

BOULDER COUNTY BUSINESS REPORT \$1



BANKING & FINANCE
Tax refund may aid Mile High sale
13A



CLEAN TECH
End of tax credit may eliminate jobs
21A

Volume 31 | Issue 22 | Oct. 12-25, 2012

North rail line gains Longmont support

BY DALLAS HELTZELL
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LONGMONT – New attention is being given to a proposal to bring commuter rail to Longmont sooner and less expensive.

The Longmont City Council voted 7-0 on Oct. 2 to recommend that the Regional Transportation District

extend a FasTracks line to Longmont via a route that would bypass Boulder — but also bypass the Burlington Northern-Santa Fe Railway's steep cost for right-of-way.

The council's resolution attached two caveats. It wants the new rail idea to come with no additional tax increase, and it wants RTD to consider improving bus service to and

from Longmont along the Interstate 25, U.S. Highway 287 and Colorado Highway 119 (Diagonal Highway) corridors.

RTD's current FasTracks plan includes an 18-mile rail line which would stretch north from downtown Denver and run parallel to I-25 through Thornton and Northglenn to 162nd Street. If that line were to

be extended to Longmont, it would have to pass through Weld County, which is not part of the transportation district. However, some Denver-to-Longmont regional express bus routes already run through Weld.

In the original FasTracks plan, Longmont was to be reached by commuter rail via a 41-mile northwest

► See **Rail, 23A**

Making innovative pitches

Finalists take center stage at 13th Annual IQ Awards



JONATHAN CASTNER

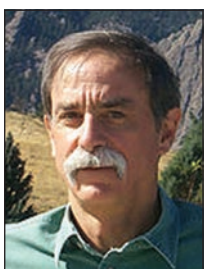
Don Bergal, chief marketing officer for Boulder-based Confio Corp., makes his company pitch to the audience and panel of judges at the Boulder County Business Report's 13th annual IQ Awards on Oct. 3 at the Boulder Theater. At right is BCBR publisher Christopher Wood. To find out who won IQ Awards, see **Section B**.

4th NIST scientist wins Nobel for physics

BY MICHAEL DAVIDSON
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BOULDER — The Nobel Prize for physics has once again gone to a physicist who calls Boulder home, this time to a scientist who has improved the atomic clock and laid the foundation of quantum computing.

David Wine-land, a researcher at the National



Wineland

Institute of Standards and Technology, on Oct. 9 was awarded the 2012 Nobel Prize in physics. Wineland conducts his research at NIST's laboratory in Boulder and is a lecturer in the University of Colorado-Boulder physics department, where he also

► See **NIST, 18A**

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Smart Balance plans to move HQ to Boulder

Editor's note: The following is a wrap-up of breaking local business stories published daily on the Boulder County Business Report's website. Sign up for our free BCBRDaily, an all local e-news report sent to your email each week-day. Look for Email Newsletters Signup at www.BCBBR.com.

BY BUSINESS REPORT STAFF
news@bcbr.com

BOULDER — Food company Smart Balance Inc. will relocate its headquarters to Boulder in 2013 and change its name to Boulder Brands Inc., the company said Oct. 2.

Paramus, New Jersey-based Smart Balance (Nasdaq: SMBL) is making the move to be able to grow, said Carole Buyers, senior vice president of investor relations and business development. Buyers did not give a specific timeframe for the move or say where the office will be located in Boulder.

Subsidiary Earth Balance is based in Niwot. Smart Balance also bought Denver-based Udi's Healthy Foods this summer.

The company will create two operating segments — Smart Balance, which will include spreads, butter, grocery and milk products, and Natural Brands, which will

include Earth Balance, Glutino and Udi's branded products, according to a company press statement.

Marketing and sales staff for the Udi's, Glutino, Smart Balance and Earth Balance branded products will be housed in the Boulder headquarters, Buyers said. An Udi's Denver office and its Denver bread manufacturing operations will remain in Denver, she said. The New Jersey office will continue to house the company's finance operations, research-and-development and operations, she said.

Posted Oct. 2.

BCBR DAILY

Plaza Hotel joins chain

LONGMONT — The 210-room Plaza Hotel at 1900 Ken Pratt Blvd. in Longmont announced Oct. 5 it now is part of the Best Western family and will be rechristened the Best Western Plus Plaza Hotel. Plaza Hotel Corp. will continue to operate the hotel, which will stay under the ownership of Susan Pratt.

The hotel operated under a franchise agreement with the Radisson Hotel chain until 2010. It went on its own for a while, but the evolution of the hotel industry puts

independents at a disadvantage.
Posted Oct. 8.

New CSU stadium OK'd

FORT COLLINS — Colorado State University's board of governors voted Oct. 4 to move forward with school president Tony Frank's recommendation to proceed with a new, on-campus stadium if \$125 million of the cost can be raised through donations.

The board set a fundraising deadline of October 2014.

The board heard two hours of public input, during which not a single comment was heard in favor of the stadium. The board then heard a presentation on the stadium from Frank, who had made his recommendation earlier in the week concerning the on-campus stadium, an issue that has polarized the Fort Collins and CSU communities.

Posted Oct. 5.

Minute Key lands \$10 million

BOULDER - Minute Key Inc., a Boulder-based company, filed papers Oct. 3 with the Securities and Exchange Commission disclosing it recently raised \$10 million in venture capital. Minute Key has raised about \$25.8 million since it was founded in 2008, according to

SEC filings.

Minute Key makes self-service, automated key-cutting machines that can quickly duplicate home or office keys. Locally, Minute Key has machines at several Lowe's and Walmarts in the Denver area, and the company plans to use the investment to expand to more stores with more retailers, said Randy Fagundo, Minute Key's chief executive.

Minute Key employs about 100 people nationwide, with about 15 working out of the company's office in Boulder.

Posted Oct. 4.

GreenPlay leads park project

LAFAYETTE — Management consulting firm GreenPlay LLC is heading a Lafayette project to get community input on a new plan for the city's parks, recreation, open space and trails.

Financial terms of the deal between Lafayette-based GreenPlay and the city of Lafayette were not immediately available. With the new project, city officials expect to combine the existing Parks, Recreation and Trails Master Plan and the existing Open Space and Trails Master Plan into a new master plan, according to a press

► See **BCBRdaily**, 31A

Go all-in with Dell and key technology partners at this fun casino event.

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The power to do more



Attorney general OKs SCL's hospital deal

BY BETH POTTER
bpotter@bcbr.com

BROOMFIELD — Health-care group SCL Health System Inc. has operational control over three Exempla hospitals and a network of physician clinics, following approval from the Colorado Attorney General's office.

SCL Health System - a faith-based, nonprofit health-care group - will pay its nonprofit partner Community First Foundation in Arvada \$275 million over 20 years as part of the governance



Ladenburger

change transaction.

Community First Foundation received an initial payment of \$45 million now that the transaction is complete. SCL Health System has about 750 people in offices in Broomfield and Denver after a headquarters move from Lenexa, Kansas, earlier this year. The transaction meets the relevant

criteria of the state hospital transfer act, according to John Suthers, Colorado's attorney general. All transactions involving the sale, transfer, lease or other disposition of 50 percent or more of the assets of any hospital in Colorado are reviewed by the attorney general's office, according to the attorney general's website.

Community First Foundation will see new financial resources to promote health and wellness in the Denver metro area as a result of the transaction, according to the press statement.

"The transactions permitted by the attorney general's decision will greatly benefit our local communities," Bob Ladenburger, president and chief executive of Exempla Inc., said in a press statement "We look forward to continuing our mission, with the support of SCL Health System, as a leading, nonprofit health provider dedicated to the Denver metro area."

As a result of the transaction, SCL Health System and Community First Foundation each remain members of Exempla Inc., which is governed by a

► See **Hospital, 9A**

Tonic for fun



JONATHAN CASTNER

Julia Wieck, owner of Tonic Marketing Inc. in Boulder, said her company's name reflects its spirit: "Effervescent ... fresh, light, fun and refreshing."

Recreation is serious business at marketing company

BY ELIZABETH GOLD
news@bcbr.com

Boulder — Blending a passion for recreation and a talent for marketing has kept Julia M. Wieck in business for almost two decades. Her Boulder-based company, Tonic Marketing Inc., focuses on helping businesses in the recreation industry thrive.

As an avid trail runner, skier and cyclist in addition to being a seasoned marketing professional, Wieck takes the tip "Write what you know" literally. Her team of 11 brings similar backgrounds.

"They're experts at their jobs and have a passion for recreational activities," said Wieck, who races with Boulder Orthopedics Cycling Team in her free time. "We know our customers' products and what their clients are wanting."

Having first-hand experience with a client's specific equipment, services and products gives Tonic's team an edge when it comes to marketing, she explained, adding that gardening and drinking beer are as recreational as downhill skiing.

As a full-service marketing company, Tonic works nationally with companies such as Outward Bound West and Werner Paddles on everything from branding to website development.

Since starting her business under the Tonic name in Colorado in 1993, Wieck estimates that she has worked with about 150 clients.

Prior to 1993, she worked with the Goodwill Games in Seattle, Big Sky Resort in Montana and as an independent public relations consultant.

"I was doing a lot of PR and visiting Boulder regularly with a lot of the

recreational magazines in the area," she said. Wieck shared office space with Outside Magazine once she made the leap and moved to Boulder.

Now Tonic works with eight to 15 clients at a time, and business is on the upswing.

"We're pretty right on course with the economy now after the drop in 2007," Wieck said, adding that 2011 was her best year yet.

"From 2012 to 2011 we had a 30 percent increase in business, and I expect to have the same thing happen for 2012.

"Clients seem to be sending more work our way since this summer."

E-commerce is in highest demand for Tonic customers now, she said.

"We're just in the process of launching e-commerce for Lombardi Sports, a family-owned company in

► See **Tonic, 31A**

Snack firm loves corny pop culture

Visit Doc Popcorn and you might meet Rob "Big Pop" Israel and Renee "Mama Pop" Israel, the husband-and-wife co-founders who started blending and popping their naturally flavored popcorn in the kitchen of their New York City apartment in 2003. Then there's Rob "Poperator" Woodfield, the director of operations.

BCBR EYE

You'll probably hear about "pop-rioters," what the company calls its franchise owners, and the "Pop-It-Forward" program, in which retail locations are encouraged to give away a fresh-popped bag of Doc Popcorn each

► See **Eye, 29A**



COURTESY DOC POPCORN

Doc Popcorn's "Pop-It-Forward" program encourages franchise owners — or "pop-rioters" — to give away a freshly-popped bag of popcorn each week to someone in need, whether it's a homeless person on a street corner, a shopper who has had a bad day or troops in Iraq such as these staffers at a medevac unit who enjoyed gifts of Doc Popcorn in 2011.

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ATTIRE: Boulder business casual

Each year, CRC gathers with friends and leaders of local private and public organizations to celebrate the outstanding efforts of our partners, customers and supporters. **Please join us.**

Susan Osborne, former Boulder Mayor and co-chair of the Climate Action Plan Committee, will be our Master of Ceremonies.

Keynote speaker Rick Bolton is an internationally renowned marketing expert for green businesses and is best known for his work with prAna and No Fear. Rick joined the CRC Board this year.

This year's dinner will prove even more influential to the community through the Paddle Raiser. A generous donor will match \$10,000, with all the proceeds going toward the CRC's Renew Our Schools program. This PV grant program donates 10kW photovoltaic solar panels to local schools, in concert with a home/school energy conservation program.

At this year's event, we will be ushering in a brand new era for one of this community's oldest environmental non-profit organizations. **Please join us.**

Congratulations to Our 2012 ReWard Winners

- Ron Flax of Colorado Green Building Guild and Rodwin Architecture - Conservationist of the Year
- Elizabeth Nolan and Linda Olsson of Bold Doors Volunteers - Volunteers of the Year
- Cheryl Crispi of Lovely Lady Products - Entrepreneur of the Year
- Summit Middle School - Youth Conservationists of the Year
- City of Lafayette - Community Conservation Leaders of the Year



Business Confidence Index dips slightly for 4th quarter

BY MICHAEL DAVIDSON
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BOULDER — The outcome of the presidential election and fiscal problems in Washington are weighing on the minds of Colorado's business leaders, although they remain somewhat optimistic, according to a survey released Monday by the University of Colorado at Boulder's Leeds School of Business.

CU's quarterly Leeds Business Confidence Index found a score of 51.6 entering the fourth quarter, down from 53.6 three months ago. The index is a forward-looking measure of opinions about economic trends and what executives predict their companies will do in the upcoming quarter. A score greater than 50 indicates optimism, while a score less than 50 indicates pessimism.

"The fourth-quarter index marks a full year of cautious optimism among business leaders," professor Richard Wobbekind said in a press release accompanying the report. Wobbekind, executive director of the Leeds School's Business Research Division, conducts the quarterly survey. "But at the same time, political and economic environments in the U.S., including the upcoming presidential election and the impending fiscal cliff, are posing challenges."

Expectations dropped across the board but remain slightly positive, with the exception of hopes for the national economy, which rose slightly despite remaining negative.

Survey respondents lowered expectations for their own companies heading into the fourth quarter. Hiring expectations decreased from 53.7 in the third quarter to 51 in the fourth, while capital investment expectations measured 50.2, down from 52.6 last quarter.

Sales expectations for the fourth quarter fell from 58.1 to 53.2, while expectations for profits decreased from 54.9 to 52.2.

Survey takers also are uneasy about the national and state economy,



COURTESY UNIVERSITY OF COLORADO-BOULDER
Economist Richard Wobbekind of the Leeds School of Business Research Division said the Leeds Business Confidence Index's for the fourth quarter marks a full year of cautious optimism among business leaders.

EXPECTATIONS

dropped across the board but remain slightly positive, with the exception of hopes for the national economy, which rose slightly despite remaining negative.

although for the 30th consecutive quarter they are more optimistic about Colorado's performance than they are about that of the nation.

The index measuring expectations for the state economy was 56.3, down from 56.6 in the third quarter, which the survey's authors consider to be a reflection of general uneasiness and caution. The national index showed the only improvement for the quarter, rising from 46 to 46.8.

To purchase tickets or give a donation, please go to www.conservationcenter.org/rewards/



Join Gov. John Hickenlooper and the six recipients of the CO-LABS 2012 Governor's Award on October 25th.

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BOULDER COUNTY BUSINESS REPORT

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SPAN fights stigma of domestic violence

Impact extends from home to job performance

BY HEATHER McWILLIAMS
news@bcbr.com

BOULDER — Domestic violence will strike one in four women in the United States during the course of her lifetime, according to the Centers for Disease Control and Prevention, leaving behind a cascade of emotional, financial and legal repercussions. For many, these repercussions spill from the home into the workplace, resulting in lost or impaired productivity that can affect the bottom line for employer and employee alike.

NON PROFIT

Since 1979, the Safehouse Progressive Alliance for Nonviolence, or SPAN, has provided services to victims of domestic violence in Boulder and Broomfield counties as well as education to area businesses, schools and community members. Shedding light on the still-stigmatized subject can help end the cycle of violence, said Anne Tapp, executive director for SPAN.

Domestic violence by a partner accounts for nearly one-third of all

women killed while on the job, Tapp said, an alarming statistic in extreme cases of abuse and one no business could miss. For most, the consequences of domestic violence in the workplace are more subtle, yet far reaching.

“Probably more significant for employers is the loss of work time for survivors who are missing work because of injuries or dealing with the legal or criminal issues that arise from domestic violence,” Tapp said. It’s also common for abusers to harass or intimidate victims while the victims are at work through phone calls or text messages, she said. One study showed 87 percent of women who experienced domestic violence received such calls at work, according to the Maine Department of Labor and Family Crisis Services.

Dealing with the aftereffects of a physically, emotionally or psychologically abusive relationship can impact employee productivity, too, costing \$727.8 million in lost work time annually, according to the CDC. Colorado has a domestic-abuse leave law, of which Tapp said many employers are unaware.

These sobering statistics impact an employer’s bottom line, said Alexan-

► See **Nonprofit, 31A**



MICHAEL MYERS

Anne Tapp, executive director of the nonprofit Safehouse Progressive Alliance, says the stigma attached to domestic violence may prevent women — especially those in leadership roles within a company — from reaching out for help “for fear of being seen as weak or stupid.”

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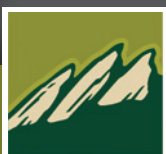
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Orbotix rolls out robot ball for Target audience

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

BOULDER — It's a new ball-game for the makers of Sphero, as the robot ball controlled by a smartphone is on sale now at 1,200 Target stores across the United States.

Orbotix Inc., the Boulder-based company that manufactures Sphero, announced the rollout Oct. 3 on the company's blog.

Being carried by Target is a major milestone for the company, chief executive Paul Berberian said. Orbotix was founded in 2010 and its cofounders, Ian Bernstein and Adam Wilson, went through the TechStars Boulder startup accelerator that summer.

Getting onto Target's shelves in time for the Christmas shopping season will dramatically increase Sphero's exposure and introduce consumers to what Berberian calls "the most amazing robot in the world."

"The name of the game in consumer electronics and gaming is getting in front of customers," Berberian said. "We feel like we've been out there for a long time telling our story, but most people have never seen a Sphero. This is essentially our launch."

Orbotix has used a savvy social media and web campaign to mar-



COURTESY ORBOTIX INC.

Controlled by a smartphone, the Sphero robotic ball can be driven on floors or table tops, respond to physical obstacles and be used as a game controller.

ket Sphero, and highlights in the company's young history include a well-received debut at the 2011 Consumer Electronics Show in Las Vegas. President Obama gave

Sphero a test drive during a trip to Boulder this spring.

The buzz — along with \$11 million in investment from venture capitalists — has made Orbotix a

standout among Boulder startups. Orbotix has transformed that into retail success, shipping tens of thousands of units through online sales at sites such as Amazon and Buy.Com, according to the company. The retail price is \$129.99.

While Target is not the first bricks-and-mortar retailer to carry Sphero — it also is available at Brookstone and some Apple Stores — Target's reach is by far the broadest. Target is the third-largest retailer in the United States, according to the National Retail Federation.

Orbotix is "locked and loaded" for the 2012 holiday season, but Berberian expects Sphero's breakthrough from a cool gadget to a must-have hit could come next year.

"I think we can generate a lot of awareness in 2012, and become the hot toy in 2013," Berberian said.

To create that breakthrough, Orbotix is planning a greatly expanded marketing push that will parallel the company's online campaign. Orbotix won't do national TV ads, Berberian said, but it is trying to generate national exposure through an aggressive public relations campaign. The company's hopes are for mentions in influential print publications and an appearance on a national morning talk show.

► See **Orbotix, 12A**

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^ Annual percentage yield is accurate as of 10/1/12 and subject to change at bank's discretion. Minimum \$10,000 opening deposit up to \$99,999 required to earn advertised APY. CD will renew at standard 6 month rate; 0.05% APY for Business and Personal CD as of 10/1/12. Opening deposit funds must come from a financial institution other than Vectra Bank. Substantial penalty for early withdrawal. See Banker for details.



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	(2) In-County Nonrequested Copies Stated on PS Form 3541 (include Sample copies, Requests Over 3 years old, Requests induced by a Premium, Bulk Sales and Requests including Association Requests, Names obtained from Business Directories, Lists, and other sources)	0	0
	(3) Nonrequested Copies Distributed Through the USPS by Other Classes of Mail (e.g. First-Class Mail, Nonrequestor Copies mailed in excess of 10% Limit mailed at Standard Mail® or Package Services Rates)	0	0
	(4) Nonrequested Copies Distributed Outside the Mail (Include Pickup Stands, Trade Shows, Showrooms and Other Sources)	0	0
e. Total Nonrequested Distribution (Sum of 15d (1), (2), and (3))		1555	9613
f. Total Distribution (Sum of 15c and e)		5301	12579
g. Copies not Distributed (See Instructions to Publishers #4, (page #3))		339	421
h. Total (Sum of 15f and g)		5640	13000
i. Percent Paid and/or Requested Circulation (15c divided by 1 times 100)		71%	24%

16. Publication of Statement of Ownership for a Requester Publication is required and will be printed in the issue of this publication.

17. Signature and Title of Editor, Publisher, Business Manager, or Owner
Chris Wood-publisher *Chris Wood* Date
9/27/12

I certify that all information furnished on this form is true and complete. I understand that anyone who furnishes false or misleading information on this form or who omits material or information requested on the form may be subject to criminal sanctions (including fines and imprisonment) and/or civil sanctions (including civil penalties).

PS Form 3526-R, September 2007 (Page 2 of 3)

Kaiser top Colorado seller of Medicare Advantage sales

Fly a kite, play tag, get off the couch ... you probably have seen or heard Kaiser Permanente's Thrive ads, which call on its health-insurance subscribers to take up healthy activities they enjoy.

While there's no way to know for sure if the ads are related to Kaiser Permanente's number of members in Colorado, the health-insurance provider also has the highest number of Medicare Advantage patients enrolled in Boulder County of any of the major health-insurance companies, according to a survey prepared for the federal Centers for Medicare & Medicaid Services.

