaurant and Old Style Sausage. Cost: \$110 per player. Sign up or apply to be a

executive and Bill Campie as president. Moore has been with DTJ since 1998, and Campie has been with DTJ since 2006.

Golden Triangle Construction Inc., with offices in Longmont and Colorado Springs, promoted Jeff Nading from president to chief executive, Brian Laartz from senior vice president to president, Jeff Dingwall from vice president to senior vice president, and Andy Fiamengo to vice president.

Broomfield-based MWH Global hired Ken Esposito as mining sector leader for North America. He will be responsible for growing business in North America and will collaborate with counterparts in South America and Australia. Esposito also will serve as location manager for the MWH office in Fort Collins.

#### **BANKING, FINANCE**

Boulder-based Premier Members Federal Credit Union appointed Peter S. Jansky II to its board of directors. Jansky serves as manager of Worldwide Treasury Operations for Ricoh Production Print Solutions, where he manages treasury and banking activities in more than 30 countries. Reappointed board members include Harvey A. Kamionka, Michael Meyers and Matt Rarden.

BIOSCIENCE

Boulder-based BiOptix Diagnostics Inc. appointed Michael W. Routh to its board of directors. Routh's career spans more than 30 years in the analytical instrument industry split equally between top executive and senior functional leadership roles in such companies as Varian, Applied Research Laboratories, Baird, Thermo Fisher Scientific, BioRad and most recently, General Electric.

#### MANUFACTURING

Boulder-based Dynamic Materials Corp. (Nasdaq: BOOM), a manufacturer of explosionwelded clad metal plates, appointed Kevin Longe to executive vice president and chief operating officer. Longe's experience includes time at Sonoco Inc., Lydall Inc. and Electro Scientific Industries.

#### PRINTING

Louisville-based printing and graphics firm Global Imaging hired Erica Martin as a graphic production specialist and Daniel Sawyer as a technical systems specialist. Previously, Martin worked for Denver

Martin

Custom Signs as a production assistant and graphic designer. For Global Imaging, Martin will work on website maintenance and enhancement of brand online presence, graphic production and design and support in marketing collateral.



Sawyer has more than 20 years experience in digital systems and print workflow solutions, and with a wide variety of print processes including direct to garment printing, embroidery, sublimation, laser etching and wide format. He is also a trained software and applications specialist. He will work in the technical services department providing installations, training and technical support for the portfolio of wide and grand format equipment, software and accessories.

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

corporate sponsor online at louisvillechamber.com or at 303-666-5747.

A free Annuity Guarantees Semi-**24** A free Annual Guardian from noon to 1 p.m., nar will be from noon to 1 p.m., 1201 Tuesday, July 24, at the UBS office, 1801 13th St. No. 100, Boulder. Presented by Peter Braun, first vice president-investments of UBS. CPAs may earn one hour of free continuing education credit. Space is limited and reservations are required. To reserve a place contact Stewart Swan at 303-441-5361 or stewart.swan@ubs.com.

The Lafayette Chamber of Commerce's 32nd annual Black Diamond Golf Tournament will begin at 7:30 a.m. Friday, July 27, at Indian Peaks Golf Course, 2300 Indian Peaks Trail, Lafayette. The \$110 registration fee includes 18 holes of golf, a cart, coffee and rolls, range balls, a team photo, lunch, team prizes, raffle prizes, goodie bag, and drink coupons. Raffle prizes include rounds of golf, gift certificates, golf merchandise, dinner at fine restaurants and more. Holes in one win \$5,000 cash and airline tickets. Contact: Kristalyn Larsen, 303-666-9555 or admin@lafayettecolorado.com.

28-29 The 13th annual Rocky Mountain Tea Festival will be held from noon to 7 p.m. Saturday, July 28, and from 10 a.m. to 3 p.m. Sunday, July 29, at Boulder Dushanbe Teahouse, 1770 13th St., Boulder. The nonprofit event offers tea-related workshops and seminars and a four-course tea dinner, as well as a handmade teapot exhibit and a tea bazaar. The annual Mommy and Me Princess Tea Party, open to adults and their children, will be held at 11 a.m. and 1 p.m. July 29. For reservations for the dinner or party, call 303-442-4993. More information at boulderteahouse.com/rocky-mountain-tea-festival or boulderdushanbeteahouse.com/teafest. html.

A free Social Security Seminar will 31 be from noon to 1 p.m., Tuesday, July 31, at the UBS office, 1801 13th St. No. 100, Boulder. Presented by Peter Braun, first vice president-investments of UBS. CPAs may earn one hour of free continuing education credit. Space is limited and reservations are required. To reserve a place contact Stewart Swan at 303-441-5361 or stewart.swan@ubs.com.

