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CU vying for solar observatory

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

BOULDER — University of Colorado scientists are working to get Boulder and CU their day in the sun.

CU is one of seven academic institutions vying to become home of the National Solar Observatory, which could bring more than 60 scientists and administrators to Boulder and

University one of seven institutions competing for solar research center

pump money into the local high-tech industry.

The project is intended to be one of the premier solar research institutions in the U.S. and would add another entry into Boulder's long list

of research institutions that receive federal support.

A group of university researchers submitted a bid for the project late last year. If the bid is successful, it would be a triumph for the academic

community and the city, its supporters said.

CU is competing against Montana State University, New Mexico State University, the University of Alabama-Huntsville, the University of Arizona, the University of Southern California and the Pacific Solar Astronomy Partnership, which is led by the University of California-Berkeley.

► See **Solar, 19A**

Tech park backers take new course on site search

Thirty-five locations pitched for manufacturing campus

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

DENVER — An unanticipated flurry of interest has caused the backers of a proposed manufacturing center for aerospace and clean energy companies to change course.



Marostica

The Colorado Association for Manufacturing and Technology in Denver will work with economic development and site selection experts to determine the location of a proposed 200-acre manufacturing and research park.



Thorndike

The park, dubbed the Aerospace and Clean Energy Manufacturing Innovation Park, could house up to 100

► See **Park, 2A**

SPRUCING UP THE ARTS CENTER

The Dairy Center for the Arts' upgrades, renovations on schedule



PETER WAYNE

Rich Harris, executive director of The Dairy Center for the Arts, is overseeing the renovation of the arts center in Boulder. Here, Harris sits in the remodeled 80-seat Carsen Theatre. See story, 21A.

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Pharmaca goes solar at store in 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 e-mail each weekday. Just click on "Register for E-Newsletters" at www.BCBr.com.

BY BUSINESS REPORT STAFF
news@bcbr.com

BOULDER — Pharmaca Integrative Pharmacy Inc. will celebrated the installation of 20 solar panels on the front of its store in downtown Boulder with a Turn On party Jan. 15.

Boulder-based Independent Power Systems Inc. installed the panels, which are expected to generate about \$400 worth of power every year. The system's cost wasn't immediately available. The power savings is based on current Xcel Energy rates. Pharmaca estimates the system will generate about 5,400 kilowatt hours of energy per year. The store is at 1647 Pearl St.

Monitors at the front entrance of the store give passersby data about energy collection and carbon off-

sets that come from the panels. The store also has other environmentally friendly building features, including bamboo flooring, recycled carpeting and environmentally friendly paint.

Ponzi schemers sentenced

BOULDER — Two men face jail sentences after they pleaded guilty to two felony counts of securities fraud Jan. 12 in Boulder County District Court.

BCBRdaily

The duo - Michael Kass of Boulder and Bela Geczy of Longmont - were charged with bilking \$18 million from 272 investors, about half of whom are from Boulder County, according to a grand jury indictment released in April.

Both men are set to be sentenced on April 6. Kass faces a possible sentence of 16 years, and Geczy is facing a sentence of 12 years.

Potential restitution to victims will be handled following sentencing, said Christopher Zenisek, an assistant dis-

trict attorney involved in the case.

The two men promised investors returns of up to 50 percent on their money, according to the indictment. Their Boulder-based company, Dharma Investment Group, offered investments in a local coffee company, offshore and domestic real estate developments, real estate investment notes, a "blended pool" of investments and investments in startup companies, the indictment said.

They also were accused of paying early-round investors with money from later-round investors, according to the indictment.

The scam went on between 2006 and 2008.

Country club in foreclosure

LONGMONT — Three potential buyers are interested in Fox Hill Country Club as it faces foreclosure proceedings filed by its creditor Mile High Banks.

A buyer for the club could be announced soon, said Fox Hill board member Stan Michalski.

The Longmont-based, privately held

club, owned by FHCC Ltd., is in arrears to the bank for \$3,855,495, according to a Dec. 29 filing at the Boulder County Public Trustee's office.

A property foreclosure sale is scheduled for April 27, according to the Boulder County Public Trustee's website. Michalski declined to identify potential buyers or how much they might be expected to pay above and beyond the foreclosure amount for their offers to be considered. The club is expected to remain private, he said.

Trada hires Yahoo executives

BOULDER — Trada Inc., a Boulder-based startup that specializes in Internet search marketing, has hired two former Yahoo! Inc. executives for senior positions.

Tim Mayer will become Trada's chief strategy officer and will be responsible for sales, marketing, product development and operations, Trada said in a press release. Ben Wright will become vice president of service delivery and marketplace and be in charge of account management,

► See **BCBRdaily**, 27A

PARK from 1A

businesses and create 10,000 jobs, according to CAMT. CAMT's vision is that companies would share research and manufacturing facilities as they worked to turn technology developed by NASA researchers into products with commercial uses in the aerospace and clean energy industries.