Folks who are 65 or older can buy Medicare Advantage plans – usually paying about \$200 or more per month for the additional coverage, which can include prescription drug coverage, dental and vision.



MEDICAL FILE
Beth Potter

A Medicare Advantage plan is administered by a private health-insurance provider as opposed to the traditional Medicare program available to all seniors. Some 6,844 people in Boulder County have a Kaiser Medicare Advantage plan, according to the survey, which compiled data through August 2012.

"People love our Medicare plan. We take such good care of our members," said Amy Whited, a Kaiser Permanente spokeswoman in Denver, when told about the federal survey data.

Locally, Kaiser patients can access health services at Exempla Good Samaritan Medical Center in Lafayette, as well as the Rock Creek Clinic, which is attached to the hospital, Whited said.

In Boulder County, United Healthcare of Colorado Inc./Secure Horizons had the next highest number of Medicare Advantage enrollees at 3,026 people. United was closely followed by Rocky Mountain Health Plan, with 1,103 people, and Humana Insurance Co., with 995 people. Aetna Health Inc. was next with 504 people, followed by smaller insurance plans with fewer than 100 people enrolled.

Across the state, United Healthcare of Colorado Inc./Secure Horizons had the most Medicare Advantage enrollees, according to the survey, or 83,201 people. Kaiser came in second with 78,536 people.

AspirinWorks

Rolling back 15 years from the birthday when you become eligible for Medicare ...

If you are over 50, dear reader, a doctor may tell you to take an aspirin every day to keep your blood thin and help prevent heart attacks.

Thousands of people across the

United States take an aspirin or a baby aspirin daily, according to Bill Critchfield, chief financial officer at Corgenix Medical Corp. (OTCBB: CONX.OB) in Broomfield.

They may think they're avoiding heart attacks. But as it turns out, 15 percent to 25 percent of all Americans are resistant to the beneficial effects of aspirin, according to Corgenix.

You can find out if you're that 1-in-4 person by taking the company's AspirinWorks test, which measures a person's receptivity to aspirin's general beneficial effects.

Sales of the tests have helped the company double overall sales in the last two years, Critchfield said. It is sold to laboratories in kits that can measure results from 40 to 60 patients.

"We feel like we're on the cusp of some really big things," Critchfield said. "We're really on a nice track, and this is the only one like it in the world."

In the company's year-end report, Corgenix said it plans to be profitable in its fiscal year 2013.

'Frequent flyers'

Here's some hospital emergency room visit information from the American College of Emergency Physicians.

It's important to hospitals (and to you, too, if you care about health-insurance costs) because Medicaid at the beginning of October started penalizing hospitals in terms of reimbursements if they went over a set number of readmissions in a 30-day period.

The new American College of Emergency Physicians study shows that "frequent flyers" – those folks who go to the emergency room a lot rather than to a doctor – actually don't have higher rates of nonurgent visits than the rest of us.

Such emergency room patients often have mental illness, especially psychiatric episodes, according to the new study. Politically, the emergency room visit patients have been castigated as health-care system abusers who don't pay for health insurance and drive up costs for others.

The industry doctor group also said frequent users are more likely to be insured by Medicare or Medicaid and to be chronically ill.

"If one certainty emerges here, it is that patients with mental illnesses and psychiatric emergencies are coming to the ER because other resources are simply not available to them," said Andy Sama, president of the doctor group, which is based in Dallas.

So-called "frequent flyer" emergency room patients are responsible for anywhere from 11.5 percent to 39.7 percent of all ER visits, according to the survey.

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

Exempla buys land for medical campus

FREDERICK — Exempla Healthcare has bought 48.9 acres of land at the northwest corner of Interstate 25 and Colorado Highway 52 in Frederick for a future medical campus.

The purchase price was not disclosed.

The land is next to Frederick's Wyndham Hill Town Center, a planned regional shopping center, according to a press statement. Exempla Healthcare is part of SCL Health System Inc., which has more than 1,100 workers at offices in Broomfield, Denver and Lakewood.



Hamm

The parcel is about 14 miles northeast of the existing Exempla Good Samaritan Medical Center, an acute-care facility opened by Exempla Healthcare in Lafayette in 2004. The land has been targeted for medical-campus use since at least 2008.

"We are excited about the potential to extend our service area as we continue to see the need for health and healing in this growing, thriving community," David Hamm,

president and chief executive of Exempla Good Samaritan Medical Center in Lafayette, said in the press statement.

Exempla has 30 years to develop an existing medical campus plan for the site, based on Frederick planning documents.

The purchase announcement comes days after health-care group SCL Health System Inc. announced it had taken operational control of three Exempla hospitals and a network of physician clinics, following approval from the Colorado Attorney General's office on Wednesday, Oct. 3.

SCL Health System has more than 360 workers in Broomfield at the former Oracle campus, another 350 in Denver, and about 410 information technology workers at a Lakewood location.

In all, SCL Health System is a \$2.7 billion health network that operates 11 hospitals, four "safety net" clinics, one children's mental health center and more than 100 ambulatory service centers in four states – California, Colorado, Kansas and Montana. It was founded by the Sisters of Charity of Leavenworth, who opened their first hospital in 1864 in Kansas. The health-care group employs a total of more than 8,000 people in Colorado.

HOSPITAL from 3A

community-based board of directors, according to the press statement. SCL Health System will name nine out of 10 directors to a community board that oversees Exempla Good Samaritan Medical Center in Lafayette, Exempla Saint Joseph Hospital in Denver and Exempla Lutheran Medical Center in Wheat Ridge as well as the Exempla Physician Network of more than 100 clinics, according to the press statement. Community First Foundation will name one director to the board.

SCL Health System and Community First Foundation currently have five directors each on the Exempla board. Exempla will keep ownership of its assets and SCL Health System will continue to oversee operation of Exempla facilities, as it has since 2010, according to the press statement.

Of 11 public comments filed with the attorney general's office, 10 were in favor of the transaction and one opposed it, according to a decision document posted on the attorney general's website.

Of the \$45 million payment to Community First, \$25 million is dedicated specifically to communities served by Exempla Lutheran Medical Center, according to the press state-

SCL HEALTH SYSTEM is a \$2.7 billion network that operates 11 hospitals, four "safety net" clinics, one children's mental health center and more than 100 ambulatory service centers in four states – California, Colorado, Kansas and Montana.

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FOCUS: MOBILE APPS

Easy steps enhance mobile devices' security

BY CLAYTON MOORE
news@bcbr.com

Security threats to users of mobile devices and applications are many — from lost phones, malicious applications and lack of encryption or backups to gaps in mobile computing policies.

Many challenges emerged as the business sector struggles to embrace the paradigm shift from company-owned devices and internal enterprise solutions to the cloud-based “bring your own device” — or BYOD — culture that values virtualization and mobility over control.

Shayne Higdon, new chief executive of Symplified Inc., a Boulder-based startup that develops mobile security tools such as single sign-on solutions, believes one best practice for companies is to have their IT departments address individual users instead of devices.

“Some of the more forward-thinking businesses are centralizing their access to data by focusing their attention on the individual,” Higdon said. “Who is this person, and what role does he have in the enterprise?”

That information then dictates the level and types of applications to which that individual needs access.”

Higdon also warned of the difference between using an app from a trusted vendor and venturing onto the Internet.

“Native applications are running locally within a tightly contained sandbox environment like Apple’s iOS platform or Google’s Android operating system,” Higdon said. “When you start accessing these applications through a browser, you have the same risks you would have in accessing them from a PC. Users need to understand those differences.”

Others working in application



development say users’ choice of devices affects their risk. Ted Guggenheim, president and CEO of Rage Digital Inc., a local app designer, acknowledged that the fundamental makeup of different operating systems creates different liabilities.

“I think there is a difference between platforms,” Guggenheim said. “When a potential app goes through review at Apple, they’re looking for weak points where the data or other vulnerable information might be compromised. With an Android application, there are more specific vulnerabilities on that platform.”

While Apple’s “walled garden”

approach provides more controlled vetting of its applications, some speculate that Google’s open platform fosters more creativity and development. Whichever device is used, local experts agree that utilizing known markets such as Apple’s App Store or Google Play is prudent.

“At this time, the majority of malware comes from third-party markets or file-sharing sites,” said Armando Orozco, senior threat research analyst at Broomfield-based Webroot Software Inc.

A wide range of business professionals also need sound advice. Brad Weber, president and CEO of Inspiring Applications Inc., which creates innovative mobile applications for businesses, said many of his customers need back-to-basics advice for mobile use.

“We see varying degrees of sophistication in terms of our clients’ ability to manage their own devices,” Weber said. “Smaller companies or individuals are often looking for security tips. Password management is a great place to start. Everyone should have to enter a code to unlock their device

► See **Security**, 12A

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Dr. Fabio Pivetta, DO
Erin Dobbs, BSN
Longmont United Hospital

BUSINESS REPORT LIST MOBILE-APP DEVELOPERS

(Mobile-application developers in Boulder and Broomfield counties ranked by number of employees. *)

RANK	Company Address	No. full-time employees	No. of apps in development No. of app downloads ¹	Platforms	Person in charge Year Founded Website
1	AMADEUS CONSULTING INC. 1995 N. 57th Court, Suite 200 Boulder, CO 80301 720-564-1231/720-367-5467	72	150 25 N/A	iOS, Android, BlackBerry and Windows Phone	Lisa Calkins, CEO, president 1994 www.amadeusconsulting.com
2	GORILLA LOGIC INC. 1500 Pearl St., Suite 300 Boulder, CO 80203 303-974-7088/303-484-3466	60	N/A N/A N/A	Android, iOS	Stu Stern, CEO, president 2002 www.gorillalogic.com
3	CARDINAL PEAK LLC 1380 Forest Park Circle, Suite 202 Lafayette, CO 80026 303-665-3962	30	N/A N/A N/A	Android, iOS	Howdy Pierce Chad Scates Ben Mesander 2002 www.cardinalpeak.com
4	ECRYPT TECHNOLOGIES Internet only Boulder, CO 866-241-6868/1866-241-6868	20	2 2 N/A	Blackberry	Brad Lever, president, CEO 2009 www.ecryptinc.com
5	EARTHVISIONZ 1750 14th St., Suite 201 Boulder, CO 80302 303-444-1000/303-444-3500	14	2 1 10,000	WorldEngine platform enables fast and easy creation of mobile map applications. App in development is for PGA TOUR using google maps to allow fans to see live streaming data of all player locations and all course amenities during PGA golf tournaments.	Jeff Schott, president 2009 www.earthvisionz.com
6	IMULUS LLC 3005 Sterling Circle, Suite 201 Boulder, CO 80301 303-247-0550/303-247-0084	14	N/A N/A N/A	iOS, Windows Mobile, Android	Scott Hooten, co-owner George Morris, co-owner John Skufca, co-owner 2002 www.imulus.com
7	INSPIRINGAPPS 1045 Pearl St. Boulder, CO 80302 303-635-6244	12	50 10 N/A	iOS, Android, Mobile Web	Brad Weber, president, CEO 2007 www.inspiringapps.com
8	SPLICK-IT INC. 1405 Arapahoe Ave Boulder, CO 80302 720-412-2962	12	15 N/A 197,434	Android, iOS	Rob Taylor, senior vice president for business development 2008 www.splickit.com
9	ONE BUSINESS SYSTEMS 1035 Pearl St., Suite 400 Boulder, CO 80302 720-890-8369	10	25 3 N/A	HTML 5, Android, iPhone, Blackberry, Microsoft, .Net, PHP	Shad Goetsch, CEO 2003 www.onebusinesssystems.com
10	UPSYNC 1737 15th St., Suite 200 Boulder, CO 80302 303-449-6086/303-449-9526	10	10 5 5,500	HTML5/CSS3 & iOS	Brad Gilbert, president 2009 www.upsync.com
11	LIMITLESS COMPUTING INC. 4450 Arapahoe Ave., Suite 100 Boulder, CO 80303 303-448-8881	10	2 3 N/A	Android, iOS	Errin T. Weller, president 2006 www.limitlesscomputing.com
12	ARIELMIS INC. 2400 Central Ave., Suite B Boulder, CO 80301-2843 303-415-0266/303-415-0276	8	N/A N/A N/A	N/A	Bob McCool, president 1994 www.arielmis.com
13	RADISH SYSTEMS LLC 2525 Arapahoe Ave., Suite E4-604 Boulder, CO 80302 720-440-7560/303-496-0088	7	5 5 N/A	iOS, Android, Windows, VXML + other languages, click-to-call, click-to-chat	Theresa Szczurek, CEO Richard Davis, CTO 2009 www.radishsystems.com
14	MOBILEDAY 1919 14th St., Suite 714 Boulder, CO 80302 303-641-4166	7	1 0 N/A	Android, iOS	Jim Haid, CEO 2011 www.mobileday.com
15	TAGWHAT INC. 1600 Range St., Suite 100 Boulder, CO 80301 303-834-7121	6	1 0 N/A	Android, iOS	David Elchiness, CEO, co-founder 2009 www.tagwhat.com
16	ELECTROACTIVE INC. 3225 Fourth St. Boulder, CO 80304 303-417-1400	5	N/A N/A N/A	iOS, Android, BlackBerry	1996 www.electroactive.com
17	PUSH IO LLC 1035 Pearl St., Suite 302 Boulder, CO 80302 303-335-0903	5	N/A N/A N/A	Multi-Platform: We push notifications to iOS, Android, Windows Phone, Nokia Ovi and S40, taking advantage of unique platform features.	Dan Burcaw, co-founder Joe Pezzillo, co-founder 2009 http://push.io
18	RAGE DIGITAL INC. 2401 Broadway Boulder, CO 80304 303-442-3223/303-447-2484	4	50 4 N/A	Android, iOS	Ted Guggenheim, president, CEO 2008 www.ragedigitalinc.com
19	EHRENWERKS MEDIA 732 Front St., Suite 210 Louisville, CO 80027 303-664-4767/303-664-4778	4	23 2 23	iPhone, Droid	Kurt Eherenman, CEO, owner, president 1993 www.ehrenwerks.com
20	NEW MEDIA ONE WEB SERVICES 720 Austin Ave., Suite 202 Erie, CO 80516 303-828-9882/303-954-4737	3	20 5 1,500,000	iOS, Android, mobile web	Peter Janett, president 1997 www.NewMediaOne.net
21	LULA B LLC P.O. Box 4082 Boulder, CO 80306 303-519-4519	2	3 2 78,000	Android, iOS	Amanda Hanson, co-founder Judith Nowlin, co-founder 2009 www.ibrithapp.com

*Second ranking criteria is number of apps.
1 Number of app downloads are approximate.

Researched by Mariah Gant

Source: Business Report Survey

Colorado's mobile-app industry provides 8,000 jobs

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

BOULDER — Mobile-app developers have created more than 8,000 jobs in Colorado and have a \$429 million economic impact, according to a report released Thursday by CTIA-The Wireless Association and the Application Developers Alliance.

The report, commissioned by the industry association of wireless provid-

ers and mobile-app developers, compiled data on the number of app developers and other information technology workers companies hire to support their apps. The tally includes people who work for app developers in non-IT jobs, such as marketing and “spillover” jobs created outside the industry.

The report’s author, South Mountain Economics LLC, estimates there are 519,000 “App Economy” jobs throughout the United States by that

measure. It did not calculate a dollar figure for economic impact.

Colorado ranks 15th when the economic impact of the app industry is compared with other states. California is the state where the industry has the biggest impact, generating about \$8.2 billion and accounting for 151,900 employees, according to the report.

The report also tried to measure the relative importance of the

“app economy” to each state’s total economy. It ranked Colorado 10th in “app intensity,” finding that nearly 1 percent of the state’s workforce was impacted directly or indirectly by the app industry.

The report is available online at the Application Developers Alliance website, <http://appdevelopersalliance.org>, or <http://appdevelopersalliance.org/files/pages/The%20Geography%20of%20the%20App%20Economy.pdf>.

SECURITY from 10A

when it opens. When we're dealing with sensitive data in business environments, we always want to encrypt data on the device. You can set your mobile to erase all data after 10 password attempts. Activating the 'find my phone' feature enables you to locate it if it's lost or stolen, and to wipe the data from it remotely."

Experts also advise users to back up regularly, turn off Bluetooth, Wi-Fi and GPS capability when not needed, and proactively follow policies for use of mobile devices.

"Enabling security features isn't used nearly as often as it should be," Weber said. "Taking those simple steps can really be helpful for protecting your data."

One of the best ways users can protect themselves is simply to learn the features of their device. Several experts agreed that their weakest link is the human element.

"The biggest point of risk is the user," Orozco said. "As we've become more reliant on smartphones, the amount of data stored on them can be taken for granted and easily compromised."

Others invent their own solutions. Shawn Oshman, founder of IT consultancy iSupportu LLC, got creative when he lost his iPhone on an airplane and realized that even if someone found it and wanted to return it to him, they couldn't because his security was enabled.

ONE OF THE BEST WAYS

users can protect themselves is simply to learn the features of their device.

Several experts agreed that their weakest link is the human element.

"The trick I use now is to take a photo of my business card and use that image as the lock screen on my phone," Oshman said. "That way, the phone is still locked, but if someone wants to be honest, they can call or email me. It's an easy way to have it both ways."

No matter which sector a business may be in, it's time to adapt to the new model, said Ned McClain, co-founder of Applied Trust Engineering Inc., an IT infrastructure consultancy based in downtown Boulder.

"With the pervasiveness of mobile devices, it's simply unrealistic to believe a company can tell users what they can install on their devices," McClain said. "A BYOD strategy ensures that personal devices are useable in a business setting without undue risk to the company or inconvenience to the user. With appropriate policies, training, and technical control, mobile technology is incredibly empowering."

ORBOTIX from 6A

Target will stock Sphero with other "app accessories," a new category that received dedicated endcap status in the consumer electronics area last year, Target spokeswoman Kristy Welker said.

Sphero does not have a direct competitor that can match its features, but it is going up against an array of cool products in the general gadget market. But unlike those projects, Sphero is supposed to get better after it is unwrapped, Berberian said.

Orbotix plans to further refine Sphero's control software and continue to develop additional mobile app games it can play. There are about 15 games available now, and Orbotix intends to release about 20 before Christmas.

"The value is in more games. ... It's not just a one-trick ball, it's got so many things you can do with it," Berberian said. Sphero can be driven by the smartphone on floors or table tops, respond to physical obstacles and be used as a game controller.

Getting Sphero to do anything has been a process filled with challenges. As Sphero rolls around, it is easy for a user to forget it's actually a small robot with a motor, processor, gyroscope and power unit. The apps to control it from a smartphone have to be developed by software engineers.

Berberian outlined the techni-

GETTING SPHERO

to do anything has been a process filled with challenges. As Sphero rolls around, it is easy for a user to forget it's actually a small robot with a motor, processor, gyroscope and power unit. The apps to control it from a smartphone have to be developed by software engineers.

cal challenges in a recent history of Orbotix on the company blog. The company Bernstein, Wilson and Berberian launched in 2010 has since grown into 35 employees and had to master mechanical and electrical engineering, software design and manufacturing.

"We're doing a lot of hard things, and we're doing them well. I feel like we're three businesses in one," Berberian said. "I feel we've done a bang-up job with \$11 million considering all the things we do."

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Mark Honnen

President & CEO, Honnen Equipment Co.

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BANKING & FINANCE

14A | Commercial Banks

16A | Wells Fargo leads market share

17A | Credit Unions

Tax refund may aid Mile High sale

Bidding slated for troubled Longmont bank

BY BETH POTTER

bpotter@bcbr.com

LONGMONT — A potential \$15 million to \$21 million tax windfall will sweeten the pot in the sale of Mile High Banks, according to U.S. Bankruptcy Court documents.

The Longmont-based bank said Sept. 27 that its shares will be bought for \$5.5 million by Strategic Growth Bancorp Inc. in El Paso, Texas. In addition, Strategic is to recapitalize the bank with \$90 million, according to Dan Allen, president of Mile High Banks.

At the same time, Mile High Banks' parent holding company, Big Sandy Holding Co., is going through a Chapter 11 bankruptcy reorganization process that is expected to take up to 90 days. A court-ordered competitive bidding process will happen as part of the deal, according to bankruptcy filing documents. The bank operates independently of the holding company, Allen said.

The potential tax refund and other benefits spelled out in court documents may attract bidders, said Brennan Ryan, a lawyer at Nelson Mullins, Riley & Scarborough LLP in Atlanta, who is following the transaction. Some banks in the Denver market are "very acquisitive" and have excess capital, Ryan said, declining to name a specific bank.



DOUG STORUM

Mile High Banks in Longmont is undergoing an ownership change while its parent holding company, Big Sandy Holding Co., is going through a Chapter 11 bankruptcy reorganization process that is expected to take up to 90 days.

“The holding company bankruptcy is very critical (in that) it dissolves a lot of liabilities of the parent. The big question is the asset quality, and that has to be determined by any prospective buyer.”

Wes Brown
MANAGING DIRECTOR,
ST. CHARLES CAPITAL

No other bank bidder has announced interest yet, said Fred

Joseph, commissioner at the Colorado Division of Banking, the state agency

that regulates the bank along with the Federal Deposit Insurance Corp.