#### AUGUST

The 2012 Boulder County Fair will be from 10 a.m. to 10 p.m. Wednesday, Aug. 1, through Sunday, Aug. 5, at the fairgrounds, 9595 Nelson Road, Longmont. The county fair, Colorado's oldest, will celebrate its 143rd anniversary. Open Class and 4-H/FFA exhibitor information will be posted at bouldercountyfair.org. A limited number of complete 2012 premium books containing all exhibitor information also will be available at the county fair or the CSU Extension offices in the Fairgrounds Office Building. The 2012 event schedule is posted on the website, and tickets for grandstand events are on sale.

The Boulder County Business Report will present its annual Green Summit: Blending Business & The Environment, from 7:30 a.m. to 5:30 p.m., Tuesday, Aug 7, at the Millennium Harvest House Boulder, 1345 28th St., Boulder. Daylong conference including globally focused keynote speaker, expert breakout sessions, green-business exhibitors, and awards presentations for Eco Heroes and the Colorado Green Building Guild's Best of Boulder Valley Green Buildings. Cost is \$49. Register online at www.bcbr.com, click on events. For more information, contact De Dahlgren at 970-232-3132 or via email at ddahlgren@ncbr. com.

18 Howard Treppeda, owner of Treppeda's Italian Ristorante in Niwot, will present the second annual Jazz on 2nd Ave. festival, Saturday, Aug. 18, in downtown Niwot. The event will feature local and national jazz groups, the Niwot High School band, a food court and local artists.

#### AWARDS

Bruce Johnson, chief executive of Global Healthcare Exchange LLC in Louisville, and Dale Katechis, CEO of Oskar Blues Brewery in Longmont, received Entrepreneur of the Year awards for the Mountain Desert region from Ernst & Young LLP. Johnson was the winner in the Health Technology & Services category, nd Katechis won in the Consumer Product Services category.

Boulder-based Flatirons Solutions Corp. received a 2012 Excellence in Services Integration award from EMC Corp. The award was given to the partner who has shown the highest level of excellence and innovation in its customer solutions, demonstrated proven deep technical expertise in IIG products, and gone above and beyond in working effectively with EMC Professional Services.

Andrew Davison, chief marketing officer at Niwot-based Crocs Inc., received a silver Stevie Award in the Marketing Executive of the Year category at the 2012 American Business Awards. Davison was recognized for helping to elevate and evolve Crocs' marketing strategy and programs during the past year. Also, Crocs' executive team was awarded a silver Stevie Award in the Management Team of the Year category for the role it played in the brand's global expansion and financial success during the past year, reaching the \$1 billion revenue mark in late 2011.

Lafayette's city manager Gary Klaphake was named the 2011 Safety Manager of the Year by the Colorado Intergovernmental Risk Sharing Agency at the Colorado Municipal League Annual Conference on June 20. According to the nomination. Klaphake sets an example for others by adhering to safety policies and procedures, fully supports the efforts of the risk manager and safety committee, promotes safety among employees, and inspires a culture in which safety is considered a value and an integral part of all operations.

Juan Mohr was recognized for years of service to St. Vrain Vallev Credit Union at the Education Credit Union Council's annual conference held in Savannah, Georgia, Mohr served on the credit union's board of directors for 24 years. As a former teacher, Mohr's passion for educating youth made him an advocate for St. Vrain Valley Credit Union to establish a financial education program in 1994. This program grew from conducting classroom presentations to opening a student-run branch in 1997 to being an early adopter of the FoolProof financial literacy programs. His support and commitment to financial education helped St. Vrain Vallev Credit Union receive the Education Credit Union Council's first FoolProof award in 2011. St. Vrain merged with Elevations Credit Union

in September 2011.

Premier Members Federal Credit Union employee Stephanie Schneider received the Elder Abuse Awareness and Prevention award June 14 for protecting an 85-year-old credit union member. Schneider noticed the possibility of financial exploitation when the member's caregiver came into the branch and requested to be added to the member's accounts. From there, Schneider took the necessary steps to prevent the abuse from continuing and collected as much information as possible for the police.

Financial services firm Edward Jones, which has branch offices in Boulder County, was named the Advisory Solutions Firm of the Year by the Money Management Institute as the firm that most exemplified overall excellence and contributed to the long-term success and sustainability of the wealth-management industry.