According to CAMT's projections for the project, the ACE Manufacturing Innovation Park would become the center of a regional innovation cluster that could create 10,000 jobs across the state and create a \$7 billion per year net economic output for Colorado, CAMT executive director Elaine Thorndike said.

Construction of the ACE Manufacturing Innovation Park would rely on private industry. NASA has agreed to assign an expert to the project that could identify promising NASA research and help companies commercialize it.

The partnership between NASA and CAMT was announced at a press conference at the state capitol in December. Since then, the partnership and especially the proposed location of the manufacturing park has generated a great deal of interest from public officials, community and business leaders and real estate developers interested in luring the ACE project to their hometowns.

That has led CAMT to rethink how it will proceed with the project, Thorndike said. Originally CAMT had signed an agreement to work exclusively with a single unidentified developer who would help identify and obtain a site for the park, which would be located somewhere between Boulder and Loveland.

CAMT chose to work with a single developer in the belief that it would speed the site selection process,

ACCORDING TO CAMT'S PROJECTIONS

for the project, the ACE Manufacturing Innovation Park would become the center of a regional innovation cluster that could create 10,000 jobs across the state and create a \$7 billion per year net economic output for Colorado.

Thorndike said. But then CAMT realized it had more options and more interest than expected.

"We just thought it would be better off to remove the exclusivity. It ended up being too constraining for the model that we were looking for," Thorndike said.

"It looks like there are more existing facilities than we thought," she said.

The association has decided to take a more traditional approach to the site selection process, one that opens the process to more communities and developers that have existing facilities that could be redeveloped or vacant land where a new complex could be built.

CAMT is now working with the Metro Denver Economic Development Corp. to draw up site selection criteria. The criteria was scheduled to be finalized and made available to cities, local economic development organizations and developers by the end of the week of Jan. 17, Thorndike said.

Repeated calls to the Metro Denver Economic Development Corp. were not returned.

CAMT will continue to work with Don Marostica, the former executive director of the Colorado Office of Economic Development and International Trade. Marostica helped CAMT and NASA reach their agreement while at

the office, but he was not retained in that position when Gov. John Hickenlooper took office Jan. 11. Marostica will act as a consultant.

Marostica said close to 35 sites had been pitched as possible homes for the manufacturing park. About two-thirds were vacant "greenfield" sites, the rest "brownfield" redevelopment sites.

Among the undeveloped sites, according to Marostica, is the 935-acre North Park development in Broomfield, which is located near the northwest corner of the Interstate 25-Northwest Parkway junction. The mixed-use project, which is being developed by Loveland-based McWhinney, will include space for residential, office and retail buildings, and a 175-acre applied research park remains part of the plan.

Longmont has an existing vacant industrial site that has been pitched as a potential home, Marostica said. The 450,000-square-foot building at 2452 Clover Basin Drive, formerly occupied by Maxtor Corp., remains vacant.

Officials with the project also have toured the vacant 320-acre Agilent Technologies Inc. campus in Loveland, which has 812,000 square feet of space split between four buildings. Sites in Weld County also have been considered, Marostica said.

Area economic development officials

are eager to get the site selection criteria and begin lobbying for their cities.

The Longmont Area Economic Council has formed two committees that will work to promote the city, said its president, John Cody.

"We've assembled a couple of teams that will be able to move quickly and respond quickly to whatever criteria are required," Cody said.

The committees' rosters include prominent civic and business leaders such as mayor Bryan Baum, city manager Gordon Pedrow and Keith Kanemoto, a prominent real estate broker and the council's chairman.

Broomfield's economic development director Joe McClure said the city has let CAMT know it is interested in landing the project — just like everybody else.

"It's almost like the gates flew open and everybody's scrambling," McClure said.

One community that is not doing much to woo the project is Boulder. The city's on the sidelines largely because it lacks the space for the park.

"There aren't 200 handy acres in Boulder, and even if there were they would be price prohibitive," said Frances Draper, executive director of the Boulder Economic Council.

Draper also expressed some skepticism about CAMT's projections and the possibility of getting such a big project going quickly.

"There's a lot to do between here and there," Draper said. "I think it's a long shot, but in the long run it could work out."

Thorndike said more than a dozen out-of-state companies have called CAMT to inquire about locating at the manufacturing park.

ConocoPhillips asks Louisville for extension

Oil giant wants to push deadline for final plans of tech center to 2012

BY MICHAEL DAVIDSON
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LOUISVILLE — ConocoPhillips will ask the city of Louisville to push back the deadline for submitting the final site plan for its proposed research center until April 2012 as the com-

pany continues “an internal review” of the project.