At the same time, Strategic Growth Bancorp is being paid \$1 million essentially to pay for strategic review and due diligence of the bank, according to bankruptcy documents.

A Strategic Growth Bancorp spokeswoman declined to comment, other than to issue a statement saying that the bank "is applying to the Federal Reserve

► See **Refund, 18A**



John Rhoades is the new president and CEO of Broomfield-based Summit Bank & Trust.

Summit Bank names Rhoades new CEO

DOUG STORUM
dstorum@bcbr.com

BROOMFIELD — Summit Bank & Trust, a Broomfield-based community bank, named R. John Rhoades president and chief executive.

Rhoades fills the post vacated by John P. Carmichael 18 months ago. Frank Walter had been filling the position on an interim basis.

Rhoades has 31 years of commercial banking experience, most recently as community bank president at Wells Fargo Bank. He worked the metro north Denver area, including Commerce City,

Brighton, and Arvada.

"We are delighted to welcome John and his extensive commercial banking experience to Summit Bank & Trust," said James R. Hill, chairman of Summit's board of directors. "John brings deep knowledge of the Front Range to our bank along with a commitment to exceptional client service."

"John's management style and leadership philosophy are consistent with Summit Bank & Trust's customer- and employee-focused culture," Hill said in a prepared statement. "We worked very hard during the selection process to ensure that the bank's culture, focus on its com-

munities and client service commitment would be enhanced as the bank moves forward."

Rhoades has a bachelor's degree in business administration from the University of Nebraska-Lincoln. Originally from Big Springs, Nebraska, he is involved in Platte Valley Medical Center in Thornton, where he serves as a member on both the medical center and foundation boards.

Summit Bank & Trust has branches in Broomfield, Erie and the Larkridge shopping center, and a mortgage office in Denver. The bank is a member of the Federal Deposit Insurance Corp. and an equal housing lender.

BUSINESS REPORT LIST COMMERCIAL BANKS

(Banks with branches in Boulder and Broomfield counties ranked by 2012 second-quarter assets. Dollar figures in thousands.)

RANK	Bank Location Phone	FDIC number CEO/President No. of domestic offices No. of local branches	Total assets 6/30/12 Total assets 6/30/11 % change	Total deposits 6/30/12 Total deposits 6/30/11 % change	Total deposits in market 6/30/12 Market Share 6/30/ 12	Net income or loss 6/30/12 Net income or loss 6/30/11 % change	Holding company Headquarters Year founded Website
1	JPMORGAN CHASE & CO. 1111 Polaris Pkwy Columbus, OH 43240 614-436-3055	628 Jamie Dimon 5,603 16	\$1,812,837,000 \$1,791,060,000 1.22%	\$1,162,998,000 \$1,144,158,000 1.65%	\$1,196,995 15.52%	\$6,135,000 \$5,586,000 9.83%	JP Morgan Chase & Co. New York 1924 www.chase.com
2	WELLS FARGO BANK N.A. 101 N. Phillips Ave. Sioux Falls, SD 57104 800-869-3557	3511 John G. Stumpf 6,312 14	\$1,180,190,000 \$1,104,833,000 6.82%	\$921,071,000 \$854,968,000 7.73%	\$2,204,000 28.58%	\$7,339,000 \$6,011,000 22.09%	Wells Fargo & Co. San Francisco 1852 www.wellsfargo.com
3	U.S. BANK N.A. 425 Walnut St. Cincinnati, OH 45202 513-632-4141	6548 Richard K. Davis 3,133 10	\$342,822,712 \$310,099,589 10.55%	\$245,043,009 \$218,820,466 11.98%	\$437,199 5.67%	\$2,676,964 \$2,163,131 23.75%	U.S. Bancorp Minneapolis 1863 www.usbank.com
4	KEYBANK N.A. 127 Public Square Cleveland, OH 44114 216-689-6300	17534 Christopher M. Gorman 1,073 4	\$83,966,458 \$85,930,126 -2.29%	\$64,606,471 \$62,476,456 3.41%	\$100,581 1.30%	\$473,482 \$519,939 -8.94%	KeyCorp Cleveland 1949 www.key.com
5	COMPASS BANK 15 S. 20th St. Birmingham, AL 35233 205-297-3000	19048 Manolo Sanchez 716 4	\$65,982,103 \$62,656,463 5.31%	\$48,313,018 \$50,361,403 -4.07%	\$113,579 1.47%	\$265,501 \$158,701 67.30%	Banco Bilbao Vizcaya Argentaria, S.A. Bilbao, Spain 1964 www.compassweb.com
6	BANK OF THE WEST 180 Montgomery St. San Francisco, CA 94101 925-942-8300	3514 J. Michael Shepherd 644 7	\$62,662,861 \$59,517,025 5.29%	\$44,826,796 \$41,581,486 7.80%	\$300,663 3.90%	\$278,596 \$207,652 34.16%	BancWest Corp. San Francisco 1874 www.bankofthewest.com
7	BOKF NATIONAL ASSOCIATION One Williams Center Tulsa, OK 74172 918-588-6000	4214 Stanley A. Lybarger 179 1	\$25,415,055 \$24,055,290 5.65%	\$18,607,261 \$17,785,961 4.62%	\$32,387 0.42%	\$177,837 \$132,501 34.22%	Bok Financial Corp. Tulsa, Okla 1910 www.csbt.com
8	FIRST CITIZENS BANK & TRUST CO. 239 Fayetteville St. Raleigh, NC 27601 919-716-7050	11063 Frank B. Holding, Jr. 414 1	\$20,889,321 \$20,797,006 0.44%	\$17,816,219 \$17,675,233 0.80%	\$24,740 0.32%	\$80,262 \$91,358 -12.15%	First Citizens Bancshares Inc. Raleigh, North Carolina 1898 www.firstcitizens.com
9	TCF NATIONAL BANK 2508 S. Louise Ave. Sioux Falls, SD 57106 800-823-2265	28330 William A. Cooper 435 1	\$17,905,826 \$18,734,814 -4.42%	\$13,889,591 \$11,992,694 15.82%	\$47,457 0.62%	(\$246,744) \$67,667 -464.64%	TCF Financial Corp. Sioux Falls, South Dakota 1923 www.tcfbank.com
10	FIRST NATIONAL BANK OF OMAHA 1600 Dodge St. Omaha, NE 68197 402-346-3626	5452 Daniel K. O'Neill 103 5	\$13,357,224 \$12,658,976 5.52%	\$10,181,115 \$9,974,969 2.07%	\$334,954 4.34%	\$83,225 \$113,508 -26.68%	Lauritzen Corp. Omaha, Neb. 1863 www.1stnationalbank.com
11	FIRSTBANK 10403 W. Colfax Ave. Lakewood, CO 80215 303-232-3000	18714 John Ikard 131 10	\$12,049,870 \$11,061,261 8.94%	\$10,944,585 \$10,045,743 8.95%	\$1,013,950 13.15%	\$88,800 \$86,053 3.19%	FirstBank Holding Co. Lakewood, Colorado 1963 www.efirstbank.com
12	GREAT WESTERN BANK 100 N. Phillips Ave. Sioux Falls, SD 57104 605-334-2548	15289 Ken Karels 187 8	\$9,014,048 \$8,269,390 9.00%	\$6,870,115 \$6,301,010 9.03%	\$386,467 5.01%	\$37,635 \$28,657 31.33%	National Australia Bank Ltd. Melbourne, Australia 1935 www.greatwesternbank.com
13	MUTUAL OF OMAHA BANK 3333 Farnam St. Omaha, NE 68131 402-351-8000	32325 Jeffrey Schmid 46 1	\$5,963,861 \$5,192,408 14.86%	\$4,967,136 \$4,334,315 14.60%	\$38,141 0.49%	\$12,249 \$13,938 -12.12%	Mutual of Omaha Insurance Co. Omaha, Neb. 1985 www.mutualofomahabank.com
14	COBIZ BANK 821 17th St. Denver, CO 80202 303-312-3412	22683 Steven Bangert 19 2	\$2,492,516 \$2,369,672 5.18%	\$1,988,963 \$1,941,055 2.47%	\$204,066 2.65%	\$15,226 \$13,172 15.59%	CoBiz Financial Inc. Denver 1978 www.cobizbank.com
15	VECTRA BANK COLORADO N.A. 2000 E. 20th St. Farmington, NM 87401 505-326-4341	2993 Bruce Alexander 38 3	\$2,374,278 \$2,267,679 4.70%	\$2,020,904 \$1,898,864 6.43%	\$108,341 1.40%	\$9,020 \$6,634 35.97%	Zions Bancorp Salt Lake City 1905 www.vectrabank.com
16	ANB BANK 3033 E. First Ave. Denver, CO 80206 303-394-5100	19220 Koger Propst 36 1	\$1,911,861 \$1,730,084 10.51%	\$1,602,959 \$1,385,441 15.70%	\$25,833 0.33%	\$5,275 \$3,358 57.09%	Sturm Financial Group Inc. Denver 1964 www.anbbank.com
17	GUARANTY BANK & TRUST CO. 1331 17th St. Denver, CO 80202 303-312-3188	17482 Paul Taylor 30 5	\$1,744,630 \$1,744,910 -0.02%	\$1,395,946 \$1,364,609 2.30%	\$252,869 3.28%	\$7,043 \$3,793 85.68%	Eggemeyer Capital LLC Rancho Santa Fe, Calif. 1955 www.guarantybanking.com

Losses represented in parentheses.
Source: FDIC

Researched by Mariah Gant
Source: Business Report Survey

BUSINESS REPORT LIST COMMERCIAL BANKS

(Banks with branches in Boulder and Broomfield counties ranked by 2012 second-quarter assets. Dollar figures in thousands.)

RANK	Bank Location Phone	FDIC number CEO/President No. of domestic offices No. of local branches	Total assets 6/30/12 Total assets 6/30/11 % change	Total deposits 6/30/12 Total deposits 6/30/11 % change	Total deposits in market 6/30/12 Market Share 6/30/ 12	Net income or loss 6/30/12 Net income or loss 6/30/11 % change	Holding company Headquarters Year founded Website
18	CITYWIDE BANKS 10660 E. Colfax Ave. Aurora, CO 80224 303-365-3600	19858 Kevin Quinn 14 1	\$1,037,955 \$983,268 5.56%	\$906,707 \$863,635 4.99%	\$49,843 0.65%	\$4,365 \$4,012 8.80%	Citywide Banks of Colorado Inc. Denver 1963 www.citywidebanks.com
19	MILE HIGH BANKS 1726 Hover St. Longmont, CO 80501 303-684-7350	3036 Daniel Allen 13 3	\$843,945 \$1,121,702 -24.76%	\$819,896 \$1,065,787 -23.07%	\$365,899 4.74%	(\$2,212) (\$7,178) -69.18%	Big Sandy Holding Co. Limon, Colorado 1919 www.milehighbanks.com
20	FIRST WESTERN TRUST BANK 1200 17th St., Suite 2650 Denver, CO 80202 877-505-1281	57607 Scott C. Wylie 8 1	\$695,957 \$527,240 32.00%	\$609,411 \$445,473 36.80%	\$63,224 0.82%	(\$2,109) \$207 -1,118.84%	First Western Financial Inc. Denver 2004 www.myfw.com
21	HOME STATE BANK 935 N. Cleveland Ave. Loveland, CO 80537 970-669-4040	16902 Harry Devereaux 10 1	\$627,840 \$580,519 8.15%	\$550,064 \$506,124 8.68%	\$6,204 0.08%	\$2,866 \$503 469.78%	Home State Bancorp Loveland 1950 www.homestatebank.com
22	LIBERTY SAVINGS BANK F.S.B. 2251 Rombach Ave. Wilmington, OH 45177 937-382-1000	32242 James Powell 13 1	\$603,380 N/A N/A	\$451,222 \$0 347,093,746.15%	\$9,994 N/A	\$6,651 N/A N/A	Liberty Capital Inc. Wilmington, Ohio 1889 www.libertysavingsbank.com
23	COLORADO COMMUNITY BANK 615 W. Eighth Ave. Yuma, CO 80759 970-848-3838	24247 Patrick Lynch 18 1	\$514,373 \$528,302 -2.64%	\$452,900 \$465,149 -2.63%	\$20,619 0.27%	\$787 \$1,476 -46.68%	Washington Investment Co. Yuma, Colo. 1982 www.coloradocommunitybank.com
24	ACADEMY BANK 2835 Briargate Blvd. Colorado Springs, CO 80920 719-265-6756	19600 John Carmichael 54 3	\$289,226 \$287,205 0.70%	\$222,452 \$223,473 -0.46%	\$4,659 0.06%	\$2,820 \$2,898 -2.69%	Dickinson Financial Corp. II Kansas City, Mo. 1966 www.academybankco.com
25	VALLEY BANK & TRUST 4900 E. Bromley Lane Brighton, CO 80601 303-659-5450	25651 Donna J. O'Dell Petrocco 10 2	\$253,403 \$233,519 8.51%	\$228,840 \$209,689 9.13%	\$16,816 0.22%	(\$39) \$16 -343.75%	Valley Bancorp Inc. Brighton 1978 www.valleybankandtrust.com
26	AMFIRST BANK NATIONAL ASSOCIATION 602 West B St. McCook, NE 69001 308-345-1555	5417 Van Korell 5 1	\$232,963 \$242,942 -4.11%	\$202,767 \$213,628 -5.08%	\$11,086 0.14%	\$995 \$1,139 -12.64%	Amfirst Financial Services Inc. McCook, Neb. 1906 www.amfirstbank.com
27	AMG NATIONAL TRUST BANK 1155 Canyon Blvd., Suite 310 Boulder, CO 80302 888-547-8877	57295 Tom Chesney 5 1	\$184,838 \$229,966 -19.62%	\$163,516 \$209,937 -22.11%	\$161,590 2.10%	\$1,582 \$1,009 56.79%	AMG National Corp. Denver 2001 www.amgnational.com
28	RAWLINS NATIONAL BANK 220 Fifth St. Rawlins, WY 80501 307-324-2203	2228 Richard Chenowith 5 1	\$149,146 \$140,471 6.18%	\$131,411 \$121,748 7.94%	\$7,109 0.09%	(\$316) \$138 -328.99%	Carbon County Holding Co. Rawlins, Wyo. 1898 www.rnbonline.com
29	CENTENNIAL BANK 13700 E. Arapahoe Road Centennial, CO 80112 303-680-1600	26853 Kevin Ahern 3 1	\$147,088 \$113,794 29.26%	\$130,712 \$99,795 30.98%	\$5,217 0.07%	(\$159) (\$498) -68.07%	CIC Bancshares Inc. Centennial, Colo. 1986 www.centennialbanking.com
30	NORTH VALLEY BANK 9001 N. Washington Thornton, CO 80229 303-452-5500	18710 Chuck Johnston 3 1	\$133,479 \$137,863 -3.18%	\$118,233 \$119,866 -1.36%	\$8,598 0.11%	\$603 \$213 183.10%	Citizens Investment Co. Thornton 1963 www.nvbank.com
31	BANK OF ESTES PARK 255 Park Lane Estes Park, CO 80517 970-586-4485	19351 David Taylor 3 1	\$109,551 \$103,624 5.72%	\$97,305 \$91,404 6.46%	\$9,610 0.12%	\$579 \$438 32.19%	First National Financial Corp. Estes Park 1965 www.bankofestespark.com
32	FLATIRONS BANK 1095 Canyon Blvd., Suite 100 Boulder, CO 80302 303-530-4999	57280 Kyle Heckman 2 2	\$103,658 \$92,494 12.07%	\$83,856 \$78,919 6.26%	\$83,856 1.09%	\$551 \$1,408 -60.87%	FBHC Holding Co. Boulder 2001 www.flatironsbank.com
33	SUMMIT BANK & TRUST 2002 E. Coalton Road Broomfield, CO 80027 303-460-4700	58458 Frank E. Walter 3 2	\$102,875 \$95,130 8.14%	\$83,978 \$80,793 3.94%	\$66,409 0.86%	(\$223) (\$488) -54.30%	Heartland Financial USA Inc. Dubuque, Iowa 2006 www.summitbt.com

Losses represented in parentheses.
Source: FDIC

Researched by Mariah Gant

Source: Business Report Survey

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Wells Fargo maintains grip on market share

BY DOUG STORUM
dstorum@bcbr.com

Wells Fargo Bank maintained its place as the market-share leader among the 31 banks operating in Boulder County, according to a report released by the Federal Insurance Deposit Corp. on Oct. 4.

The annual report ranked banks in the Boulder metropolitan statistical area, which includes Boulder County but not Broomfield County, based on deposits on hand as of June 30, 2012.

How much in deposits a bank has on had changes from day to day, but the one-day snapshot is an indication of overall deposit growth for the area.

This year, the 31 banks accounted for \$6.8 billion in deposits, up from \$6.7 billion in 2011.

Wells Fargo's banks in Boulder County had \$1.85 billion of deposits on hand June 30, which represents a 27 percent market share, up from \$1.811 billion a year ago.

No. 2 JPMorgan Chase, with \$1.12 billion in deposits, has 15.2 percent of the market, and No. 3 FirstBank held \$955.7 million in deposits for a 13 percent market share.

Locally owned Mile High Banks came in at No. 4 with a 5.4 percent market share on deposits of \$351 million. Mile High is going through an ownership change after several years of trying to overcome a bevy of bad loans. In 2008, Mile High had an 8.05 percent market share with \$466.5 million in deposits.

Statewide, the top five banks as of June 30 were Wells Fargo, FirstBank, U.S. Bank, JPMorgan Chase, Bank of the West and KeyBank.

Coloradans had \$99.6 billion in deposits as of June 30 — up from the \$96.4 billion the same period last year and a marked difference from the \$86.1 billion in 2009.

Market share

Here is a list of banks operating in Boulder, Broomfield, Longmont, Lafayette, Louisville, Superior and Estes Park ranked by percentage of market share based on deposits as of June 30, 2012.

BANK	2012	2011	2010	2009
Wells Fargo	27.03	27.01	25.25	17.55
JPMorgan Chase	16.51	15.22	14.81	14.50
Firstbank*	14.00	12.97		
Mile High Banks	5.36	8.25	10.02	9.88
Great Western Bank	5.14	4.70	4.70	3.84
U.S. Bank	4.68	4.25	4.05	3.90
First National Bank	4.05	4.20	3.92	5.23
Bank of the West	3.87	3.53	3.67	3.65
Guaranty Bank	3.70	3.32	3.75	4.02
CoBiz Bank	2.99	2.89	2.84	3.52
AMG National Trust	2.37	3.13	1.94	1.95
Compass Bank	1.66	1.53	1.07	1.10
Flatirons Bank	1.23	1.18	1.01	0.78
Vectra Bank	1.22	1.31	1.27	1.42
KeyBank	1.07	0.95	1.15	1.33
First Western Trust	0.93	0.75	0.64	0.24
Citywide Banks**	0.73	1.36	1.45	1.43
Mutual of Omaha	0.56	0.56	NIM	NIM
Colorado State B & T	0.47	0.47	0.47	0.61
TCF National Bank	0.38	0.32	0.35	0.32
American National	0.38	0.35	0.37	0.39
First-Citizens Bank	0.36	0.29	NIM	NIM
Colorado Community	0.30	0.29	0.31	NIM
Valley Bank & Trust	0.25	0.25	0.25	0.2832
AmFirst Bank	0.16	0.20	0.22	0.21
Liberty Savings	0.15	0.11	0.11	0.53
Bank of Estes Park	0.14	0.15	0.15	0.13
Rawlins National	0.10	0.10	0.09	0.12
Home State Bank	0.09	NIM	NIM	NIM
Centennial Bank***	0.08	NIM	NIM	NIM
Academy Bank	0.04	0.05	0.22	0.11

Source: Federal Deposit Insurance Corp.

NIM — not in market

*Firstbank consolidated the charters of Firstbank Boulder and Firstbank Longmont in 2010.

** Citywide Banks acquired Advantage Bank in May 2012.

*** Centennial Bank's Denver-based parent holding company CIC Bancshares Inc. completed a merger with Edwards-based Millennium Bancorp Inc. that included one branch in area.

Pair of payment companies join to offer online platform

BY BETH POTTER
bpotter@bcbr.com

BOULDER — Two local payment-industry companies — AdvoCharge Inc. and Inspire Commerce Inc. — recently banded together to offer Inspire's online payment platform to customers.

Mark Tracy, a founder of AdvoCharge, and Mark Fischer, chief executive at Inspire Commerce, declined to discuss specific financial terms of the arrangement.


AdvoCharge is a Boulder merchant-services company that works with national credit-card processing companies. It has about

100 local and national customers. The company in June received \$150,000 in funding from David Cohen, co-founder and chief executive of TechStars, a national business incubator program with local offices.

Boulder-based Inspire Commerce has about 1,000 customers and expects to grow at a rate of 1,000 customers per month. The company in September said it had raised \$500,000 from investors, including Axia, a national merchant services company based in Santa Barbara, California.