#### NONPROFIT **NETWORK**

#### GOOD DEEDS

As crews continue to fight Colorado wildfires, Crocs Inc. (Nasdag: CROX) opened its doors to the community as a donation drop-off location. Donations can be made through July 16 at Crocs' headquarters at 7477 East Dry Creek Parkway, Niwot All essentials including the following are being collected (no food please). New batteries, bottled water, water jugs, chain saws, men's, women's and kid's new undergarments and socks; sunscreen and basic home first-aid supplies; work gloves and shovels; pet food and supplies for displaced animals. Crocs Cares is donating thousands of pairs of Crocs shoes to those on the front line, fighting the fires, as well as those that have been displaced from their homes.

**FirstBank Holding Co.,** a Lakewoodbased holding company with banks in Boulder County, donated \$50,000 to the Colorado Fire Relief Fund 2012. The fund

#### PRODUCT UPDATE -

was created by Gov. John Hickenlooper to support relief efforts as wildfires sweep through Colorado. All donations to the Colorado Fire Relief Fund 2012 will be distributed to organizations that will help make the greatest progress in stopping the fires and supporting Coloradans who are directly impacted by the disaster.

**Xcel Energy Inc.** presented a check for \$4,000 to the Aging Services Foundation board at its June meeting for Keeping HOPE Alive. These funds go to Project HOPE, a program started in 1994 that supports frail, low-income, older adults at risk of having to leave their homes and enter an assisted-living or nursing home. Keeping HOPE Alive was started in 2004 as an annual fundraising campaign for Project HOPE. Xcel Energy has been the major supporter/partner of this campaign since its inception nine years ago.



BCBR Lists and Directories available in Excel



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COURTESY BOULDER BEER CO. Boulder Beer Co. will release Stage 6 Barrel-Aged Rye Pale Ale locally this August in celebration of professional cycling and Stage 6 of the USA Pro Cycling Challenge coming to Boulder this summer.

**Covidien PIc** (NYSE: COV) will launch a respiratory and monitoring device that works with a hospital patient-monitoring unit made by Philips, the global health and electronic manufacturer. Workers in Boulder will market and sell the device through Covidien's respiratory and monitoring solutions business unit, which has about 400 employees.

Boulder-based **Radish Systems LLC** released its ChoiceView 2.0 software. Its new features allow domestic and international callers to send photos/videos and see any visuals while talking/texting on any network with mobile devices.

Louisville-based **Global Healthcare Exchange Inc.** updated its GHX Procurement Suite used by health-care providers with Smart Search, a search engine that helps drive on-contract spending by allowing users to quickly find items in their item master and other catalogs, even if they only know a portion of the product name or part number.

Sphero, the robotic ball built by Boulder-based **Orbotix Inc.**, has rolled into a number of Apple Stores. The ball also is available online at www.Apple.com for \$129.95. Sphero is for sale in 11 Apple stores, none in Colorado. Shoppers also can buy Sphero at Brookstone stores around the country. Orbotix is a Boulderbased company headed by chief executive Paul Berberian. The company was launched during TechStars 2010 Boulder program. Awards

The 12th Annual IQ Awards recognizes the most-innovative new products and services in Boulder and Broomfield counties.

Fill out the nomination form below and submit it by July 26 or go online to:

## www.bcbr.com Nominate your innovation today!

Company				
Address	Zip	Telephone		
City	Web Site			
Company contact pho	ne and e-mail	CEO		
Describe the product or service in detail**				

What is the primary market, and who are the major competitors?

Key people involved in the development_	
Source of financing	
2011 revenue from product or service	
Name of nominator	
TelephoneE-mail_	

\*Nominated companies must be based in Boulder or Broomfield counties or in the Denver/Boulder corridor. \*\*Companies may send additional product or service materials (including brochure, video or product sample), as well as longer market description, with nomination.

Return the nomination form to:

Doug Storum, the Boulder County Business Report, 3180 Sterling Circle, Suite 201, Boulder, CO 80301-2338 e-mail to news@bcbr.com, or fax at 303-440-8954. If you have any questions, please call the Business Report at 303-440-4950.





INNOVATION QUOTIENT AUGUST 22, 2012

### BOULDER VALLEY REAL ESTATE WATCH BOULDER COUNTY BUSINESS REPORT WWW.BCBR.COM

# Office park in Broomfield sold for \$92 million

BROOMFIELD — A Denverbased real estate investment company has purchased the Mountain View Corporate Center in Broomfield for \$92 million, or \$199 per square foot.

The office park is a four-building, 461,438-square-foot complex in the "Outerlocken" area, which is between Interlocken and Rocky Mountain Metropolitan Airport.