AdvoCharge handles the mer-
▶ See **Payment, 18A**

*Annual Percentage Yield (APY) is accurate as of 9/1/2012. Rate may change after the account is opened. \$1,000 minimum balance required to obtain the APY. \$1,000 minimum deposit required to open the account. Fees may reduce earnings. Stated APY requires a 12-month rate lock with a First National Bank checking account (with money not on deposit at First National Bank). The rate on the Customer First Flex Savings account may be lowered to the then-applicable "Base" rate, 0.10% APY as of 9/1/2012, for the remaining rate lock term if the checking account is closed during any rate lock period or if the rate lock period expires. Rate lock periods can be extended for an additional 12-month period. \$125 penalty will be imposed for early closure within any rate lock period. Other fees may apply. See a Personal Banker for complete details.



13th Annual IQ AWARDS (Innovation Quotient)

BOULDER COUNTY BUSINESS REPORT

Section B
Oct. 12-25, 2012

JONATHAN CASTNER

2012 IQ Award winners are, from left, Keith Frausto, Center for ReSource Conservation; Michael Usrey, Sporian Microsystems Inc.; Dale Bathum, Crocs Inc.; Jim Haid, MobileDay Inc.; Jim Hooten, Vertiba Inc.; Joe Buczkowski, LeaseRunner Ltd.; Ted Battreall, Vertiba Inc.; and Dave A. Elchones, Tagwhat Inc.

Seven innovative companies receive IQ Awards

BY BUSINESS REPORT STAFF
news@bcbr.com

BOULDER – Seven companies received awards at the Boulder County Business Report's 13th annual IQ Awards held Wednesday, Oct. 3, at the Boulder Theater.

In a new format this year, winners were chosen by a panel of judges after finalists made short pitches at the event. The audience had the honor of selecting the Innovation of the Year. In the past, winners had been selected by judges prior to the event.

The audience chose MobileDay Inc. and its mobile app that makes connecting to conference calls easy as the Innovation of the Year. (See story, 3B.)

Sporian Microsystems Inc., Crocs Inc., Tagwhat Inc., Vertiba Inc., Center for ReSource Conservation and LeaseRunner Ltd. each won in their respective category.

The panel of judges that selected finalists were Paul Jerde, University of Colorado; Jerry W. Lewis, Upstream Communications LLC; Tim Bour, Innovation Center of the Rockies; Alex Sammoury, Longmont Entrepreneurial Network; and Susan Graf, former president of the Boulder Chamber.

Graf, Sammoury and Bour judged the event live and selected the six

category winners.

Event sponsors included Bolder Staffing Inc., the Boulder Economic Council, Forethought.net, Ehrhardt Keefe Steiner & Hottman PC, Connect First Inc., Freeman Myre Inc., Wells Fargo Bank, Amgen Inc., Colt Print Services Inc., Flatirons Bank, Photo Craft Imaging and Mad360.

Here are snapshots of winners and finalists:

Business Services

Winner

Vertiba Inc.: The Boulder-based company provides project management, business process design and development services to help clients customize Salesforce.com to their needs. Salesforce.com is a cloud-based platform for customer relationship management and custom development. It also helps clients migrate from Microsoft Exchange and other legacy applications to Google Apps for Business such as Gmail, calendar, documents and online storage.



Finalists

Connect First: The Boulder-based company's Cloud Routing product enables clients to manage spikes in call traffic through the use of multiple destinations, while improving business continuity and load balancing by using the flexible deployment and expansion options that only a SaaS offering can deliver.

Gorilla Logic Inc.: The Boulder-based company provides custom application development services on the ground and in the cloud. Gorilla Logic's innovative work with emerging development platforms led to the creation of two open-source tools for automated testing: MonkeyTalk, for iPhone/iPad/Android applications, and formerly called FoneMonkey, and FlexMonkey for flex applications.

Hardware

Winner

Sporian Microsystems Inc.: The Lafayette-based company makes a suite of sensors that withstands ultra-high temperatures and corrosive environments. These pressure sensors are used to increase fuel efficiency in gas turbine

engines. Energy-generation companies likely will be the first to adopt them.

Finalists

Spectra Logic Corp.: The Boulder-based company created Certified Media with CarbideClean, which was developed to protect the lifespan of tapes for data storage. It uses a carbide head to pre-clean media prior to shipment to customers. It removes microscopic debris from the surface of new or green media and improves the reliability, availability and longevity of the drives and media.

Stratom Inc.: The Boulder-based company has created the Adaptive Specialty system that provides robotic tools for military and municipal first responders dealing with improvised explosive devices, homemade bombs and hazardous materials. Each robotic tool has mounts that can be used with different robotic platforms. The tools can wrap and cut wire, penetrate light-cased containers and disable devices.

Mobile Apps

Winner

Tagwhat Inc.: The Boulder-based company has created a mobile app that runs on iOS and Android, and uses the GPS capabilities of a device to determine where users are. The

► See **Awards, 6B**

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Key to MobileDay win: Everyone has phone

BY DALLAS HELTZELL
dheltzell@bcbr.com

BOULDER — MobileDay Inc.'s chief executive Jim Haid didn't seem at all surprised when an audience of business professionals at the Boulder Theater picked his company's mobile application as the Innovation of the Year.

"Everyone here does conference calls," he said, looking out over the milling crowd at the Boulder County Business Report's 13th annual IQ Awards event held Oct. 3. "Everyone here has a mobile phone. Everyone here who has tried to set up a conference call on their mobile phones can relate to the frustration, the pain."

INNOVATION OF THE YEAR

Haid's Boulder-based company has created a mobile app for iPhone and Android smartphones that provides one-touch entry into conference calls for hosts and guests. The conferences can be set up directly from the phone's calendar.

When the event's panel of judges met backstage to pick winners in each of six categories, MobileDay didn't even prevail in its mobile-apps category. But when audience members texted the number of their overall favorite, Haid's intuition was correct.



JONATHAN CASTNER

Jim Haid, chief executive of Boulder-based MobileDay Inc., pitches his company's mobile app that provides one-touch entry into conference calls for hosts and guests. The audience voted the app as the Innovation of the Year at the 13th annual IQ Awards at the Boulder Theater.

"I'll absolutely get that app," said Kayla Trimble, a recruiter at Bolder Staffing Inc., who voted for the winner. She spends her workday on her phone, tracking down candidates for technical positions. "We all use our calendars, and this alleviates having to log back in each time. Anyone on the phone that much knows that gets old."

MobileDay has yet to charge for its service, but Haid counts on a solid revenue stream when his three targeted customer segments see the value.

"For corporations, we can make sure their employees are using the cheapest numbers for the calls," he said.

MobileDay is a natural choice for

conference-service providers, Haid said, "many of whom don't have a mobile solution in a mobile world."

And for the end-user, he said, "we will offer lots of premium services: Pre-meeting activities, chat functions while the call is in progress, and post-meeting organization of the information."



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JONATHAN CASTNER

Business Services: Ted Battreall, Vertiba Inc., left, event bronze sponsor Jackie Osborn, Bolder Staffing Inc; and Jim Hooten, Vertiba.



JONATHAN CASTNER

Natural/Green/Outdoor: Dale Bathum, left, Crocs Inc., and event title sponsor Jim Cowgill, EKS&H.



JONATHAN CASTNER

Mobile Apps: Dave A. Elchones, Tagwhat Inc., and event bronze sponsor, Patricia Kelly, forethought.net.



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Nonprofit: Keith Frausto, Center for ReSource Conservation, and event award sponsor Amanda Riu, ConnectFirst Inc.



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BSI & BP2 would like to congratulate the **IQ Awards** finalists. Your innovative spirit is what drives our economy!

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JONATHAN CASTNER

Software: Joe Buczkowski, right, LeaseRunner Ltd., and event primary sponsor Jim Ditzell, Freeman Myre



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Hardware: Michael Usrey, Sporian Microsystems Inc., and event supporting sponsor Jennifer Pinsonneault, Boulder Economic Council.

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AWARDS from 2B

app then brings up web-based content to tell users more about their location. Tagwhat can be thought of as a mobile tour guide, one that is always updating itself with the latest information from the web. The material Tagwhat retrieves includes text, video and pictures. Businesses and organizations that use the app can link Facebook and Twitter pages to their channels.

Finalists

MobileDay Inc.: The Boulder-based company has created a mobile app that serves as an “easy” button for conference calls. The app provides one-touch entry into any conference call on any service, whether you are a host of the call or a guest. It is available for free on iPhone and Android smartphones. (Innovation of the Year winner.)

Techtionary: The Boulder-based company has created a mobile app that serves as a study and training tool for iPad and iPhone users. iFlip-Tips focuses on providing users with a variety of tools to create flashcards that increase learning speed and help retain and recall more information in less time. It can be used to create multimedia presentations and personal corporate libraries.

Natural/Green/Outdoor**Winner**

Crocs Inc.: The Niwot-based

shoemaker has produced a line of color-changing shoes called Chameleons. The shoes are made with Crocs' Croslite material with photochromic technology. When exposed to ultraviolet light, the shoes change from being translucent to a vibrant color.

Finalists

Cheribundi Inc.: The Boulder-based company has created a sport drink made from tart Montmorency cherries. The company claims Cheribundi juice helps athletes' muscles recover more quickly. The juice is believed to help sufferers of gout and people who have problems sleeping.

EcoSmart Homes: The Boulder-based company has created Future Fit Your Home, a service in which staff goes into homes, assesses energy and comfort problems, and proposes solutions that can include air sealing, insulating, replacing heating and cooling systems, providing new windows, and installing solar electric and thermal systems. The innovation is the special software EcoSmart co-developed that provides financial metrics lenders can trust.

Nonprofits**Winner**

Center for ReSource Conservation: The Boulder-based nonprofit created the Garden-In-A-Box program, which provides low-cost, preplanned xeric gardens

to residents. It offers people a chance to save water, beautify their homes and save money. The gardens are designed by expert landscapers, and are sold at less than half the price compared with big-box stores. The Boulder-based nonprofit created the Garden-In-A-Box program, which provides low-cost, preplanned xeric gardens to residents. It offers people a chance to save water, beautify their homes and save money. The gardens are designed by expert landscapers, and are sold at less than half the price compared with big-box stores.

Finalists

Attention Homes: The Boulder-based nonprofit runs a youth shelter. It created a fundraiser, Inaugural Sleep Out for Homeless Youth, which will have community leaders “sleep out” on the lawn to get a real glimpse of life as a homeless youth, exposing themselves to weather elements, dangers and other uncertainties that come from living on the streets.

Sister Carmen Community Center: The Lafayette-based nonprofit received Family Resource Center status that will allow the organization to collaborate with other nonprofits, private organizations and government entities to enhance an individual and a family's capacity to become economically stable. (This nonprofit organization withdrew its nomination after it was selected as a finalist.)

Software**Winner**

LeaseRunner Ltd.: The Louisville-based company created a web software application called LeaseRunner that integrates digital applications, tenant screening, e-signature leases and electronic rent collection into one paperless process for the real estate industry. It merges data from applications into lease documents and other processes, saving data-entry time and reducing error.

Finalists

Amadeus Consulting Inc.: The Boulder-based company designed a cloud-based software application called Brief-Lynx that allows users to create, package and optimize documents efficiently while also giving the documents a professional, polished look. It simplifies creation of cross-document hyperlinks, incorporates multimedia files and improves security. Its primary market is the legal profession.

Confio Corp.: The Boulder-based company produces Ignite, which is used by database administrators and developers to monitor and analyze performance of Oracle, SQL Server, DB2 and databases on both physical and VMware virtual servers. Its AlarmVM is used by administrators to proactively manage a rapidly growing VMware installation.

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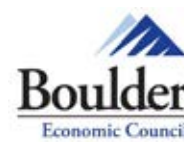
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Winners: Fun, foliage and functional

Local businesses strut their new stuff for panel of judges

BY BETH POTTER

bpotter@bcbr.com

BOULDER — Shoes that change color, a mobile tour guide and pre-packaged gardens were among the winners as selected by judges at the Boulder County Business Report's IQ Awards event, held Oct. 3 at the Boulder Theater.

Crocs' Chameleon shoes won the Natural/Green/Outdoor category. Children who have the shoes like to run inside and outside to see them change color, said Dale Bathum, chief product officer at Crocs Inc. (Nasdaq: CROX) in Niwot. Bathum ran away from a microphone on stage, then back to it to illustrate his point. Ultra-violet light changes the shoes from a translucent color to a vibrant color. Crocs' patented Croslite material uses photochromic technology.

"It's fun and interactive for kids, and it's really amazing for our commercial success," Bathum said.

A children's line of shoes that uses the technology has expanded to 24 styles, Bathum said. The kid-shoe styles make up about 25 percent of Crocs' business, Bathum said.

Mobile tour guide company Tagwhat in Boulder was recognized with an award in the Mobile Apps category for offering an app that serves as a tour guide for smartphones.

Sporian Microsystems Inc. in Lafayette received the Hardware category award for its temperature/pressure sensor technology used in military applications. The sensor can operate at extremely high temperatures, according to Michael Usrey, Sporian vice president.

"Our sensor has the opportunity to run at higher efficiency and leaner



JONATHAN CASTNER

Crocs Inc.' Chameleon shoes won the Natural/Green/Outdoor category. Dale Bathum, chief product officer at Crocs Inc. (Nasdaq: CROX) in Niwot. Bathum ran away from a microphone on stage, then back to it to illustrate the point that children who have the shoes like to run inside and outside to see them change color.

fuel mix," Usrey said. "It's the only electrical sensor that operates above 2,000 (degrees) Fahrenheit."

Vertiba Inc. in Boulder was the winner in the Business Services category. The company customizes software from Salesforce.com — a sales-industry software — for customers such as ConAgra Foods Inc. and the state of Colorado. Vertiba's revenue has grown to more than \$5 million per year after co-founders Jim Hooton and Ted Battreal started it in 2010 as a consulting firm to show users how to use Salesforce.com software, Hooton said.

The Center for Resource Conservation in Boulder won an innovation award in the Nonprofit category. The group's Garden-in-a-Box program lets customers "buy a garden in a box, and save water and save the planet," said Keith Frausto, executive director.

The "garden" is a box of xeriscape plants and "plant-by-number" instructions for a professionally designed garden, Frausto said. The garden plants save about 800 gallons of water per year over a traditional grass lawn, he said. Pricing is about half of what it would cost if custom-

ers bought the plants at a big-box store, he said. Local nurseries supply the plants, he said.

LeaseRunner Ltd. won an innovation award in the Software category. The Louisville-based company created a web application that helps landlords rent apartments and homes. Statistics show that individuals own more than 20 million rental units nationwide, meaning the company has lots of room to grow, said owner Joe Buczkowski.

"Our competitive advantage is usability," he said. "No one has integrated the services we have."



JONATHAN CASTNER

Judges, from left, Susan Graf, Tim Bour and Alex Sammoury, said selecting winners this year was extremely difficult because of the high level of innovative products.



JONATHAN CASTNER

Audience members enjoyed a beverage or two and texted their choice for the IQ Awards Innovation of the Year.

PAST IQ AWARD WINNERS



Business Products – Radish Systems LLC
Consumer Products – Agloves
Green/Sustainability – OPX Biotechnologies Inc.
Innovation Accelerator – Boulder Innovation Center, Longmont Entrepreneurial Network
Internet/Web – Standing Cloud Inc.
Natural Products – Cooper Tea Co./Third Street Chai
Nonprofits – Safehouse Progressive Alliance for Nonviolence
Social Media/Mobile Apps – Gnip Inc.
Software – Accurrence Inc.
Sports/Outdoors – Crescent Moon Snowshoes



Business – DigitalGlobe Inc., Longmont
Computer – Spectra Logic Corp., Boulder
Consumer Products – Stuart Batty Enterprises LLC, Boulder
Green/Sustainability – Heartland Renewable Energy LLC, Longmont
Internet/Software – Trada Inc., Boulder
Life Sciences – Flashback Technologies LLC, Longmont
Robotics – Stratom Inc., Boulder
Social Media/Mobile Apps – ScriptPad Inc., Boulder
Sports and Outdoors – Apex Sports Group LLC, Boulder



Business – ShipCompliant, Boulder
Computer – Rebit Inc., Longmont
Consumer – Clementine Art, Boulder
Internet Business – OptTek Systems Inc., Boulder
Internet Consumer – OneRiot, Boulder
Life Sciences – Amgen Inc., Boulder/Longmont
Nonprofit – Imagine!, Lafayette
Sports & Outdoors – HydraPouch LLC, Boulder
Sustainability – Eetrex Inc., Boulder



Business – Envysion Inc., Louisville
Communications – Tendril Networks Inc., Boulder
Computer – StillSecure, Superior
Consumer – Quintess LLC, Broomfield
Internet/Software: Business – HiveLive Inc., Boulder
Internet/Software: Consumer – Socialthing, Boulder
Medical – Tensegrity Prosthetics Inc., Boulder
Nonprofit – Crayons to Calculators, Boulder
Sports & Outdoors – Optibike LLC, Boulder
Sustainable Business – Eco-Cycle Inc., Boulder



Business – TechStars, Boulder
Communications – Aztek Networks Inc., Boulder
Computers – DPHI Inc. (dba DataPlay), Longmont
Consumer – AeroGrow International Inc., Boulder
Internet – Lijit Networks Inc., Louisville
Medical & Health – Otologics LLC, Boulder
Nonprofit – Intercambio de Comunidades Boulder
Software – Lingoport Inc., Boulder
Sports & Outdoors – EarthRoamer, Broomfield
Sustainable Business – Range Fuels Inc., Broomfield



Business – NextAction Corp., Westminster
Commercial & Industrial – TrapTek LLC, Longmont
Communications – Skyetek Inc., Westminster
Computers – Spark Fun Electronics Inc., Boulder
Consumer – AllergyKids, Boulder
Internet – GroupSystems Corp., Broomfield
Medical & Health – Analytical Spectral Devices Inc., Boulder
Nonprofit – Our Love of Children Foundation, Longmont
Software – Solidware Technologies Inc., Boulder
Sports & Outdoors – SkirtSports Inc., Boulder



Business – Nightriders Inc., Boulder
Commercial & Industrial – Strion Air Inc., Louisville
Computers – Conduant Corp., Longmont
Consumer – Crocs Inc., Niwot
Internet – Umbria Communications Inc., Boulder
Medical & Health – MicroPhage Inc., Longmont
Nonprofit – Peace Initiatives Institute, Boulder
Software – Rally Software Development Corp., Boulder
Sports & Outdoors – Colo. Altitude Training Inc., Boulder
Communications – Fidelity Comtech Inc., Longmont



Business – Micro Analysis & Design Inc., Boulder
Commercial & Industrial – LightLouver LLC, Boulder
Computers – Storage Technology Corp., Louisville
Consumer – Pharmaca Integrative Pharmacy, Boulder
Internet – Massively Parallel Technologies Inc., Louisville
Medical & Health – Medivance Inc., Louisville
Nonprofit – Medicine Horse Program, Boulder
Software – Webroot Software Inc., Boulder
Sports & Outdoors – Classic Sport Companies Inc., Broomfield
Telecommunications – Intrado Inc., Longmont



Business – CTEK
Commercial & Industrial – Ionic Fusion Corp., Longmont
Computers – Cornice Inc., Longmont
Consumer – IZZE Beverage Co., Boulder
Internet – LifePics Inc., Boulder
Medical & Health – Roche Colorado Corp., Boulder
Nonprofit – YWCA Children's Alley, Boulder
Software – CreekPath Systems Inc., Longmont
Sports & Leisure – GoLite LLC, Boulder
Telecommunications – Roving Planet Inc., Boulder



Business – Holland & Hart LLP, Boulder
Commercial and Industrial Services – CDM Optics Inc., Boulder
Computer – Lefthand Networks Inc., Boulder
Consumer Products/Services – Western Disposal Services Inc., Boulder
Internet – Pixxures, Arvada
Medical – OmegaTech Inc., Boulder
Nonprofit – Family Learning Center, Boulder
Software – Culinary Software Services Inc., Boulder
Sports and Outdoors – The Nautilus Group, Louisville
Telecom Products/Services – SignalSoft Corp.



Business – Cooking School of the Rockies, Boulder
Computers – Zight Corp., Boulder
Consumer – Noodles & Company, Boulder
Internet – Finali Corp., Westminster
Medical – Cardio-optics Inc., Boulder
Nonprofit – Culture of Giving, The Community Foundation Serving Boulder County, Boulder
Software – Electric Rain, Boulder
Sports & Outdoor Recreation – GoLite LLC, Boulder
Telecommunications – Centurion Wireless Technologies Inc., Westminster



Business – Intelligent Office, Boulder
Consumer – Bella Essentials Inc., Boulder
Children's Products & Services – Team Labs, Boulder
Computers – DataPlay Inc., Boulder
Health & Medical – Hauser Inc., Boulder
Internet – Evoke Communications Inc., Louisville
Nonprofit – Extras! For Education, Boulder
Software – Genomica Corp., Boulder
Sportswear & Outdoor Recreation – Outlast Technologies Inc., Boulder
Telecommunications – SpectraLink Corp., Boulder

BUSINESS REPORT LIST LOCAL BANKS

(Banks headquartered in Boulder and Broomfield counties ranked by 2012 second-quarter assets. Dollar figures in thousands.)

RANK	Bank Location Phone	FDIC number CEO/President No. of domestic offices No. of local branches	Total assets 6/30/12 Total assets 6/30/11 % change	Total deposits 6/30/12 Total deposits 6/30/11 % change	Total deposits in market 6/30/12 Market Share 6/30/12	Net income or loss 6/30/12 Net income or loss 6/30/11 % change	Holding company Headquarters Year founded Website
1	MILE HIGH BANKS 1726 Hover St. Longmont, CO 80501 303-684-7350	3036 Daniel Allen 13 3	\$843,945 \$1,121,702 -24.76%	\$819,896 \$1,065,787 -23.07%	\$365,899 4.74%	(\$2,212) (\$7,178) -69.18%	Big Sandy Holding Co. Limon 1919 www.milehighbanks.com
2	AMG NATIONAL TRUST BANK 1155 Canyon Blvd., Suite 310 Boulder, CO 80302 888-547-8877	57295 Tom Chesney 5 1	\$184,838 \$229,966 -19.62%	\$163,516 \$209,937 -22.11%	\$161,590 2.10%	\$1,582 \$1,009 56.79%	AMG National Corp. Denver 2001 www.amgnational.com
3	FLATIRONS BANK 1095 Canyon Blvd., Suite 100 Boulder, CO 80302 303-530-4999	57280 Kyle Heckman 2 2	\$103,658 \$92,494 12.07%	\$83,856 \$78,919 6.26%	\$83,856 1.09%	\$551 \$1,408 -60.87%	FBHC Holding Co. Boulder 2001 www.flatironsbank.com
4	SUMMIT BANK & TRUST 2002 E. Coalton Road Broomfield, CO 80027 303-460-4700	58458 R. John Rhoades 3 2	\$102,875 \$95,130 8.14%	\$83,978 \$80,793 3.94%	\$66,409 0.86%	(\$223) (\$488) -54.30%	Heartland Financial USA Inc. Dubuque, Iowa 2006 www.summitbt.com

Losses represented in parentheses.
Source: FDIC

Researched by Mariah Gant

Source: Business Report Survey

BUSINESS REPORT LIST CREDIT UNIONS

(Credit unions chartered in Boulder and Broomfield counties ranked by assets.)

RANK	Credit union	Total assets 6/30 2012 Total assets 6/30 2011 Assets percent change	Net income or loss 6/30 2012 Net income or loss 6/30 2011 Net income percent change	Uninsured shares & deposits 6/30 2012 Uninsured shares and deposits 6/30 2011	Insured shares and deposits 6/30 2012 Insured shares and deposits 6/30 2011	Total delinquent loans 6/30 2012 Total delinquent loans 6/30 2011	Full-time employees Year chartered Charter number
1	ELEVATIONS CREDIT UNION 2300 55th St. Boulder, CO 80301 303-443-4672 ext 1188 www.elevationscu.com	\$1,191,519,630 \$1,090,000,000 9%	\$5,299,771 \$9,864,000 -46%	\$38,876,863 \$36,712,166	\$1,016,971,352 \$902,262,298	\$4,411,085 \$4,553,000	Gerry Agnes CEO, president 268 1952 68565
2	PREMIER MEMBERS FEDERAL CREDIT UNION 5495 Arapahoe Ave. Boulder, CO 80303 303-449-9600 www.premiermembers.org	\$423,515,023 \$392,755,642 8%	\$3,233,292 \$2,221,722 46%	\$11,900,884 \$9,498,096	\$360,391,390 \$336,667,332	\$3,449,672 \$5,097,985	Carlos Pacheco CEO 107 1966 17277
3	BOULDER VALLEY CREDIT UNION 5505 Arapahoe Ave. Boulder, CO 80303 303-442-8850 www.bvcu.org	\$254,681,507 \$227,330,807 12%	\$1,032,676 \$857,825 20%	\$2,806,048 \$3,102,735	\$223,871,503 \$200,479,491	\$313,868 \$498,156	Rick Allen CEO 61 1950 62574
4	EAGLE LEGACY CREDIT UNION 1100 U.S. Highway 287, Suite A800 Broomfield, CO 80020 303-422-6221 www.eaglelegacy.org	\$227,403,465 \$218,721,603 4%	\$886,875 \$837,827 6%	\$914,113 \$371,657	\$193,205,672 \$185,714,564	\$2,523,134 \$1,611,128	Sundie L. Seefried CEO 76 1931 62903
5	COMMUNITY FINANCIAL FEDERAL CREDIT UNION 6855 W. 119th Ave. Broomfield, CO 80038 303-469-5366 www.yourlocalcreditunion.com	\$131,639,690 \$122,123,059 8%	\$597,071 \$464,509 29%	\$1,531,230 \$1,286,862	\$111,631,878 \$103,953,779	\$479,981 \$723,878	Greg Hill CEO 29 1968 68550
6	BOULDER MUNICIPAL EMPLOYEES FEDERAL CREDIT UNION 2800 Arapahoe Ave. Boulder, CO 80303 303-441-7800 www.bmecu.org	\$58,520,500 \$55,408,133 6%	\$98,476 \$288,801 -66%	\$656,243 \$201,639	\$53,119,280 \$50,563,996	\$110,128 \$97,432	Ann Babiak CEO 16 1965 16710
7	ASHOKA CREDIT UNION 3405 Penrose Place, Suite 102 Boulder, CO 80301 303-444-9003 www.ashokacreditunion.org	\$2,401,825 \$2,332,790 3%	\$1,765 \$1,396 26%	\$0 \$0	\$2,162,277 \$2,061,991	\$0 \$0	Allya F. Canepa CEO 2 1976 63418

(Non-local credit unions with branches in Boulder and Broomfield counties ranked by assets.)

Researched by Mariah Gant

RANK	Credit union	Total assets 6/30 2012 Total assets 6/30 2011 Assets percent change	Net income or loss 6/30 2012 Net income or loss 6/30 2011 Net income percent change	Uninsured shares & deposits 6/30 2012 Uninsured shares and deposits 6/30 2011	Insured shares and deposits 6/30 2012 Insured shares and deposits 6/30 2011	Total delinquent loans 6/30 2012 Total delinquent loans 6/30 2011	Full-time employees Year chartered Charter number
1	SECURITY SERVICE FEDERAL CREDIT UNION 16211 La Cantera Pkwy. San Antonio, TX 78256 210-476-4000 www.ssfcu.org	\$6,679,414,477 \$6,505,531,844 3%	\$32,811,810 \$29,073,483 13%	\$363,782,434 \$310,851,303	\$5,558,232,635 \$5,265,536,600	\$48,540,186 \$51,797,686	David E. Reynolds CEO 1,415 1940 64207
2	ENT 7250 Campus Drive Colorado Springs, CO 80920 719-574-1100 www.ent.com	\$3,611,932,976 \$3,225,456,569 12%	\$16,033,177 \$16,203,642 -1%	\$102,839,733 \$78,854,356	\$2,822,375,652 \$2,556,528,154	\$9,908,963 \$9,313,825	Charles F. Emmer CEO 575 1957 11570
3	INDIANA MEMBERS CREDIT UNION 4895 Riverbend Road, Suite E Boulder, CO 80301 303-938-9812 www.imcu.com	\$1,386,330,291 \$1,311,448,490 6%	\$2,490,455 \$2,505,329 -1%	\$69,968,777 \$64,600,961	\$1,152,164,327 \$1,088,766,886	\$825,910 \$1,220,631	Ron Collier CEO 247 1997 68259

Source: National Credit Union Administration

Researched by Mariah Gant

If your company should be on this list, please request a survey by e-mail to research@bcbr.com or call our research department at 303-630-1961.

Source: Business Report Survey

PAYMENT from 16A

chant services piece of credit card processing for TechStars companies and others. Since many of those companies sell something online, the Inspire Commerce payment platform is complementary to what AdvoCharge does, Fischer said.

"Mark (Fischer) and I see eye to eye on how we approach customers with honesty and transparency. It's a good fit," Tracy said. "We're all stronger if we have a strong local business community."

In the bricks-and-mortar business world, AdvoCharge is working to get more local and national companies as clients, Tracy said. The company offers savings on fees to small businesses such as Ozo Coffee Co., a local client.

AdvoCharge offers companies a flat-fee model for customer credit card transactions that Tracy said saves Ozo about \$500 per month over what the company used to pay its previous merchant services provider.

“Consumers have to be cautious about who they use.

If a company goes out of business, a customer (could) lose all of their money. And who do you complain to if something goes wrong?

Jenifer Waller

SPOKESWOMAN,
COLORADO BANKERS ASSOCIATION

In general, AdvoCharge is able to offer savings by keeping its company overhead low and volume high, Tracy said. Credit card processing fees from existing banks and processing companies can be complicated and can include add-on fees that a business might not need, Tracy said.

Traditionally, local and national banks and processing companies offer credit card processing. Banks issue credit cards as well.

"We would rather treat customers fairly in the process. They're

going to be with us for the long haul," Tracy said.

A spokeswoman for the Colorado Bankers Association cautions companies to do research on whomever they use to provide merchant services. Banks are regulated by the federal government, and their electronic transactions are audited regularly, said Jenifer Waller, the association's spokeswoman. The trade group represents 90 percent of all banking company assets in Colorado, Waller said.

"Consumers have to be cautious about who they use. If a company goes out of business, a customer (could) lose all of their money," Waller said. "And who do you complain to if something goes wrong?"

In response, Tracy and Fischer point to the national Payment Card Industry Data Security Standards they must follow. The industry standards are required of any company that does business with credit card companies such as Visa and Mastercard. The standards went into effect in 2006 after major credit card companies in the United States joined to create them.

The credit card processing industry continues to be dominated by large processing companies such as FirstData Corp. and Elavon Inc., a subsidiary of U.S. Bancorp. Both are based in Atlanta. Companies such as Visa USA Inc. in San Francisco (NYSE: V) and PayPal, a subsidiary of eBay Inc. in San Jose, California, offer payment platforms.

REFUND from 13A

Board for permission to acquire Mile High Banks, Longmont, Colorado."

The bank will not comment further until final completion of the review by the Federal Reserve Board, said Jeanne Lipson, the spokeswoman.

The risk to any potential buyer is Mile High Banks' loan portfolio, said Wes Brown, managing director at St. Charles Capital, an investment bank in Denver. Going through a bankruptcy process for parent holding company Big Sandy may help save the actual bank, Brown said.

"The holding company bankrupt-

cy is very critical (in that) it dissolves a lot of liabilities of the parent," Brown said. "The big question is the asset quality, and that has to be determined by any prospective buyer."

Mile High Banks previously contacted more than 70 banking entities in its search for a buyer, Allen said.

The bank's value is in its franchise of 20,000 customers with a deposit base of \$770 million, Allen said. It has cash flow from loans that are performing, he said. In addition, the bank's 13 branches extend its presence along the Front Range from

Loveland to Parker, he said.

The bank has been operating under federal regulatory supervision since Dec. 1, when the FDIC issued a "supervisory prompt correction action directive," calling for the bank to find more capital. The bank owes about \$43 million in debts, according to U.S. Bankruptcy Court documents.

With the \$90 million in new capital from Strategic Growth Bancorp, the bank will meet capital requirements set by federal banking regulators and will be able to resume making loans to customers, Allen

has said.

The transaction on the table with Strategic Growth Bancorp indicates that the banking industry is getting stronger, said David Barr, an FDIC spokesman. Recapitalization of a bank is "always a good thing," Barr said.

Strategic Growth Bancorp is a regional banking company formed in 2009 by El Paso businessman Bill Sanders and Dallas partners. Sanders is best known nationally for founding LaSalle Partners real estate firm in 1968. The firm was sold in the 1980s for an estimated \$64 million, according to media reports.

NIST from 1A

supervises the work of graduate students and post-doctoral researchers.

Wineland, who joined NIST in 1975, is the fourth NIST scientist to receive a Nobel Prize in physics since 1997. He is the fifth member of CU-Boulder's faculty to win a Nobel.

Wineland, 68, will share the award with French professor Serge Haroche of the Collège de France and Ecole Normale Supérieure. He will receive about \$600,000 with the award.

The Nobel committee awarded Wineland and Haroche the prize "for ground-breaking experimental methods that enable measuring and manipulation of individual quantum systems."

Wearing a fleece jacket and polo shirt and sipping from a soft-drink can at a press conference hosted by NIST, Wineland explained the project for which he won the prize and its ramifications.

Wineland uses laser beams to trap single electrically charged atoms in a vacuum and cool them to a tem-

perature of near absolute zero, which is equivalent to negative 459.67 degrees Fahrenheit. That allows researchers to study their properties without destroying the atom. Until Wineland and Haroche made their breakthroughs, physicists could not observe individual atoms and relied on thought experiments.

The practical applications of the technology are the development of clocks that are 100 times more precise than the currently used atomic clocks. Satellites needed for GPS systems rely on atomic clocks, and more precise clocks will lead to more accurate navigation, Wineland said.

In the future, technology building on Wineland's discoveries could revolutionize computers through the introduction of super-fast quantum computers. The enhanced computers could solve problems far beyond the capabilities of contemporary classical computers and lead to advancements in cryptography.

Building a quantum computer could be decades away, but the

required technical breakthroughs might be reached in the not-too-distant future, Wineland said.

"At this point, I wouldn't recommend anyone buy stock in a quantum computer company, but I think we're optimistic – as technology improves over the years – this quantum computer really will bring unique capability to computing," he said.

"We haven't really reached the turning point ... but I would say maybe in the next decade or so we'll cross that threshold, where we'll be able to do computations that are intractable on classical computers," Wineland said.

Wineland admitted the Nobel Prize has been a dream for him, and in the past he paid some attention to speculation that his work was Nobel worthy.

"This year I hadn't heard any rumblings, so I thought maybe my time has passed," he said.

Wineland paid tribute to the researchers with whom he had worked and said there are many

other worthy candidates for the award. He also put the honor in perspective.

"The real reward is the science itself and being able to look at it as a calling and keep going, not the awards you sometimes win along the way," Wineland said.

In a press release, CU-Boulder chancellor Philip P. DiStefano said, "This is an honor for our friends, colleagues and partners at the National Institute of Standards and Technology, the University of Colorado Boulder, and for the world. That our university today has five Nobel Laureates walking our halls and interacting with our students is proof positive that the University of Colorado is a world-class institution."

Wineland and Haroche will accept their awards at a Dec. 10 ceremony in Stockholm, Sweden. Meanwhile, Wineland planned to spend a few days adjusting to his newfound fame.

"This morning," he said, "someone pointed me to a web page where I was on the same page as Lady Gaga."

Net Zero Cities symposium Oct. 16-17

BY MAGGIE SHAFER
mshafer@ncbr.com

FORT COLLINS — Northern Colorado takes to the international stage this month to promote innovation in energy, renewables and cutting-edge green technologies.

The first Net Zero Cities symposium, a working conference dedicated to sharing resources and ideas to develop net-zero energy, carbon and waste communities worldwide, is scheduled for Oct. 16-17 at the Hilton Fort Collins, 425 W. Prospect Road.

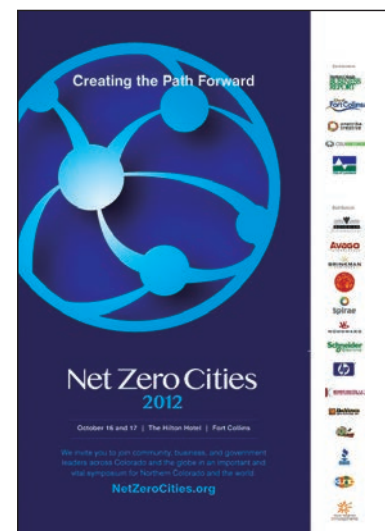
disasters. Tohji discovered an efficient way to produce hydrogen, which can be used in fuel cells to produce clean energy by exposing a hydrogen sulfide solution to sunlight. This discovery reduced the cost of producing hydrogen for fuel cells.

Other headliners include: Bret Lessman, the enterprise organizational development manager for United Launch Alliance; Tom Gendron, the CEO of Fort Collins-based Woodward Inc.; Antonio Roberto de Godoi, a research collaborator with the Laboratory of Animal Nutrition of the Center

for Nuclear Energy in Agriculture; and former Gov. Bill Ritter, now director of the Center for the New Energy Economy at Colorado State University.

On both days of the conference, attendees will have the opportunity to engage in roundtable discussions with the speakers and other participants.

Registration is limited to 500 and general admission is \$225, which includes breakfast, lunch and a reception hosted by New Belgium brewery. Educators will be offered a discount rate. For more information or to register, go to www.netzerocities.net.



COMMUNITY MEMBERS, businesses, government and political leaders from across Colorado and the globe will participate in the event, with the charge of creating action plans for transforming cities, states and countries into zero-waste communities.

Community members, businesses, government and political leaders from across Colorado and the globe will participate in the event, with the charge of creating action plans for transforming cities, states and countries into zero-waste communities.

The symposium — organized and sponsored by the Northern Colorado Business Report, the cities of Loveland and Fort Collins, CSU Ventures and One Tribe Creative — will focus on a community-based approach to carbon-emission reduction in its two major sources: energy and transportation.

There will be both a presentation and classroom format to the event, which will include hands-on opportunities for attendees to contribute.

The first day's agenda will focus on policy, cultural engagement and value, technologies and innovations. The second day will focus on real-world applications, education and mentorship.

With an aim to develop a "systems approach" to sustainability, the conference will apply to multiple sectors of a society, from government to education.

Each segment will include an array of international, national and regional speakers, including Prasad Ram, the founder and chief executive of Gooru and former head of Google R&D India. Ram left Google to pursue Gooru as a nonprofit education technology startup that would develop into a search engine for learning. Its mission is to honor the human right to education.

Kazuyuki Tohji, the director of energy at Tohoku University in Japan, will speak on rebuilding his country after a tsunami, earthquake and nuclear

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Know numbers to manage your sales success

Ask any Buffs fans after each week's game, "How was the game?" They will give you a mixed bag of anecdotal feedback. Meanwhile, back in the coaching offices, they are charting every play, every tackle and every missed blocking assignment.

In the sales arena, when asked, "How's business?" most salespeople respond with "Great." "Terrific." "OK, I guess." "Not so good." Or, "Good, all things considered." Most of these replies translate to, "I don't know."

Selling is a numbers game. Before you can answer the above question, you must first know your numbers. Then you can come back with: "I'm doing just fine. This week I made 22 calls, spoke to nine decision makers, booked four appointments and made two sales, resulting in a \$1,700 commission."

As salespeople, most of us neglect one of our most important sales activities: keeping track of our personal statistics. By not doing so, we do ourselves a big disservice. Only by tracking your numbers can you monitor your selling behaviors. Then, you won't need a sales manager to tell you how you're doing. Furthermore, you'll know how to predict your own success.

As a sales professional, you know how important it is to sell every day, and that prospecting is the vehicle that enables you to sell every day. Prospecting is calling on people who may or may not need your product



SALES SMARTS

Bob Bolak

or service. In this broad category of suspects, some people won't talk to you. Of those who will, some won't need your product or service. Of those who do, only some will take the time to discuss their

needs with you. Of this smaller group, some will drop out as you move them through the qualifying process. Some will not have the money or be willing to invest it with you. Others won't be able to make a decision. Those who remain are your real prospects.

The process starts when you pick up the phone or walk into someone's office to make a prospecting call. Each time you actually talk to someone will count as a contact; voice mail, no answer and locked doors don't count.

The person with whom you speak

likely will be a receptionist, secretary or other gatekeeper who will try to keep you from speaking to your real target, the decision maker. Each time you get past the gatekeeper and speak to a decision maker will count as a conversation.

Some of those conversations will result in appointments. To differentiate between appointments booked and appointments kept, we will label the latter face-to-face opportunities. Of these opportunities, some will result in sales. For most people, the sale doesn't take place on the first call, so you may want to keep track of the number of visits required to close the sale.

The resulting numbers from one day of prospecting might look like this: You dialed the phone and/or walked in 30 times, spoke to 23 people, spoke with 15 decision makers and got an appointment with five of them. Four kept their appointment, and two bought. At \$600 average commission per sales, you earned total revenue of \$1,200 from your day's prospecting activities, or \$40 per attempt, even though you didn't get through each time.


Let's look at your numbers in reverse. In order to make two sales, you had to get face-to-face with four people. To do so, you had to

schedule five appointments from the group of 15 with whom you had conversations. In order to talk to these 15 people, you had to dial the phone and/or walk into an office 30 times. You had to deal with no-answers, hang-ups, answering machines and rude secretaries. However, as part of this process, each is worth money to you.


Suppose you want to increase your income by \$3,000 in the next quarter. With an average commission of \$600 per sale, you need five additional sales. The numbers indicate you need to schedule 13 additional appointments during the next 13 weeks. The numbers also indicate you need to make 75 additional attempts. If you prospect each week, then you need to make just six additional attempts during each of the 13 weeks — certainly a manageable task.