Westfield Co. purchased the buildings and will own them through a limited-liability company it created, Mountain View Acquisition Group LLC. The company owns many properties in the Denver area, including

Westmoor Technology Park in Westminster.

The sale was completed May 21, according to Broomfield property records. Hines VAF



Mountain View LP was the seller. The fund is

owned by Hines, an international real estate investment and development company that is building a nearby 186,000-squarefoot spec office building at 250 Interlocken Blvd. The project, which is nearing completion, is named Eos at Interlocken.

Mountain View Corporate Center has three three-story buildings and one four-story building. All were built from 1999 to 2002. The buildings sit on 27 acres.

The quality of the buildings combined with an increasingly healthy market in the U.S. Highway 36 corridor made the buildings attractive to multiple prospective buyers, said David Tilton, executive managing director of Newmark Knight Frank Capital Group in Denver. Tilton and John Torp, also of Newmark Knight Frank Capital Group, represented Hines.

"It is a large, one-of-a-kind complex with high-quality construction in a very good location," Tilton said.

The buildings were 92 percent leased at the time of sale, and major tenants include WhiteWave Foods Co., TransFirst LLC and Time Warner Cable Inc.

Hines sold the properties as part of its investment strategy, Tilton said.

"It was one of their funds, and funds have a finite life," he said. "It was time to sell."

Hines purchased the corporate center in 2006 for \$71.5 million, according to press releases from the company.

Holliday Fenoglio Fowler LP also represented Hines. Westfield Co. did not work with a broker, according to Tilton.

#### BOULDER

OUTLOOK'S OUTLOOK: The real estate investment trust that owns



Westfield Co., a Denver-based real estate investment company, has purchased the four-building, 461,438-square-foot Mountain View Corporate Center for \$92 million. Major tenants of the center, which is in Broomfield near Rocky Mountain Metropolitan Airport, include WhiteWave Foods Co. and TransFirst LLC.

the Bear Creek Apartments and University Village at Boulder Creek, two large apartment communities for University of Colorado-Boulder students, is under contract to buy Boulder Outlook Hotel and Suites.

American Campus Communities Inc., an Austin, Texas-based REIT (NYSE: ACC), is in its due-diligence period after coming to a preliminary agreement with the owners of the 162-room Boulder Outlook, 800 28th St.

The Boulder Outlook Hotel & Suites is a 162-room hotel near the University of Colorado-Boulder campus.

Dan King, the Boulder Outlook's "ambassador of cool" and co-owner, said he had received several acquisition proposals despite not actively marketing the property. "We've been sitting here minding our own business," King said, "and we've gotten numerous different approaches."

The acquisition inquiries are from companies interested in a range of uses, including apartments and hotels, King said.

American Campus Communities is one of the nation's largest develop-➤ See **Real Estate, 25A** 

#### **Going Up in Gunbarrel**

New headquarters for Smoker Friendly International



Longmont-based Golden Triangle Construction Inc. is building a 19,500-square-foot corporate headquarters at 6700 Wilderness Circle in the Gunbarrel Technical Center for Smoker Friendly International, a family-owned cigarette and tobacco store retailer based in Boulder. 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.

#### **REAL ESTATE** from 24A

ers, owners and managers of highquality student housing communities. If the company buys the property, it will be to develop it into student housing, spokeswoman Gina Cowart said.

"We've got nothing scoped out at this moment," Cowart said, "but if we did (acquire the property) it would become student housing."

Several multifamily-residential buildings catering to students have been built near the University of Colorado-Boulder campus along 28th Street in recent years.

The hotel is formally owned by the Republic of Boulder Hotel Group LLC, which purchased the property for \$5 million in late 2002. King and Gregory Hartmann were the lead investors, according to the Boulder Outlook's website.

The Boulder Outlook was built in 1963 and opened as a Holiday Inn, according to its website. Since acquiring the hotel, King and his team have invested \$1.5 million in upgrades, which include many green features. The Boulder Outlook claims to be the city's first zero-waste hotel.

BCH WAREHOUSE: Boulder Community Hospital has leased an 8,826-square-foot industrial space in Flatiron Park, according to a real estate company that brokered the deal.

The space is at 2000 Central Ave., which is part of the portfolio owned by Goff Capital Partners.

#### **BCBRDAILY** from 2A

embedded in stories than they do with advertisements or lists of links displayed around the story, he said.

LinkSmart's platform will let publishers track what links readers follow, manage traffic by redirecting links to other content on the website and add new keyword links as needed. It also will be able to automatically update links, meaning fewer will lead to frustrating dead ends for readers.

About 15 employees work out of LinkSmart's office in downtown Boulder, Sheinbaum said, and there are additional employees in New York City.