By monitoring your "numbers" on an ongoing basis, you will know how you are doing, can identify which of your selling activities need improvement and be able to accurately predict the impact of that improvement.

Bob Bolak is president and owner of Sandler Training in Boulder and can be reached at 303-991-0502 or bbolak@sandler.com.




The Dean Callan Recognition Award



In memory of Dean Callan and in recognition of his many years of dedicated commercial real estate service, we are pleased to announce the Dean Callan Recognition Award. This award will be given annually to a member of the Commercial Brokers of Boulder.


The recipient will be nominated by their peers. Nominations will be given to the CBB Board of Directors by the end of November. The recipient will receive recognition at the December CBB meeting as well as an achievement award. In addition, the McElwain & Callan families will make a \$2,500 charitable contribution in the name of the award winner. The recipient will choose a charity from a select group of charities that the family feels Dean would support.

Nominations will be based on:
 Exceptional professional service to clients
 Respectful of others
 Integrity
 Community involvement
 Leadership and Mentoring

Want to learn more?
 Watch a video about the award here:
 <http://tinyurl.com/DCCaward>

To Nominate a Broker:
 In 100 words or less, please tell us who you have nominated and why. Send to Julie Raines, CBB Administrator, at the address below before November 20, 2012.

For those wanting to learn more about the award, or to donate to the Dean Callan Foundation, please contact:
 Julie Raines
 303.449.1420 ext. 11
jraines@deancallan.com



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CLEAN TECH

22A | 'Nanoscale' sieves

22A | Biofuel demo lab

End of tax credit could be blow to jobs

Wind-energy industry fights for renewal

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

BOULDER — Preserving jobs created by the wind-energy industry and renewal of the tax credit that helps finance wind farms should have a greater prominence in the presidential election, industry advocates said at an event in Boulder held Oct. 2.

Juwi Wind LLC, the Boulder-based North American subsidiary of the Juwi Group, an international company that designs, builds and finances wind farms, hosted the event, which advocated extension of the production tax credit.

The production tax credit, which is set to expire at the end of the year unless it is renewed by Congress and signed into law by the president, provides an income tax credit of 2.2 cents/kilowatt-hour for the production of electricity from utility-scale wind turbines. The industry relies on the credit to keep wind-energy cost competitive with fossil fuels while the companies grow, technology improves and wind gains a foothold in electricity production.

The consequences of letting the credit expire would be dire for the renewable-energy industry, said Michael Rucker, chief executive of Juwi Wind. More than 37,000 jobs in the United States could be lost, including 6,000 in Colorado, Ruck-



MICHAEL MYERS

Michael Rucker, chief executive of Juwi Wind LLC in Boulder, said that if Congress does not renew the wind production tax credit, the consequences would be dire for the renewable-energy industry. Rucker made the comment during an event held at Juwi Wind's headquarters that was co-sponsored by The Renewable Energy Initiative, also based in Boulder.

er said. The numbers come from a report from Navigant Consulting cited by the American Wind Energy Association.

The impact would be felt by turbine manufacturers, their suppliers, researchers and engineers, said Rucker, whose company employs 20 people in Boulder. Renewable Energy Systems Americas is headquartered in Broomfield. On Oct. 3, Vestas Wind Systems AS announced it was

consolidating three research and development offices, including one in Louisville, to one site in Brighton. Vestas also has large manufacturing plants in Colorado.

The fate of the production tax credit has become a political issue, and Rucker hopes the issue will gain prominence in the presidential campaign as the candidates discuss jobs and energy policy. President Obama, a Democrat, supports a long-term

renewal of the production tax credit, while Republican challenger Mitt Romney opposes it.

While Rucker did not do much politicking, he said people who follow energy policy know which politicians support renewable energy.

"You can't ignore the fact that the Romney campaign specifically came out against the production tax credit," Rucker said.

► See **Jobs, 23A**

UQM has plan to help propel vehicles in China

BY DALLAS HELTZELL

dheltzell@bcbr.com

LONGMONT — UQM Technologies Inc. has expanded its customer base to a fourth continent, signing a memorandum of understanding with a Chinese company for development and marketing of UQM's electric-propulsion systems for vehicles.

A plan published in July by China's State Council set a goal of 500,000 energy-efficient and clean vehicles on the road in China by 2015, and 5 million vehicles by 2020.

UQM officials would not reveal the name of the Chinese company involved.

"The MOU (memorandum of understanding) is a nonbinding agreement," explained Alise Grysen, UQM marketing representative, "and this is the first step in the process."

UQM employs 87 people at its facility at 4120 Specialty Place



Ridenour

east of Longmont.

"This agreement is an important step in our strategic plan to enter the Chinese market with our highly efficient electric propulsion systems and related products for new-energy vehicles," said Eric R. Ridenour, UQM's president and chief executive, in a press statement. "With annual revenue of over \$5 billion, our Chinese partner has a substantial footprint throughout China and is well-positioned to introduce our products to the country's developing new-energy vehicle market."

The agreement expands UQM's

customer base to a fourth continent. The company's products power test-fleet vehicles by Audi in Germany, Rolls-Royce and the London Taxi Co. in the United Kingdom, Hino electric city buses in Japan and demonstration vehicles for EV Engineering in Australia. In the United States, UQM propulsion systems power the CODA all-electric passenger sedan now available in California, Proterra all-electric composite transit buses, Boulder EV all-electric delivery vans, and Electric Vehicles International all-electric medium-duty trucks and delivery vans.

'Nanoscale' sieves could separate gases

CU researchers on path to reduce carbon dioxide emissions at power plants

SPECIAL TO THE BUSINESS REPORT
news@bcbr.com

BOULDER — Engineering faculty and students at the University of Colorado-Boulder have made a significant step toward the realization of more energy-efficient membranes for natural gas production and for reducing carbon dioxide emissions from power plant exhaust pipes.

Researchers have produced the first experimental results showing that atomically thin graphene membranes with tiny pores can effectively and efficiently separate gas molecules through size-selective sieving.

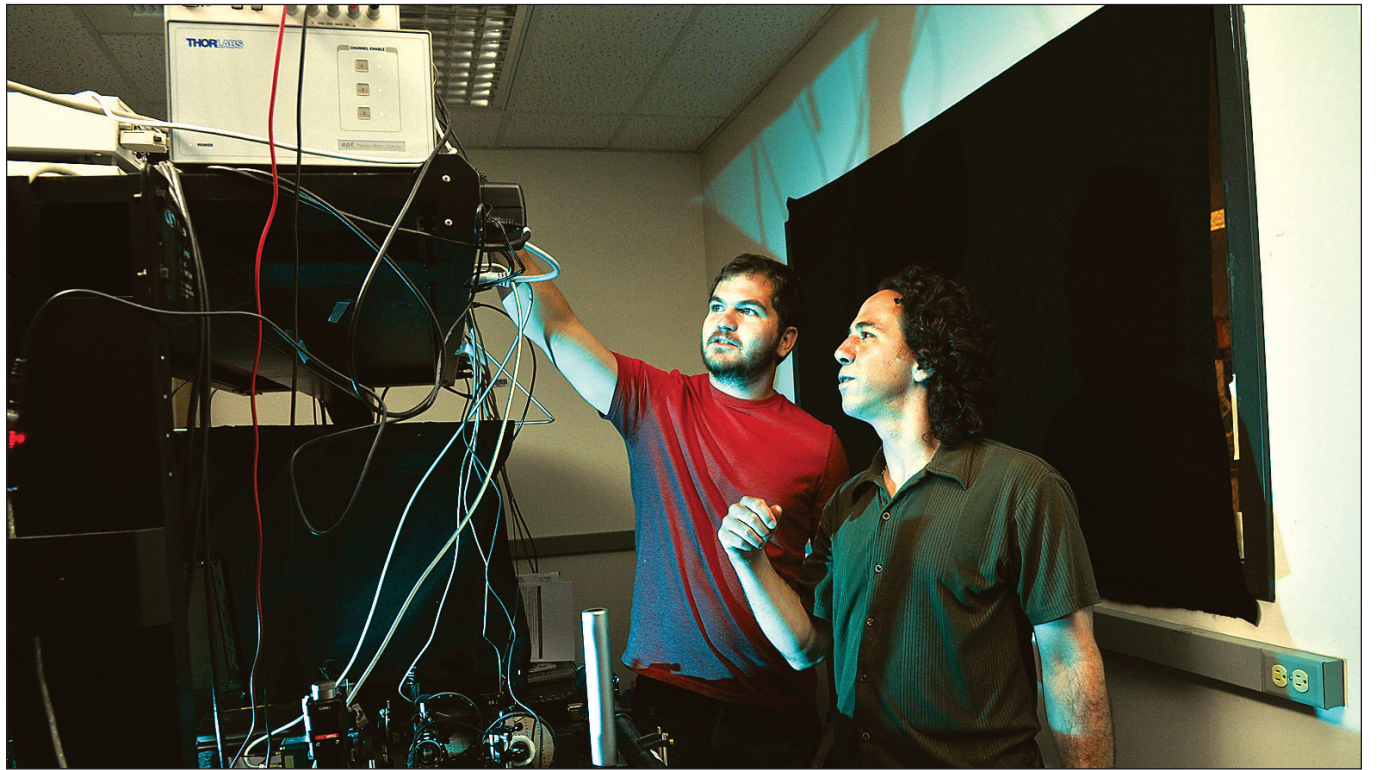
Mechanical engineering professors Scott Bunch and John Pellegrino co-authored a paper in *Nature Nanotechnology* with graduate students Steven Koenig and Luda Wang detailing the experiments. The paper was published Oct. 7 in the journal's online edition.

The research team introduced nanoscale pores into graphene sheets through ultraviolet light-induced oxidative "etching," and then measured the permeability of various gases across the porous graphene membranes.

Experiments were done with a range of gases including hydrogen, carbon dioxide, argon, nitrogen, methane and sulphur hexafluoride — which range in size from 0.29 to 0.49 nanometers — to demonstrate the potential for separation based on molecular size. One nanometer is one billionth of a meter.

"These atomically thin, porous graphene membranes represent a new class of ideal molecular sieves, where gas transport occurs through pores that have a thickness and diameter on the atomic scale," Bunch said.

Graphene, a single layer of graphite, represents the first truly two-dimensional atomic crystal. It con-



COURTESY CASEY A. CASS/UNIVERSITY OF COLORADO

Steven Koenig (in the red shirt) and Scott Bunch in the graphene lab at the University of Colorado-Boulder.

sists of a single layer of carbon atoms chemically bonded in a hexagonal "chicken wire" lattice -- a unique atomic structure that gives it remarkable electrical, mechanical and thermal properties.

"The mechanical properties of this wonder material fascinate our group the most," Bunch said. "It is the thinnest and strongest material in the world, as well as being impermeable to all standard gases."

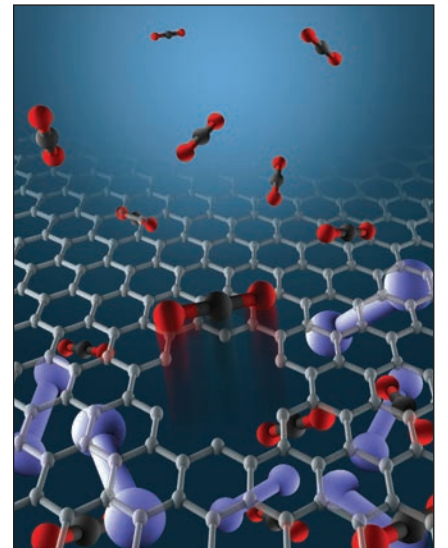
Those characteristics make graphene an ideal material for creating a separation membrane because it is durable and yet doesn't require a lot of energy to push molecules through it, he said.

Other technical challenges will need to be overcome before the technology can be fully realized. For example, creating large enough sheets of graphene to perform separations on an industrial scale, and developing a process for producing precisely defined

nanopores of the required sizes are areas that need further development. The CU-Boulder experiments were done on a relatively small scale.

The importance of graphene in the scientific world was illustrated by the 2010 Nobel Prize in physics that honored two scientists at Manchester University in England, Andre K. Geim and Konstantin Novoselov, for producing, isolating, identifying and characterizing graphene. Scientists see potential for graphene as research progresses, from making new and better display screens and electric circuits to producing tiny biomedical devices.

The research was sponsored by the National Science Foundation; the Membrane Science, Engineering and Technology Center at CU-Boulder; and the DARPA Center on Nanoscale Science and Technology for Integrated Micro/Nano Electromechanical Transducers at CU-Boulder.



COURTESY ZHANGMIN HUANG

This illustration depicts a single molecular-sized pore in a graphene membrane. The membrane is separating carbon dioxide from nitrogen. A carbon dioxide molecule is passing through the pore while nitrogen molecules are too large to pass through.

Genesis to build biofuel demonstration lab

BY BETH POTTER
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BOULDER - Genesis Biofuel Inc. plans to build a biofuel demonstration laboratory in Englewood in partnership with the research company Abundant Energy Solutions LLC.

Boulder-based Genesis plans to have the lab built within the next 90 days at an Abundant Energy Solutions' research facility in Englewood. The demonstration lab will receive financing from "independent financial institutions," said Harvey Dorren, chief executive of

Genesis. Dorren did not give specific details of the financing.

"We want to take this to the next level," Dorren said. "We're working together to put our demonstration lab together, so it's a combination of financial and people resources."

The two companies will remain independent of each other, Dorren said. At the same time, heads of the two companies have signed an agreement to engineer and construct algae biofuel refineries in the future, according to the press statement. Dorren referred financial questions about the

agreement to Abundant Energy Solutions, which lists an operating address in Superior.

Joe Nieuwma, CEO of Abundant Energy Solutions, did not return a call for comment.

Once the demonstration lab is built, the two companies plan to build a \$25 million algal biofuel refinery near a cement plant in Colorado starting sometime in the first three months of 2013, according to the press statement. Up to 20 people will work at the refinery once it's up and running, Dorren said. Dorren declined to say where the refinery would be located.

Genesis uses its technology to sequester carbon dioxide gas from cement manufacturing plants. Genesis refineries can use that gas to produce algae biofuel used in diesel engines. The gas also can be used to make ethanol.

In conjunction with the new pilot facility, Genesis will form its own lab to categorize different strains of algae as they relate to biofuel, Dorren said.

Abundant Energy Solutions is privately funded and is an affiliate of the privately funded Colorado Energy Research Technologies, a research company.

RAIL from 1A

line running from downtown Denver along the U.S. Highway 36 corridor, then north along the eastern edge of Boulder and northeast to Longmont along existing BNSF tracks which parallel the Diagonal Highway. When the FasTracks tax issue first went to voters in 2004, BNSF told RTD the cost for using its tracks between Westminster and Longmont would be around \$66 million. However, at a meeting in October 2011 in Chicago, BNSF told RTD it wanted \$535 million – up front.

That stunning news and other cost issues, coupled with a severe economic slump, pushed RTD's timeline for completion of the line from 2016 back to as late as 2044, and the total estimated cost from \$461 million to at least \$1.7 billion.

According to Lee Kemp, who has represented Longmont as District I representative on the RTD board since 2005 and is the outgoing board chairman, an advantage of reaching Longmont via the north route would be that RTD already owns the rails between downtown Denver and 162nd Street plus an additional stretch veering to a point near Erie, having purchased that line from Union Pacific three years ago for about \$117 million. He estimated that another 10 to 13 miles of new track would have to be laid to reach

Longmont from there, which would require negotiations with private property owners for land acquisition.

The price to lease BNSF's rail spiked, Kemp said, because when the original cost estimates were made, fuel prices were low and it was more economical to ship many goods by truck than by rail. That situation changed, he said, when the recession hit. "Fuel costs went up, and rail's a hell of a lot cheaper now" as a shipping method, he said, thus increasing traffic on BNSF's lines.

Much work needs to be done, Kemp said, before work could begin on extending the north line to Longmont. "Mainly, there isn't 100 percent consensus," he said. "Some of the residents and stakeholders still want rail, some want a bus rapid transit option, and there's disagreement over the rail alignment. Let's do a reinvestment study and come up with a plan that everyone can wrap their arms around for a viable way forward."

Kemp agreed with the Longmont City Council that the north plan might bring rail to Longmont sooner, but warned that, "even then, there's going to be a delay unless we can get more money. Even if it ends up costing \$500 million less, it will still require additional revenue."

If the rail line to Longmont were routed north along I-25 instead of via

U.S. Highway 36 and the Diagonal, a districtwide ballot issue would be required to gain voter approval of the change. Kemp said he believes voters would support such a change even if Boulder were bypassed by rail in favor of the enhanced bus rapid transit system already in the works.

"I think even the southeast corridor — places like Lone Tree — would be supportive" of finalizing a plan to build out the FasTracks system to the north, Kemp said. "They're just waiting to hear: What does the northwest want?"

Already in the works are FasTracks rail lines from downtown Denver west to the Denver Federal Center and Golden, west-northwest to Arvada, and northeast to Denver International Airport. The West Line to Golden, which ends at the Jefferson County Government Center — the building locally known as the Taj Mahal — is expected to open April 23.

Longmont also has had conversations with cities to its north, including Loveland and Fort Collins, about connections that could tie the Denver rapid-transit system through Longmont to rail serving northern Colorado. FLEX buses, operated by the city of Fort Collins' TransFort system, already connect Longmont and the RTD system with Berthoud, Loveland and Fort Collins.

JOBs from 21A

Not too long ago, the credit was not a political issue. The last major extension of the credit was signed by President George W. Bush, a Republican. Currently, a majority of Colorado's congressional delegation, including two of the state's four Republican congressmen, support the credit.

"We want to bring people's attention to what the effects of not extending the tax credits are, especially for the Colorado economy," Rucker said. "We don't see it as a partisan issue. We see it as the best choice for the nation."

Sen. Mark Udall's office was represented by Brandon Rattiner, the office's Denver metro area regional director. Udall, D-Colo., has supported the credit in 19 speeches on the Senate floor over the past few months.

"Passing the PTC should be a no-brainer. In Colorado alone, the wind-energy industry supports 6,000 jobs and 75,000 nationwide. Vestas alone has production plants in Windsor, Pueblo and Brighton. These are good-paying jobs that rely on our highly educated and skilled workers," Rattiner said.

"Were it not for the PTC, these jobs would be in China, South America or somewhere else overseas," he said.

The Renewable Energy Initiative, also based in Boulder, cosponsored the event.

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BUSINESS DIGEST

OPENINGS

Longmont United Hospital opened the Milestone Cardiology Associates in an office at the west end of the hospital at 2030 Mountain View Ave. Cardiologist Murry Drescher is heading the cardiology practice, which is part of Milestone Medical Group. The hospital also has two catheterization laboratories and a three-dimensional cardio echo machine to serve its heart patients.

BRIEFS

Denmark-based **Vestas Wind Systems A/S** is consolidating its three U.S. research and development operations to Brighton. One of those operations was in Louisville. In July 2010, Vestas signed a six-year lease for 48,000 square feet of space at 361 Centennial Parkway in Louisville, where it set up its Technology R&D Centre. The company said at the time it would employ about 75 to 100 workers in the first year with an average annual salary of \$80,000.

Boulder-based **Rally Software Development Corp.** is launching an initiative to help community-minded engineers apply their knowledge and skills to social problems. The campaign, called "Rally for Impact," includes donating free user licenses for Rally project collaboration tools to nonprofit organizations, citizen engineers and students, among others.

Boulder-based **Elevations Credit Union** joined the Coalition for Credit Union Access, a group of federal and state chartered credit union and state credit union leagues united in favor of allowing credit unions to benefit from supplemental capital.

Homoquotables, a small Boulder company that makes greeting cards for gays and lesbians, has begun distributing cards at a small number of stores on the East Coast and has plans to expand nationally. Dan McLellan founded Homoquotables, which launched in January online and now is selling cards at Boulder Bookstore on the Pearl Street Mall in Boulder.

Longmont-based craft brewer **Oskar Blues Brewery** is continuing its expansion into new markets, announcing it will now sell beer in Ohio and northern Kentucky. The launch is the third in as many months for Oskar Blues, which recently began selling in the Chicago market and in Alabama. Earlier this year it announced plans to open a new brewery in North Carolina in December. Oskar Blues has formed partnerships with two companies to distribute in the area. Stagnaro Distributing will cover the Cincinnati and northern Kentucky markets, while

Superior Beverage Group will distribute in Columbus and Cleveland.

Medical-device maker **Covidien Plc** received approvals from the U.S. Food and Drug Administration and a European regulatory agency for its Nellcor Bedside Respiratory Patient Monitoring System. The product will be marketed and sold by the company's respiratory and monitoring solutions business unit in Gunbarrel. The machine monitors blood oxygenation, pulse rate and other data to help clinicians respond to patient respiratory events quickly.