Posted June 27.

#### **Battery outlasts its mission**

LONGMONT — The lithiumion battery built by Longmont-based ABSL Space Products for a space satellite outlasted its planned mission life.

Reading, Pennsylvania-based Ener-Sys Inc. (NYSE: ENS) and its ABSL business unit announced that the lithium-ion battery built for the Tactical Satellite-3, or TacSat-3, performed nearly three times its planned mission life before the satellite left orbit on April 30.

ABSL was selected by Arlington, Virginia-based Alliant Techsystems Inc. (NYSE: ATK) to design, fabricate, test and deliver a lithium-ion battery for the spacecraft bus, which

Boulder Community Hospital will use the space to store equipment as it works on the expansion of the Foothills Campus, which is under way, hospital spokesperson Rich Sheehan said.

Scott Garel of Newmark Knight Frank Fredrick Ross represented the owner, as did Becky Callan Gamble, Hunter Barto and Dryden Dunsmore of Dean Callan & Co.

Wade Arnold, B. Scot Smith and Steven Johnson of The Colorado Group Inc. represented the tenants.

LUXURY HOMES: The market for luxury homes in Boulder and the Denver metro area increased dramatically in May, as the number of homes sold for more than \$1 million reached a high not seen for nearly four years.

In the Boulder market, 17 homes sold for more than \$1 million, and in the broader area 76 homes sold in that price range, according to the monthly survey conducted by Coldwell Banker Residential Brokerage. The Denverbased firm compiles that data using the Multiple Listing Service.

The area-wide increase was 73 percent from the 44 homes sold in April, and a 61 percent increase from the 47 sold in May 2011.

In April, six homes in Boulder sold for more than \$1 million.

May's figure for luxury-home sales in the metropolitan area was the highest since August 2008, when 89 million-dollar properties changed hands.

was designed and built by ATK for

the U.S. military. ABSL's battery was

responsible for powering the satellite

during eclipse and peak mission load

conditions. The TacSat-3 spacecraft

bus was designed to last one year, but

the satellite exceeded that goal by

BOULDER — Standing Cloud

Inc., a Boulder-based startup, has

raised an additional \$2 million in

venture capital, bringing the total

raised by the company to \$10 million,

according to SEC documents filed in

cloud application management servic-

es that was founded in 2009. Stand-

ing Cloud's platform provides users

access to 100 open-source and com-

mercial applications that are run over

continued deployment, development,

and sales and marketing, according to

tranche" of funding from two inves-

tors who participated in prior fund-

raising rounds, the spokesperson said.

der-based venture capital firm Found-

ry Group and Avalon Ventures, which

has offices in La Jolla, California, and

The investment comes from Boul-

a spokesperson for Standing Cloud.

The money will be used for the

The money is "an additional

Standing Cloud is a provider of

Standing Cloud adds to VC

nearly two years.

Posted June 26.

June.

the cloud.

#### **Highest-Priced Home Sales in Boulder County** May 2012

way 2012	
Sale Price	Buyer, Address
\$2,150,000	Theodore J. Mallon, 8832 W. Phillips Road, Boulder
\$2,100,000	Michael A. and Melody Lyle, 1515 High St., Boulder
¢1 075 000	Carolina A and Datar I Caggan E800 Weadhourna

\$1,975,000	Caroline A. and Peter J. Coggan, 5890 Woodbourne Hollow Road, Boulder
\$1,750,000	Eric W. and Susan E. Brehm, 7892 Edelweiss Court, Boulder
\$1,685,000	Sharad and Nicole Rae Rajpal, 423 Juniper Ave., Boulder
\$1,575,000	Mark A. and Kathryn P. Whiteside, 6611 Legend Ridge Trail, Niwot
\$1,475,000	Jeffry T. and Rita J. Okelley, 9402 Crystal Lane, Longmont
\$1,450,000	Christopher Cecere, 145 Lee Hill Drive, Boulder
\$1,435,000	Luke and Lia Wolstenholme, 440 Alpine Ave., Boulder
\$1,420,000	Jerome D. Colonna, 2220 Mesa Drive, Boulder

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

Prices declined 8.7 percent on a month-to-month basis in the region.

"The Denver area is showing all of the signs of a traditional seller's market with strong buyer demand, a severe shortage of home listings to choose from, and multiple offers on many properties," Chris Mygatt, president of Coldwell Banker Residential Brokerage in Colorado, said in a press release. "With inventory levels remaining near record lows, I suspect we'll continue to see this scenario play out, at least for the near term."

BROKERAGE MOVES: Fuller Sotheby's International Realty, a residential real estate brokerage that focuses on luxury properties, has

Cambridge, Massachusetts. Posted June 25.

#### **Michael to head eSoft**

BROOMFIELD — Network-security firm eSoft Inc. has appointed Bud Michael as president and chief executive.

Michael has more than 30 years of experience in leading growing, venture-backed companies, including Availigent and Biz360.

The company also announced the addition of Patrick McCamley to the company's board of directors, joining Michael, Mike Donnell, John Helson and Gary Jacobs. McCamley is a managing director of Denver-based Skyline Partners, a strategy consulting firm serving technology companies. Posted June 22.

#### Wind-power firm gets funds

BROOMFIELD — Southwest Windpower Inc., a Broomfield-based company that makes small wind turbines that generate power for homes, remote communities or commercial sites, has filed paperwork with the SEC stating it has raised new investment.

The company, which relocated its corporate headquarters and research and development center to Broomfield in the past year, made two Regulation D filings Thursday, according to the Securities and Exchange Comopened a new office at 1050 Walnut

St. in Boulder. The 3,500-square-foot office will

be the home of 12 brokers.

The move takes the firm from its old office near 28th Street and Arapahoe Avenue. The office had been there since it relocated from Longmont in 2008.

The new office is commensurate with the properties and brand Fuller Sotheby's International represents, James Simpson, managing broker of the Boulder office, said in a press release.

Michael Davidson can be reached at 303-630-1943 or via email at mdavidson@bcbr.com.

mission's database.

One shows the company raised \$500,000 from debt securities and intends to raise \$1.5 million more.

Southwest Windpower also filed an amendment to a prior filing that shows it has raised more than \$6.9 million in a financing round that started in September. The company originally raised about \$2.3 million with an intent to raise \$2.3 million more. Posted June 21.

#### **Corgenix to create blood test**

BROOMFIELD — Corgenix Inc. has signed a five-year deal with dia-Dexus Inc. to manufacture a test that measures abnormal blood lipids.

Terms of the contract were not disclosed, but Corgenix's management said the contract will contribute "meaningful" revenue in fiscal 2013.

Broomfield-based Corgenix will manufacture and supply the PLACTest ELISA kit for San Francisco-based diaDexus. The kit is the only blood test cleared by the federal Food and Drug Administration to aid in assessing risk for both coronary heart disease and ischemic stroke associated with atherosclerosis, the No. 1 and No. 3 causes of death, respectively, in the United States, according to a company statement.

The test measures an inflammatory enzyme that helps form plaque. *Posted June 20.* 

# )PIN

### **New patent office** in Denver will aid inventors in region

The selection of Denver as a satellite location for the U.S. Patent and Trademark Office should prove a boon for the Boulder Valley. Denver, Dallas-Fort Worth, Texas, and San Jose, California, were named Monday, July 2, as three new locations for expansion of the federal agency. Detroit was previously selected for a satellite operation.

Overall, the new Denver office is expected to generate \$440 million in economic activity over five years, according to Denver's application for the facility. We believe that much of that activity will occur in the Boulder Valley, recognized nationally as a center for entrepreneurship and innovation.

Economic benefits of a patent office in such close proximity include:

• Ease of interviews with patent examiners. Local inventors and entrepreneurs no longer will have to travel to Washington, D.C., for interviews about their inventions, slashing costs and time associated with patent applications.



• Law firms specializing in intellectual property are likely to expand in the region, given an expected boost in patent activity.

• Denver-Boulder will prove even more attractive for expansion of high-tech companies, including aerospace, clean-tech, bioscience and other sectors.

Denver's selection alongside Dallas-Fort Worth and San Jose also helps level the playing field going forward. Had Colorado not been selected, those cities would have had a distinct competitive advantage for growth of the high-tech sector.

Several individuals deserve credit for Denver's selection. U.S. Sens. Michael Bennet and Mark Udall pushed legislation that required opening of additional patent offices and helped lead Denver's campaign. Tom Clark, CEO of the Metro Denver Economic Development Corp., led a concerted effort by business and government leaders to promote the city's bid.

They deserve thanks for a job well done.



## THE SUPREME COURT UPHELD THE PATIENT

WHAT DO YOU THINK?

**BOULDER COUNTY BUSINESS REPORT** 





# Failure of Abound offers lessons

### Renewable energy still deserves support despite loan setbacks

ailure of Abound Solar Inc., once a gem of Colorado's clean-tech sector, constitutes a costly blow to the state's prestige and emergence of the "New Energy Economy." But it shouldn't deter support for renewable energy.