Craft beer lovers have named **Oskar Blues Homemade Liquids & Solids** one of the region's favorite "beer bars," according to a survey released by the Boulder-based Brewers Association. Voters in the Great American Beer Bar competition, conducted by CraftBeer.com, rated the Longmont brew pub the second favorite craft beer bar in the Mountain West region. Nearly 30,000 votes were cast and 3,300 bars were nominated for the rankings. In the Mountain West region, Liquids & Solids was ranked between Falling Rock Tap House in Denver, which took first place, and Mayor of Old Town, in Fort Collins, which placed third.

Corgenix Medical Corp. reported record revenue of \$9.3 million for the fiscal year, as the company continued to grow. Broomfield-based Corgenix (OTC BB: CONX.OB) said revenue was \$9,289,358 for the fiscal year ended June 30, compared with \$7,941,576 for the previous year, a 17 percent increase. The company also reported a net loss of \$623,391 for the fiscal year, compared with \$414,553 for the prior year. Corgenix sells more than 50 medical diagnostic kits for use in clinical labs to test for such health issues as immunology disorders, vascular diseases and bone and joint disorders.

Boulder-based **BiOptix Diagnostics Corp.** plans to expand into Europe. The research biosensor instrument company launched its European sales and marketing efforts at a trade show in Basel, Switzerland. The company will support an industry meeting in Amsterdam in November, followed by a separate industry symposium in Vienna in November. BiOptix's new biosensor device — the BiOptix 404pi — uses optical technology that can monitor biological interactions, including molecule interactions of proteins.

The **city of Boulder** recently completed a 2.5-year modernization project of its historic Boulder Canyon Hydroelectric facility with the

help of a \$1.18 million American Recovery and Reinvestment Act grant from the U.S. Department of Energy. Built in 1910, the facility was in need of upgrading if it was to continue to be operable. Without a new turbine and generator, operation of the facility was expected to cease within five years or fewer.

CONTRACTS

Boulder-based water-treatment company **New Sky Energy LLC** has partnered with a water-treatment company **212 Resources Corp.** in Houston. To clean industrial and agricultural wastewater. Financial terms of the partnership were not disclosed. New Sky Energy plans to hire 10 to 15 new employees in the next year in Colorado, California and Texas as a result of the partnership. The company currently has seven employees spread among offices in Boulder and in Austin, Texas.

Louisville-based **Envysion Inc.** has been selected by Chick-fil-A as a video provider. The quick-service chicken restaurant with more than 1,600 locations in the United States will use Envysion to improve operations, training and customer service.

GRANTS

Clinica Campesina Family Health Services in Lafayette has been awarded a \$55,000 grant by the U.S. Department of Health and Human Services to improve the quality of care and ensure more women are screened for cervical cancer. The grant will help the center become a patient-centered medical home and increase its rate of cervical-cancer screening.

Boulder-based **Siva Therapeutics Inc.** received a \$350,000 grant from San Francisco-based Thiel Foundation through its innovation program Breakout Labs. Siva will use the funds for cancer and rheumatoid-arthritis research. Silva will work on improving gold nanorods that can be inserted into a cancer patient's body and heated to kill tumors. In addition, Siva will use the funds to develop a portable infrared light in partnership with NanoRods LLC, a nanotechnology company in Germantown, Maryland, that makes and sells the gold nanorods used in Siva's photothermal-therapy research.

Colorado will receive \$329,517 in federal funding to help the state's small businesses export their goods and services as part of the U.S. Small Business Administration's **State Trade and Export Promotion Grant Program**. The program is administered by the Colorado Office of Economic Development and International Trade. The goals of the program are to

increase the number of small businesses that want to export and to increase the value of exports for those small businesses that currently export.

The **Gold Hill Fire Protection District** has received \$87,179 in competitive grant funds from the federal Department of Homeland Security's Assistance to Firefighters Grant program. The funds can be used to help the district acquire equipment, protective gear, training, and other resources to more effectively protect communities from the threat of fire.

Longmont-based **ABSL Space Products**, a division of EnerSys (NYSE: ENS), the global leader has been awarded the James Webb Space Telescope lithium-ion battery contract. ABSL was selected by **Northrop Grumman Aerospace Systems**. (NYSE: NOC) to design, fabricate, test, and deliver the batteries.

MERGERS & ACQUISITIONS

Ball Corp., a manufacturer of packaging for beverage, food and household products, has agreed to acquire **Envases del Plata S.A. de C.V.**, an aluminum aerosol packaging producer that has a manufacturing facility in San Luis Potosi, Mexico. The acquisition is expected to close by the end of October. Financial terms of the deal were not disclosed. The plant produces aluminum aerosol cans for personal-care and household products to customers in North, Central and South America. It employs approximately 150 people and operates five manufacturing lines. In a separate deal, Broomfield-based **Ball** (NYSE: BLL) and the **Envases del Plata Group** have agreed to form a joint venture in Argentina that will combine Ball Corp.'s aerosol packaging operations in Argentina and Envases' operation in Manaus, Brazil. The new Argentine joint venture, called **Envases-Ball**, will include Ball's steel aerosol can plants in Buenos Aires and San Luis, Argentina, and Envases' extruded aluminum packaging plants in the same locations and in Manaus, Brazil.

PSEG Solar Source acquired a 15-megawatt solar project in Milford, Delaware, from Boulder-based **Juwi Solar Inc.** Terms of the deal were not disclosed.

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

NONPROFIT NETWORK

BRIEFS

The **Emergency Food and Shelter Program** is accepting applications for emergency food and shelter programs run by local service agencies in the area to receive funds. Local agencies chosen to receive funds must: be 501c(3) nonprofit organizations, have an accounting system, practice nondiscrimination, have demonstrated the capability to deliver emergency food and/or shelter programs, and have a voluntary board. Funds will be awarded for food, in the form of served meals or groceries; lodging in a mass shelter or hotel, one month's rent or mortgage payment, one month's utility bill. For full eligibility information and to apply, contact Foothills United Way at 303-444-4013 or kkanemoto@unitedway-foothills.org. Application deadline is 4 p.m. Oct. 17.

The **Colorado Nonprofit Association's** 2012 Fall Conference & Exhibition will be Tuesday and Wednesday, Oct. 16 and 17, at the Omni Interlocken Resort, 500 Interlocken Blvd., Broomfield. Networking and informative sessions. The conference draws nonprofit decision-makers, foundation trustees and staff, corporate giving officers, and consultants and vendors who work with nonprofits. To register, visit <http://www.ColoradoNonprofits.org/Fall-Conference>.

The **Longmont Community Justice Partnership** has kicked off a pledge drive to raise \$100,000 for restorative justice. A pledge of \$75 is the equivalent of providing financial assistance for one person, \$100 will train one student restorative justice facilitator, and \$1,000 will keep one youth out of the criminal justice system, according to the nonprofit. To make a pledge, email Abigail@lcpj.org.

FUNDRAISERS

"**The Invisible War**," a documentary that chronicles the extent and impact of sexual assaults in the U.S. military, will be shown at 6:30 p.m. Wednesday, Oct. 17, at Boulder Public Library, 1001 Arapahoe Ave., Boulder. Tickets are \$10 each or two for \$15. and proceeds will benefit the **Women's Wilderness Institute** and **Moving to End Sexual Assault**, or **MESA**. The institute is a Boulder-based nonprofit organization that offers outdoor retreats for women returning from service in Iraq or Afghanistan with a focus on recovery from the stress of being in a war zone and reintegration into civilian life. MESA, a program of Mental Health Partners serving Boulder and Broomfield counties, provides client services to help sexual-assault survivors and their loved ones. Purchase tickets at www.movingtoendsexual-assault.org.

Foothills United Way presents a **90th Anniversary Celebration** from 6 to 10 p.m., Friday, Nov. 9, at the Omni Interlocken Resort, Broomfield. Cocktails at cash bar, dinner, program, entertainment by FACE. Tickets are \$50 each, \$375 for table of eight. To reserve tickets register online at unitedway-foothills.org or call 303-444-4013, ext. 100. R.S.V.P. by Nov. 2.

Boulder-based **Attention Homes** and **First United Methodist Church** present the **Inaugural Sleep Out for Homeless Youth**, a fundraiser to benefit Attention Homes, a nonprofit that provides shelter for youth in Boulder County. Participants will spend the night of Thursday, Nov. 15, sleeping outside on the lawn in downtown Boulder. They have pledged to each raise \$1,000 from friends, family and colleagues. For more information and how you can participate go online at www.attentionhomes.org.

GOOD DEEDS

Boulder residents **R. David Hoover** and **Suzanne A. Hoover**, donated \$25 million to their alma mater, DePauw University in Greencastle, Indiana. The majority of the \$25 million will provide the lead gift for the construction of a dining hall, the R. David and Suzanne A. Hoover Hall, to be located in the heart of campus. The remainder of the gift will provide \$9 million to support the R. David

and Suzanne A. Hoover Endowed Scholarship Fund for need-based financial aid. David is the former chief executive and current board chairman of Ball Corp. in Broomfield.

GRANTS

The Lafayette City Council on Oct. 2 awarded \$42,000 through the 17th annual "one Lafayette" program to 21 local nonprofit organizations which provide assistance for residents. The program, financed through the city's general fund, is divided into two categories: Essential Community Resources and Special Projects. Awarded Essential Community Resources funds were **Sister Carmen Center**, **Meals on Wheels**, **Safehouse Progressive Alliance for Non-Violence**, **Clinica Campesina**, **St. Benedict Health and Healing Ministry**, **Flatirons Habitat for Humanity**, **VIA (formerly Special Transit)**, **Voices for Children**, **Immigrant Legal Center of Boulder County**, **Rocky Mountain Legal Center** and **Boulder County Legal Services**. Special Project grants were awarded to **WOW! Children's Museum**, **Audio Information Network**, **Lafayette Miners Museum**, **Project YES**, **Intercambio Uniting Communities**, **Institute for Ethical and Civic Engagement**, **Centaurus Track and Cross Country**, **Kids Park Lafayette**, **Rocky Mountain Center for Musical Arts** and **Imagine**.

ON THE JOB

ACCOUNTING

Ehrhardt Keefe Steiner & Hottman promoted **John Devore** to partner in the firm's tax service area and works in the company's office in Boulder. Devore provides strategic tax solutions to both public and privately held clients in the telecommunications, technology, distribution, manufacturing, and real estate industries. He has been involved in public accounting since 1999 and has been with EKS&H since 2008. EKS&H also promoted **Kelly Kozeliski**, **Sean McBride**, **Patrick McFarlen** and **Eric Stutz** as partners at the firm's office in Denver.



Devore

ADVERTISING, COMMUNICATIONS

Liz Lotz has been named director of public relations at Boulder-based Tonic - A Public Relations and Marketing Mix LLC, a creative marketing, interactive and public-relations agency dedicated to recreation. Her nearly 20 years of experience includes public-relations and marketing work for a wide range of industries including consumer, hospitality, airline, high tech, law and commercial real estate.



Lotz

ARCHITECTURE, CONSTRUCTION

Lafayette-based Design Concepts, a community and landscape architecture, announced that **Dave Peterson**, PLA, earned a license to practice landscape architecture in Colorado. Peterson also was recently appointed by the Broomfield City Council to a four-year term on the Broomfield Parks and Recreation Advisory Committee. Peterson has worked for Design Concepts for eight

years as a community planner. He earned a bachelor's degree in landscape architecture, magna cum laude, from Colorado State University in 2004. He completed a master's degree in exercise and sports sciences from the University of Arizona in 1991, and earned a bachelor's degree in education from the University of Nebraska in 1989.



Peterson

ENGINEERING

Broomfield-based MWH Global, promoted 14 employees to vice president, five of whom are based in Colorado, including: **Aaron Burns**, vice president and engineer. Burns joined MWH in 2002 and has 15 years of project experience across a variety of sectors including dams, tunnels, water and wastewater, hydropower and mining. **Graham Campbell**, vice president of finance. Campbell has more than 27 years of experience ranging from engineering planning and design to project management, business development and financial management. **Marilynn Robinson**, vice president and business unit leader. Robinson joined MWH in 2000 and she leads a team of management consultants and technology experts to optimize people, processes and systems for clients. **Philip Tunnah**, vice president and program manager. Tunnah has 22 years of experience in design-build and construction management-at-risk projects, and he currently leads the firm's work on the Colorado Springs Southern Delivery System project, which is one of the largest water programs in the country. **Andrew Wilson**, vice president and director of finance. Wilson serves as the director of finance across a number of MWH business units. He has more than 17 years of experience in finance and is also a certified public accountant.

HOSPITALITY, RECREATION

John Paul Sales, a wealth-management adviser and senior vice president at Merrill Lynch, Pierce,

Fenner and Smith Inc. in Boulder, was appointed to the board of directors of the Rocky Mountain Rough Riders AAA Hockey Association.



Walker



Sher

NONPROFIT

Meals on Wheels of Boulder has elected **Alan Sher** and **Scott Walker** to its board of directors. Sher is a sales consultant with Asher Sales Group, which provides executive consulting to the food industry. Walker is a retired project manager, having worked for 25 years for IBM and managed a restaurant for four years.

WOW! Children's Museum in Lafayette selected **Jennifer Hinderliter** as executive director, succeeding founding director Lisa Atallah. Hinderliter has more than 12 years experience working in the nonprofit sector and most recently served as the development director for Family Star Montessori School in Denver. Hinderliter has a master's degree in nonprofit administration from San Francisco State University and certification through the Executive Director Leadership Training Program in Denver.

Boulder-based Via, formerly Special Transit, hired **Nicole Cavilino** as director of customer and community services. Cavilino, has a master's degree in adapted kinesiology, specializing in mobility rehabilitation. Previously, she worked for R&D Transportation Services in Los Angeles where she developed and managed mobility programs for people with disabilities. Cavilino will oversee Via's quality assurance program, safety, customer service,

client advocacy, service development and mobility management. Via also hired **Hillary Johnson** as grants manager. Johnson is a Boulder native and has connections with the community having volunteered with the University of Colorado, Flatirons Habitat for Humanity, Sister Carmen Community Center and Community Food Share. Johnson has a law degree from Stanford University and spent her early career in private practice, including a stint as general attorney for Ball Corp.



Cavilino

REAL ESTATE

Richard Bongiardina has joined Boulder-based Freeman Myre as an associate broker. He has lived in or around Boulder since 1986 and attended the University of Colorado. Previously, he worked for Tandy Corp./Radio Shack for 19 years and for the last 12 years as a credit and collections manager for Corporate Express/Staples in Broomfield.

TELECOMMUNICATIONS

Broomfield-based Level 3 Communications Inc. (NYSE: LVT) appointed **T. Michael Glenn** to its board of directors. The appointment brings the total number of board members to 13. Glenn serves as executive vice president of market development and corporate communications at FedEx Corp. (NYSE: FDX), and is president and chief executive of FedEx Corporate Services. Prior to assuming his current position in 1998, Mr. Glenn held a number of executive positions with increasing responsibility at FedEx.

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AWARDS

Lafayette-based **Aegis Analytical Corp.**, a provider of manufacturing process intelligence software, presented awards to two of its Discoverant data-aggregator customers: **GlaxoSmithKline** in the Process Development category and **Eli Lilly and Co.** in the Process Manufacturing category.

Global Collision Repair Center of Boulder, owned by Boulder-Global Holdings Inc., has received a bronze award as part of the Colorado Department of Health and Environment's Environmental Leadership Program. Paint used by Global is waterborne, not solvent-based.

The **Colorado Lottery** has awarded 2012 Starburst Community Awards to two governmental entities in Boulder County. The **town of Nederland** was honored for using a \$17,000 lottery-funded Great Outdoors Colorado grant to make improvements to Chipeta Park, including addition of play equipment appropriate for children younger than age 5. **Boulder County Parks and Open Space** was honored for using a \$130,000 GOCO grant to build four miles of trail in the Betasso Preserve system and improving recreational trail opportunities for mountain bikers, hikers and other trail users.

The Center for ReSource Conservation announced recipients of the 2012 conservation ReWards, honoring people who have demonstrated outstanding leadership and creative vision toward a more sustainable future. Winners include: **Ron Flax**, Conservationist of the Year; **Elizabeth Nolan** and **Linda Olsson** of Bold Doors Volunteers, Volunteers of the Year; **Cheryl Crispi** of Lovely Lady Products, Entrepreneur of the Year; **Summit Middle School**, Youth Conservationists of the Year; and the **city of Lafayette**, Community Conservation Leaders of the Year. The awards will be presented at CRC's ReWards Dinner and Auction, to be held Saturday, Oct. 20, at the St Julien Hotel and Spa, 900 Walnut St., Boulder. The event is open to the community. Tickets are available online or at the CRC office, 2639 Spruce St., Boulder. For more information including tickets, sponsorship and donating, visit www.conservationcenter.org/rewards/.

Encana Corp.'s natural-gas processing facilities near Rifle and the **MillerCoors Brewery** in Golden shared top state honors for reductions in industrial energy use and were named Partners of the Year in an awards ceremony

held Sept. 27 at the state Capitol. The ceremony was held to recognize achievements of participants in the Colorado Industrial Energy Challenge, managed by the Southwest Energy Efficiency Project on behalf of the Colorado Energy Office. Three other companies, including pharmaceutical manufacturer **Corden Pharma** in Boulder, received Excellence in Energy Efficiency awards at the event. Corden Pharma reduced its total energy consumption by 6.9 percent.

Recruiter and career coach **Kendra Prospero** and her business, Boulder-based **Turning the Corner LLC**, received The Startup Expert Business of the Year award from Denver entrepreneurial consultant and coach Tommi Wolfe. Wolfe selected Prospero's application among four finalists, inviting them to give presentations to about 200 guests



Prospero

gathered for Wolfe's Six-Figure Solopreneur Secrets conference Sept. 12-14 at the Four Seasons Denver.

Ken Krechmer, a lecturer with the University of Colorado-Boulder's Interdisciplinary Telecommunications Program, has been awarded first prize in a global challenge for his paper on Cloud Computing Standardization. The prize, worth \$20,000, was presented Oct. 5 by the International Electrotechnical Commission and the Institute of Electrical and Electronics Engineers. Krechmer's paper addressed how cloud computing promises to dramatically simplify the development and deployment of new economic, social and environmental applications, which represent very large commercial opportunities.

Louisville-based **Envysion Inc.** won a bronze Stevie Award in the New Product or Service category of the 10th Annual American Business Awards, for Envysion Insight, the next generation of the company's managed video as a service application. It was recognized for innovative design and features that deliver video-driven business intelligence and bottom line impact for its customers.

PRODUCT UPDATE

Boulder-based **Celestial Seasonings**, a brand of The Hain Celestial Group Inc. (Nasdaq: HAIN), launched ENERJI Green Tea Energy Shots, a blend of green tea, B-vitamins and ginseng. It comes in three flavors, Citrus, Berry and Berry and Pomegranate Xtreme, and is packaged in 2.5 fluid ounce bottles. Available online at shop.celestialshots.com and select online and local retailers.

Boulder-based **InDevR LLC** a developer of instruments for the life science industry, an-

nounced the availability of custom arrays created to specific customer requirements. Flexible array placement, printing of capture agents and up to 850 unique oligos per array are available and compatible with InDevR's ampliPHOX and other detection systems.

Boulder-based **Apogee Communications Group** released an updated version of its award-winning DVD, "**Emergency Preparedness - Awareness & Survival**." The educational program gives tips and how-to instructions

about planning for natural disruptions ranging from power outages, droughts, hurricanes, pandemics, radiation accidents, to manmade incidents such as dirty bombs and other acts of terrorism. The information is arranged in a user-friendly 16-chapter format, which allows viewers to access accurate preparedness information and find specific preparedness topics easily.

Louisville-based **Inovonics Corp.** announced its EchoStream EN4200 receiver now interfaces with the Sonitrol IP-Enabled iBase and FlexiBase

control panels by Stanley Security. Stanley Security's audio alarm verification panel offers a more efficient install, increased flexibility, and can be less expensive than video verification solutions.

Boulder-based **Thanasi Foods LLC**, a developer and supplier of branded snack foods, launched its line of all-natural Duke's Small Batch Smoked Meats. The lineup includes a variety of flavors of beef jerky, sausages and steak and pork strips. It also added BIGS - Heinz Salt & Vinegar flavored sunflower seeds to the BIGS line.

Homes could rise at foot of Mount Sanitas

BOULDER — A 23-home development soon could be coming to the former home of the Boulder Junior Academy at the foot of Mount Sanitas.

Moonbeam Boulder LLC, a Boulder-based company, is planning the development of single-family detached homes for the 5.84 acre parcel at 2641 Fourth St. Moonbeam Boulder purchased the lot for \$4.6 million in October 2011.

The development, which Moonbeam Boulder has named the Trailhead, is in the area where the historic Mapleton and Newlands neighborhoods meet the open space around the city of Boulder's borders. The Mount Sanitas trailhead is on the property.



REAL ESTATE
Michael Davidson

For several decades, the property was the home of the Boulder Junior Academy, a school run by Seventh-day Adventists. The school building was demolished in 2008 after being sold in 2003 and 2006. Since its sale, several plans have been proposed for the site, including proposals to build homes or a senior living community. An area plan for the site was approved by the city in 2009.

Moonbeam Boulder's plan has been through the concept review stage and is scheduled to come before the Boulder Planning Board Nov. 1. The architect is Surround Architecture Inc., a Boulder-based firm.