Abound, based in Loveland with a manufacturing facility in southwestern Weld County outside Longmont, filed for U.S. bankruptcy protection in Delaware. The move means elimination of 125 jobs and an end to plans for a second manufacturing facility in Indiana.

Abound began with great promise, taking technology developed at Colorado State University and the National Renewable Energy Laboratory to transform ordinary sheet glass into photovoltaic panels. The company received a \$400 million loan guarantee from the U.S. Department of Energy in 2010. At the time, the company anticipated adding 1,500 workers, mainly at a planned plant in Tipton, Indiana.

But the company's bankruptcy means all such dreams have evaporated.

Shades of Solyndra? Not exactly. Whereas Fremont, California-

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based Solyndra LLC failed after borrowing \$535 million, Abound borrowed \$68 million in federally guaranteed

**PUBLISHER'S** 

NOTEBOOK

Christopher Wood

funds — far short of the initial \$400 million guarantee. Taxpayers still will be on the hook for \$40 million to \$60 million, an unacceptable number.

Having the federal govern-

ment guarantee loans for private industry — especially in a nascent, competitive solar-manufacturing sector — is a shaky business at best. Republican presidential candidate Mitt Romney likely will use the Abound failure as evidence of another Solyndra-like policy debacle. (How long before he shows up at the Abound plant in Weld County, as he did at Solyndra?)

But we hope that federal legislators will discard partisan bickering enough to realize that renewable energy deserves support — but not through direct loans to solar manufacturers.

Admittedly, both Abound and Solyndra were sent reeling by plummeting prices for solar panels. Competition from China sent pric-

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es down by half in 2011, leading to allegations of dumping. The U.S. Commerce Department has initiated several cases against Chinese dumping of cheap solar cells, with likely imposition of tariffs.

But the action, taken in May, was too little too late for Abound.

Looking forward, the federal government has a critical role in promotion of new technologies through Small Business Innovation Research grants.

Additionally, renewable-energy tax credits are a fitting balance for subsidies provided to companies engaged in development of fossil fuels, while promoting transition to cleaner forms of energy. Renewable-energy manufacturers should be granted tax credits or some other form of relief until the industry matures.

Regulatory burdens, too, can be reduced, making it easier for renewable-energy companies to build plants and obtain permits.

Many will point to Abound's failure as yet another example that renewable energy is not sustainable as a business model. That would be a tragic mistake.

Abound has failed, but that doesn't mean solar has to fail, too.

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WWW.BCBR.COM

#### RULING from 1A

steady increase in health-insurance premiums is unsustainable and that some kind of reform is needed," Espinoza said. "With our diverse membership, however, there is not agreement on the political aspects of the debate."

The new Colorado Health Benefit Exchange is expected to bring "greater predictability" to health-care costs, Espinoza said.

Local insurance broker representatives at Taggart & Associates in Boulder and Volk & Bell Benefits LLC in Longmont said they'll continue to work with customers on insurance benefits. If the Health Benefit Exchange is to involve existing brokers, they said they're ready to help.

"Taggart will continue to work with our clients to comply with the law and make the best decision for their companies and their employees," said Denise Dougherty, manager of the employee benefits department at Taggart. "Our hope is that brokers will be part of the exchange."

In light of the Affordable Care Act's passage in 2010, Volk & Bell expanded its offerings in human-relations consulting, said Ryan Volk, senior benefits consultant at Volk & Bell.

"For what it's worth, this is going to just make things more complicated, and they're going to need advisers more than ever," Volk said. "We've still got a (presidential) election coming up, and there are a lot of moving parts." The Mountain States division of insurance provider Cigna Corp. (NYSE: CI) plans to participate in the new Colorado Health Benefits Exchange, following the Supreme Court decision. The bulk of Cigna's customers are expected to continue to come through private companies, however, said Kim Bimestefer, president and general manager of the Denver location. Cigna has about 40,000 customers in Boulder County.

"Our customers should have great comfort that all of the initiatives and programs we have today and going forward are focused on improving their health and well-being," Bimestefer said. "In general, this is positive."

Hospitals have taken a variety of steps to be ready for changes coming down the pike as part of the Affordable Care Act, said Karen Logan, a spokeswoman at Longmont United Hospital.

"We've been moving forward since this was passed," Logan said. "The hospital wants to provide proper health care for the community, and we're going to do whatever we're charged to do from the government."

The Supreme Court ruling is "our best shot to lower health-care costs and improve quality," said John Sackett, chief executive of Avista Adventist Hospital in Louisville. "It gives us tools to organize ourselves in a way that we can avoid duplication of costs and benefit from providing patients better care at a lower cost."

Sackett said he's "excited about the bill," even though he also said it will need to be "tweaked" going forward.

Dr. Laird Cagan, former president of the Boulder County Medical Society, said he was "pleased" by the Supreme Court ruling in general, but critical of one key piece of the justices' decision that relates to Medicaid. The court said expansion of Medicaid is constitutional, but that Congress cannot take away existing Medicaid funding from states that refuse to participate in the expansion.

"The only negative is that states are going to decide what the cutoff is for Medicaid recipients," Cagan said, "so there may be a lot of low-income people who still won't have medical coverage."

Medicaid access actually could get better as a result of the decision, however, Susan E. Birch, executive director of the state's Department of Health Care Policy and Financing, said in a press statement.

"Today's decision means that more uninsured Coloradans could gain access to Medicaid beginning in 2014," Birch said. "We will spend the coming weeks further analyzing the specific impact of the decision."

State Attorney General John Suthers was critical of the Supreme Court decision, which he said is a blow to the United States' constitutional system of federalism, in which

#### **KEY PIECES OF RULING**

How some key pieces of the law affect Colorado residents:

• Every American must buy insurance, including an estimated 400,000 uninsured people in Colorado, by 2014. Those who do not buy insurance will pay penalties.

The Colorado Health Benefit Exchange is scheduled to start working in October 2013 to create an insurance "clearinghouse," which could lower premiums, according to advocates.
Small businesses and individuals will receive federal tax credits as incentives to sign up for insurance coverage. Such tax credits could be as much as \$7,500 per year, based on information from the Internal Revenue Service.

• Justices said expansion of Medicaid is constitutional, but that Congress cannot take away existing Medicaid funding from states that refuse to participate in the expansion.

state and federal governments balance power.

"I am disappointed that the U.S. Supreme Court ruled against Colorado and its fellow states," Suthers said in a statement. "We have a fundamental interest in protecting state authority and individual rights in the face of the ever-widening scope of federal power."

Suthers had been among 26 state attorneys general who sued the federal government to challenge implementation of the law. He does not plan any further challenge to the ruling at this time, however, according to a spokeswoman in the attorney general's office.

#### AGING from 3A

cerned about their ability to do so.

A majority of the group's children fear that their parents would be mistreated in nursing homes and that the move would dramatically affect their joy in living.

Hudson Integrative Health + Home offers three specific programs that are intended to help meet everyone's wishes: ilive, ilearn and iadapt.

"Ilive focuses on proactive wellness care that looks at a person's overall health and function ability," Hudson said.

After assessing the gait and functional aspects of how clients move, the fitness-program section of ilive focuses on developing their core strength and balance.

Other aspects of ilive include spotlights on nutrition and additional services such as massage.

Ilearn helps clients stay up to date on how to enhance their healthiness through things such as links to exercises, nutrition information and life balance ideas through the Hudson Integrative website.

"Educating that population on using technology is a big piece of it," Hudson said.

Iadapt focuses on home safety, adaptability and maintenance services.

"People might call saying they're feeling unsafe in their bathrooms and need grab bars, or maybe they want to move their master bedrooms to level one," said Hudson, as examples of what iadapt would help with.

Features of iadapt include an assessment that evaluates the safety and adaptability of a home as well as the option of adding seasonal maintenance or general maintenance to the package.

Hudson is a certified aging-inplace specialist. The CAPS program teaches the technical, business-management and customer-service skills around home modifications for the aging in place.

As co-owner of Hudson Construction, a home building business since 1947, Hudson uses that company's expertise when it comes to modifying homes. Hudson Integrative Health + Home shares office space with Hudson Construction in Boulder, although it is a separate company.

Hudson launched the new company in January with \$150,000 in personal funding.

Costs for services range from \$50 to \$75 an hour to the starting rate of \$376 for seasonal maintenance for the year. The Safety, Adaptability and Modification, or SAM, assessment starts at \$165, based on the square footage of a home.

Hudson Integrative Health + Home is building its customer base and projects 150 clients by 2015 in idapt and 135 in ilive and ilearn.

"By next year we expect to be in the million-dollar range," Hudson said. "By 2014 we project \$1.375 million and by 2015 \$1.875 million."



The City of Boulder is accepting bids over \$500,000 through July 31, 2012 at 5:00 p.m. for the purchase of 4090 Nimbus Rd., Longmont, CO 80503; 5 acres +/- zoned agricultural/residential county approved building site.

For bidding and property information: www.CityofBoulderRealEstate.org or Doug Newcomb 720-564-2033.



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