Representatives of Moonbeam Boulder could not be reached.

E SOURCE: E Source Companies LLC, a Boulder-based firm that provides research and advisory services for utilities and large energy consumers, announced it will relocate to a new headquarters in Boulder.

E Source will move to a 24,000-square-foot space at 1745 38th St. The company has signed a 10-year lease for the space and is anticipating moving in January.

E Source employs 70 people in Boulder and 80 in all, and has been in business for 25 years.

"Our company's mission is to advance the efficient use of energy, and the new facility lets us 'walk our talk,'" said Gary Sunshine, E Source's executive vice president and chief operating officer, in the announcement. "We're excited about the building, and the improvements will put us well above Boulder's exacting energy codes."

E Source conducts industry and market research that is used by more than 300 companies, said Wendy Bloechle, vice president for marketing and customer service. Its clients

Going up in Gunbarrel New Hampton Inn & Suites to anchor Gateway Center



DOUG STORUM

A 100-room, 69,100-square-foot Hampton Inn & Suites is being built at 6333 Lookout Road in the Gunbarrel Gateway Center. The project is being developed by Boulder Hospitality LLC and McDermid Management Co. LLC. Brinkman Construction is the general contractor. The developers plan to build three buildings on pad sites near the hotels, and Brinkman Partners will be the broker looking for tenants. The property formerly was the site of a Hugh M. Woods hardware store.

primarily are natural gas and electric utilities and companies that use large amounts of energy. E Source's specialties include best-practices research in energy-efficiency, marketing and customer service, Bloechle said.

E Source and the building's owner, Bancroft Capital, will cooperate in making extensive modifications to the property.

"We're basically gutting the whole thing," Bloechle said.

The decision to relocate primarily was driven by a desire to be able to upgrade a property as an example for clients. E Source's staff size will not change much after the move, she said.

The property's owner has been E Source's landlord before and supports the company's desire to remake the building.

"We come to appreciate the environmental focus of E Source when they were a tenant of ours at 3333 Walnut 10 years ago," Bancroft Capital principal Joe Lamkin said in the release. "We jumped at the opportunity to welcome them back, and for the great opportunity to learn from them how to transform an older building into an energy-efficient showpiece ... and that's exactly what is happening at 1745 38th St."

Gary A. Aboussie of The Colo-

rado Group represented E Source. Becky Gamble with Dean Callan & Co. represented Bancroft.

E Source currently is located at 1965 N. 57th Court in Boulder, a 24,900-square-foot space.

REYNOLDS RELOCATING: Finding 10,000 square feet of office space in downtown Boulder is a challenge for everyone — even if you own about 300,000 square feet of it.

W.W. Reynolds Cos., one of the largest developers and owners of commercial real estate in Boulder, has relocated its headquarters to 1375 Walnut St., which is in the Colorado Building complex.

W.W. Reynolds owns the Colorado Building, best known for being the tallest building in downtown Boulder. It also built and owns the One Boulder Plaza complex, one of the newest commercial developments in Boulder.

W.W. Reynolds is leaving its old 7,500-square-foot space in One Boulder Plaza to accommodate the growth of Holland & Hart LLP, the Denver-based law firm that is expanding its Boulder office, W.W. Reynolds' partner Jeff Wingert said.

"They've been in a growth mode and needed to expand," Wingert said. "They were on the entire floor above us, and it made sense. It's something

developer/owners do to accommodate good tenants."

W.W. Reynolds' decision to take a space in the basement of the Colorado Building also was a pragmatic one.

"It was the only space in downtown Boulder that was big enough to house our operation," Wingert said.

The company wanted to stay in a property it owns, but in the end it didn't have much choice.

"There weren't really any other spaces that would fit us anyway, even that were outside of our portfolio," he said.

The lobby, basement and first and second floor offices at 1375 Walnut St. are going through an extensive makeover.

"We basically gutted the entire thing," Wingert said.

While W.W. Reynolds is taking over the basement, Newton Running Co. Inc. has relocated its headquarters to the building's first floor.

W.W. Reynolds is determining whether to upgrade the tower, which is at 1919 14th St., Wingert said.

REC REMODEL: The University of Colorado-Boulder has broken ground on a \$63 million remodel and expansion of its Student Recreation Center.

The project includes a new out-

► See **Real Estate**, 29A

REAL ESTATE from 28A

door pool, an indoor turf gym, an expanded space for weight and cardiovascular fitness training, more fitness studio space, a renovated ice rink and a new climbing gym and bouldering area.

When it is complete, the recreation center will be about 30 percent larger than the existing building. The remodel also includes about \$25 million for deferred maintenance, including heating and cooling and fire safety upgrades.

Student leaders initiated the project. Funding will come from bond sales, which are to be repaid through student fees collected during a 25-year period. The center will remain open throughout the construction, which is scheduled to last through fall 2013.

Architectural design for the remodel and expansion was done by the Davis Partnership LLC architectural firm in Denver in conjunction with Cannon Design, based in Chicago. The general contractor in charge of the project is Saunders Construction Inc. of Centennial.

BARA TO MOVE: The Boulder Area Realtor Association has sold its 8,896-square-foot office building at 4885 Riverbend Road to the Community Hospital Association for \$2 million.

The association needed more room and got a good offer, president Mike Bader said.

"We kind of outgrew it," he said. "Our building was a little bit small for us, and the opportunity was right. We figured this was a good time to move forward for us."

It also found an eager buyer. The Community Hospital Association, the nonprofit that runs Boulder Community Hospital, has been buying property in the Riverbend subdivision, which is due east of its Foothills campus at 4747 Arapahoe Road. According to the Boulder County Assessor's Office, the association already owned six of the 12 buildings in the subdivision.

EYE from 3A

week to someone in need.

The popcorn puns seemingly are endless at the Boulder-based company, which just opened its 70th location since starting its franchise program in 2009.

A franchise group opened a kiosk at The Galleria at White Plains Mall in White Plains, New York, and has expansion plans to open nine additional units throughout the East Coast.

Doc Popcorn offers fresh-popped, all-natural flavored popcorn. It pops its whole-grain non-GMO kernels in 100 percent corn oil and offers a wide variety of distinctive flavors such as "sinfully cinnamon" and "hoppin' jalapeno" made from blends of natural ingredients. Franchise models include the PopShop, PopKiosk and Mobile PopCart.

Highest-Priced Home Sales in Boulder County

August 2012

Sale Price	Buyer	Address	City
\$4,050,000	George B. Boedecker Jr.	1077 Canyon Blvd., Unit 402,	Boulder
\$1,665,000	David Bertram Jr. and Virginia L. Turner	1040 Rosehill Drive,	Boulder
\$1,490,000	Robert E. and Shari L. Burnham	1201 Kennedy Ave.,	Louisville
\$1,375,000	Frank P. and Carrie R. Dorr	2890 15th St.,	Boulder
\$1,350,000	Phillips R. and Jennifer D. Geraghty	1157 Pintail Court,	Boulder
\$1,325,000	James M. and Susan E. McMynn	7352 Empire Drive,	Boulder
\$1,300,000	James and Jean Collin	1655 Walnut St., Unit 102,	Boulder
\$1,200,000	Flemming Cai Mengel	2405 Cragmoor Road,	Boulder
\$1,195,000	Adrianna T. and Mark Holman	355 Mountain King Road,	Boulder
\$1,173,000	Sue Gail Eckhardt	2958 6th St.,	Boulder

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

Gail Mock of Mock Realty represented BARA in the sale, Bader said.

BARA will relocate in about four to six months to a new building it recently purchased at 4790 Table Mesa Drive, Bader said. The property cost \$1.55 million.

According to BARA, B. Scot Smith and Jason Kruse of the Colorado Group represented BARA, and Hunter Barto of Dean Callan & Co. represented the seller, One Walden Building LLC.

SOPHONO: Hearing-device company Sophono Inc. has moved to a 10,000-square-foot location at 5744 Central Ave. in Boulder, nearly tripling its space.

Sophono received \$7 million in venture-capital financing in August. The company has added 10 new employees in recent weeks and plans to add 10 more in marketing and manufacturing jobs by the end of the year, said Jim Kasic, company president and chief executive officer. Sophono currently has 22 employees.

Sophono previously was located at 3022 Sterling Circle, Suite 100, in Boulder.

Michael Davidson can be reached at 303-440-1943 or mdavidson@bcbr.com.

As most retailers were feeling the strain of the recession, Doc Popcorn experienced steady growth. The brand signed more than 80 franchise agreements in 30 states and the District of Columbia which, when fully developed, will represent more than 300 locations.

From 2009 to 2012, the company's cumulative growth will be 5,341 percent, according to chief executive Rob Israel.

"Our growth is more than a hot streak. It has become a solid trend," Israel said. "We've had several back-to-back banner years, which show that both consumers and franchisees are caring more and more about the quality of product they eat and represent."

It's a success story that's hardly a pop secret.

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LOCAL LUXURY MARKET SHARE

Company	Share	DOM	SPLP
Kentwood	8.2%	156	91.5%
Coldwell Banker	9.1%	126	94.7%
Sotheby's	7.6%	132	93.5%
Re/Max Alliance	6.8%	123	94.8%

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P+DC12
AIA COLORADO PRACTICE & DESIGN CONFERENCE

Thursday, November 1 to Saturday, November 3

Keystone Resort & Conference Center

The one-day **AIA Colorado Practice Conference (Nov. 1)** is a great opportunity to acquire practical skills for managing a design firm. Topics include social media marketing, delivering successful RFPs/RFQs and creating usable marketing plans, among others. A worthwhile resource for human resource professionals, small business owners and sole practitioners.

The New Normal. The two-day **AIA Colorado Design Conference (Nov. 2-3)** inspires attendees to explore how architecture design practices can adapt positively to adversity. The conference also offers an opportunity to earn continuing education credits while mingling with other design industry professionals.

for more information or to register:
aianewnormal2012.org

@AIA_CO_PDC
aiacodesignconference.blogspot.com



A Component of The American Institute of Architects

App industry builds base in Colorado

It turns out, there really is “an app for that.” Colorado at least, is displaying a huge appetite for apps — and app developers — of all types, giving new meaning to that now-classic Apple iPhone slogan.

A recent study commissioned by CTIA-The Wireless Association and the Application Developers Alliance found that mobile-app developers generated more than 8,000 jobs in Colorado, with a total economic impact of \$429 million.

As is normally the case with such studies, this particular effort included some ancillary jobs, such as marketing and other sectors, due to the “multiplier effect.” But it also counted app developers and other information-technology workers supporting the sector.

The study was conducted by South Mountain Economics LLC, which estimated that there are 519,000 “App Economy” jobs in the United States.

EDITORIAL

In terms of economic impact, the \$429 million experienced in Colorado ranked the state No. 15 nationwide in the app industry. (California leads the nation, with \$8.2 billion in economic impact and 151,900 app-industry employees.) Colorado ranked No. 10 when comparing “app intensity,” or how much of the state’s workforce is affected by the sector.

No numbers exist currently for how big a role the Boulder Valley plays in the Colorado app industry, but we suspect that it’s substantial. New application-development companies seem to spring up in the Boulder area at every download to a smartphone.

We would encourage local economic-development agencies and the Colorado Technology Association to take another step in understanding how big an impact different parts of the state have on this growing sector, and how we can help it grow.

Just as Boulder has led the way in terms of software, Internet, data-storage, natural-products, outdoors and other sectors, it could also lead the way in building a larger and stronger base of mobile-app developers.



Hospital competition heats up

Area hospitals embark on new construction, competition, cooperation

Competition is building — literally — in the Boulder Valley health-care sector.

Even as Boulder Community Hospital continues its \$130 million expansion of its Foothills Campus at Arapahoe Road and Foothills Parkway in Boulder, Exempla Health-care announced plans for a future medical campus at Interstate 25 and Colorado Highway 52 in Frederick.

Exempla is also building a 147,000-square-foot Comprehensive Cancer Center at Exempla Good Samaritan Medical Center in Lafayette, putting it in competition with other cancer facilities, including those at Boulder Community and Longmont United Hospital.

Boulder Community’s expansion means a shift of most medical operations from the main hospital on Broadway, while rehabilitation services will move from the Mapleton facility — formerly Boulder Memorial Hospital — to the Broadway location.

For Exempla, which operates the 234-bed Exempla Good Samaritan Medical Center on U.S. Highway 287 in Lafayette, a future campus in Frederick will put it in direct com-

petition with University of Colorado Health’s Poudre Valley Health System, which is building the Indian Peaks Medical Center in the area.

All in all, Exempla’s announcement felt like déjà vu. In 2008, Phoenix-based Banner Health, which operates North Colorado Medical Center in Greeley and McKee Medical Center in Loveland, announced plans for a medical campus in Frederick, before abandoning the plans in the wake of the recession two years later. The land purchased by Exempla is the same parcel once targeted by Banner.

Meanwhile, Kaiser Permanente this year expanded into Northern Colorado, with facilities in Fort Collins and Loveland. Kaiser is a major player at Exempla Good Samaritan Medical Center and forged an alliance with Banner Health for its Northern Colorado expansion.

These days, to speak of the Boulder Valley health-care sector or the Northern Colorado health-care sector

is really a misnomer. All of the hospitals within Boulder County, including Boulder Community, Longmont United, Exempla Good Samaritan and Avista Hospital in Louisville, target patients from areas far wider than just municipal boundaries, stretching into Larimer and Weld counties, or farther into the Denver metropolitan area.

Poudre Valley is now a component of University of Colorado Health, along with University of Colorado Hospital. The group also recently assumed management of Memorial Hospital in Colorado Springs and is completing a management agreement with Ivinson Memorial Hospital in Laramie, Wyoming.

What’s driving all of the joint ventures and head-to-head competition? The joint ventures at the same time reflect a desire to contain administrative costs, and to place individual hospitals in a position to survive the uncertainties of health-care reform. And each of these facilities is hoping to secure a hefty share of new patients as population increases, and as more patients enter the health-care system.

For local observers of the health-care scene, we’re likely to experience déjà vu all over again. And again.

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PUBLISHER'S NOTEBOOK
Christopher Wood

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BCBRDAILY from 2A

statement from the city.

As part of the project, the city launched the website www.ActiveLafayette.com to get community input. Omaha, Nebraska-based MindMixer and Denver-based ERO Resources Corp. also are involved in the project. MindMixer is the online discussion-forum company handling the website; ERO will handle ecological and natural-resource aspects of the plan, according to information available on the city of Lafayette's website.

Posted Oct. 1.

Justin's joins peanut recall

BOULDER — Justin's Nut Butter LLC is the second local company to voluntarily recall certain products made with peanuts from Sunland Inc. in New Mexico that may be contaminated with salmonella.

Justin's is recalling certain lots of 16-ounce jars of Classic Peanut Butter and 1.15-ounce and half-ounce single-serve squeeze

packs of Honey Nut Butter, the company said in a press statement. No almond butter, hazelnut butter, peanut butter cups or candy bars are involved in the recall, the company said.

Niwot-based Earth Balance said in September it would recall certain Earth Balance Almond Butter products.

Justin's said the affected products are: Classic peanut butter jars with a "best by" date of Aug. 7, 2013; 1.15-ounce honey peanut butter squeeze packs with a "best by" date of July 24 or July 25, 2013; and half-ounce honey peanut butter squeeze packs with "best by" dates of July 14, Aug. 10, Aug. 13, Aug. 14 or Aug. 15, 2013.

Justin's consumers who bought products with the dates in question are asked to return them to the place of purchase for a full refund. Consumers also can bring a receipt in place of the product and discard the product at home. Anyone with questions should contact the company at 303-449-9559 or

comments@justinsnutbutter.com.
Posted Oct. 1.

Chamber nets new members

BOULDER — More than 270 new business members joined the Boulder Chamber in a two-day membership drive led by community business volunteers.

New members brought about \$110,000 in new revenue to the chamber, said Angelique Espinoza, a chamber spokeswoman. About 230 volunteers were involved in the event, from one-person real estate and architecture offices to employees of new member companies MillerCoors LLC and PepsiCo. Inc. (NYSE: PEP), Espinoza said.

Before the membership drive, the Boulder Chamber had about 1,530 members — about twice as many as any other community of Boulder's size in the nation, Clif Harald, the chamber's interim chief executive officer, said in a press statement.

Posted Sept. 28.

Alpen buys back local plants

BOULDER — Alpen High Performance Products LLC, which makes energy-efficient windows, has bought back its local window and architectural glass operation from Serious Energy Inc. of Sunnyvale, California. Financial terms of the deal were not disclosed.

Boulder-based Alpen has two local manufacturing plants with more than 50 employees, said Brad Begin, the company's chief executive. Alpen was founded in 1981 in Colorado. Company assets were sold to Serious Materials, the predecessor of Serious Energy Inc., in 2008, and now have been bought back, Begin said.

Insulated glass and windows are made at the two Boulder facilities and shipped to 100 dealers around the nation. Locally, the windows and glass have been used in thousands of projects, including several McDonald's restaurant Playland facilities and at the Denver Zoo, Begin said.

Posted Sept. 27.

NONPROFIT from 5A

dra Lynch, development director for SPAN, but a commitment to a healthy and safe work environment drives many employers to give voice to domestic violence issues.

"Most companies, most of us see our work environment as just below 'home,'" Lynch said. "Those people are part of our family, and it matters that they are OK, and it just makes for a better organization."

Still, less than 30 percent of U.S. workplaces have an official policy addressing violence, according to the U.S. Department of Labor, thereby leaving concerned employees without a clear path when confronted with domestic-violence issues.

"Businesses can take steps to educate employees around how to talk to a friend or coworker that they have concerns about," Lynch said. SPAN offers brown-bag lunch seminars on domestic violence. Defining domestic violence and sexual harassment, followed by making clear what respectful boundaries are in the workplace, can help begin the

dialogue, she said.

"It can be as simple as a line of response saying, 'If you're concerned, here's who you talk to,'" Tapp said.

Women of all races and religions and across income levels are impacted by domestic violence, Tapp said. Men are abused, too, she said, although the majority of domestic-violence survivors are women or children. The stigma related to domestic violence keeps many silent.

"It may prevent them from reaching out for fear of being seen as weak or stupid, and there is a whole array of blame and shame that can happen toward survivors," Tapp said. This can be particularly true for women in leadership roles within a company who are being abused at home, she said. Some survivors worry that disclosing the abuse will put their job at risk. Workplace policies condemning abuse and harassment can help diffuse this fear, she said.

SPAN receives nearly 9,000 crisis

SPAN RECEIVES

nearly 9,000 crisis calls each year and provides direct services to more than 2,300 adults and children coming from abusive situations.

calls each year and provides direct services to more than 2,300 adults and children coming from abusive situations. Services include immediate housing for those fleeing abuse and transitional housing. SPAN provides legal advocacy, and while these services are essential, addressing the emotional trauma left in an abuser's wake can be the most challenging.

"You can't just slap a Band-Aid on them and send them back into the world," Lynch said. "There has

to be long-term advocacy and support" such as counseling.

In addition to educational seminars for businesses on domestic violence, SPAN can help interested employers find other resources to assist employees.

Many SPAN services are provided by well-trained volunteers. Long-time SPAN volunteer and current board chairwoman Judy Knapp has done everything from taking crisis calls to fundraising for the organization. She believes in the work SPAN does and said many people don't realize the depth or breadth of distress brought on by abuse.

SPAN's mission is to offer services to victims and education to area organizations and businesses, Knapp said, but it also offers an opportunity for businesses to provide service to SPAN through donations or partnerships.

"I don't think you can think of a better organization to help women out," Knapp said.

TONIC from 3A

San Francisco," Wieck said.

To differentiate the company from its large national competitors, Tonic is building a website that shows how connected to the community it is and things they offer locally such as free yoga classes and free bike-riding weekends.

"Brand essence is something that will evoke an emotion. It's what you feel when you think of a company," she said. "We work with a number of exercises to see if a company's brand is sending a consistent message."

One exercise has staff and consum-

ers each coming up with 10 adjectives to describe the brand. "If they're different, there's a disconnect between the owner and the customers," Wieck said.

She relates her own company's name — Tonic — as a description of what customers can expect.

"Tonic is effervescent, and that's what my team is: Fresh, light, fun and refreshing."

Sometimes Tonic assigns exercises to help clients find basic ways to grow their businesses.

"I asked one woman to write down

everyone she'd seen, how they found her and how she found them and then to look for a pattern," Wieck said. "It sounds obvious but it makes people accountable with completing a task."

Evaluating the relationship of a company's elevator pitch, what it sells, what it communicates to consumers and how well consumers get the message serves as another tactic in firming up a company's marketing efforts, Wieck said.

"Often people are overly verbose with (website) copy," she said. "They're fearful so they put every-

thing up."

She reminds clients that a picture can be worth a thousand words.

Assessing a company's current marketing tactics can uncover which strategies work best in spite of what current trends are.

"In one case we didn't feel that social media was the best for a company and that traditional press releases were better because of their older clientele and budget."

Tonic Marketing recently relocated to an office at 777 Pearl St.



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