ConocoPhillips Co. (NYSE: COP) announced in February 2008 that it had purchased a 432-acre property in Louisville to become the oil company’s global technology and corporate learning center. The property once belonged to Storage Technology Corp. before that company was acquired by Sun Microsystems Inc. and the facility was closed.

At the time, the company estimated staff could begin using the facility by 2011, but that timeline has been

greatly revised.

“Everything is in an internal review, and we have no projected timeline at this point,” said Mary Manning, ConocoPhillips’ general manager for global real estate and facilities service.

Manning said ConocoPhillips is working with Louisville to change the date by which it is required to file a final site development plan.

The company unveiled concept drawings and filed a preliminary site plan with Louisville Planning Department in the fall of 2009. Louisville

City Council approved the preliminary plan April 20, 2010.

Developers have one year after the approval of a preliminary site plan to get a final site plan approved, but they are able to ask for extensions, Louisville’s city manager Malcolm Fleming said.

The delay is being caused by the scale of the project and ConocoPhillips’ desire to get it right from a design, business and legal standpoint, Manning said. If the final plan is approved, any further changes to the site would

► See **ConocoPhillips, 25A**

My Munch Bug

Potock uses songs, stories to help kids lose picky eater tag

BY ELIZABETH GOLD
news@bcbr.com

LONGMONT — With 12 years experience as a feeding disorder therapist, Melanie Potock decided to increase her reach and create products to help parents turn meals into fun gatherings rather than stressful experiences.

Through My Munch Bug, Potock offers “Dancing in the Kitchen,” a CD of fun, original music with titles that range from a calypso beat: “Picnic Under the Jewelberry Tree” to “The Operetta: I Love Peas!”

“Happy Mealtimes with Happy Kids: How to Teach Your Child About the Joy of Food!,” a 117-page guidebook, offers tips for parents and caregivers to get children to stretch their taste buds.

As a speech language pathologist specializing in feeding disorders, Potock continues to maintain a private practice, My Chatter Bug, which primarily focuses on pediatric therapy for children who have difficulty eating.

Issues include having poor mechanics for biting, chewing or swallowing or sensory issues that affect a child’s ability to tolerate certain smells, tastes, textures or temperatures of food. She also addresses behaviors like gagging, which can negatively impact a child’s ability to try new foods.

“For example I work sometimes with babies who are premature and have difficulty with breast or bottle feeding or help children who are on liquid diets through gastronomy tubes learn to eat orally,” Potock said.

But mostly, My Munch Bug works with children who are commonly referred to as “picky eaters.”

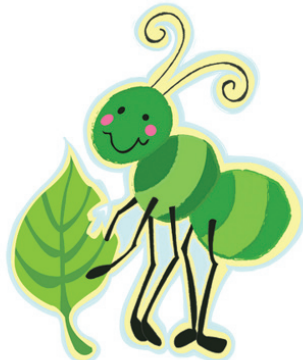
“Children can get stuck at certain developmental stages,” Potock



JONATHAN CASTNER

Melanie Potock, a speech language pathologist specializing in feeding disorders, helps kids who are picky eaters learn to enjoy well-balanced healthy meals.

explained, referring to early eating practices of chewing, managing food in their mouths and swallowing.



“Early on we give solids that melt away rather than things like tortilla chips with rough edges. The problem is when parents continue to mainly offer the foods that are the easiest like macaroni and cheese, french fries and deli sandwiches where the process is bite, squish and swallow.”

She refers to the result of sticking to limited food choices as a food jag.

“They then can get bored with

one of those foods, and it drops off, creating fewer options.” The problem tends to show up when a child is 3 or 4 years old.

“I help find new ways to introduce new foods,” she explained. “For example, with green beans step one may just be picking one up and putting it on a plate.”

“I pay attention to what they can do rather than what they can’t do.”

Potock said that about 30 percent of her private practice focuses on problems like these — kids who eat a limited amount of food.

Her intention with My Munch Bug, which serves as the sales platform for her book and CD, is to put more of the power of that focus into the hands of parents and caregivers.

Chapters include ideas for positioning children correctly in high chairs to support their learning to bite, chew, swallow and use utensils and how to teach babies to drink through straws as a means of developing muscles for eating more challenging foods.

► See **Munch, 13A**

You too can win some pork chops at Mountain Sun

If you think you have the chops, Mountain Sun pub workers have the venues.

February is Chop Month — a celebration of all things hair at the three Mountain Sun locations.

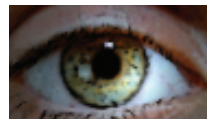
Win the public’s vote for your hairstyle, including facial hair, and win prizes like pork chops, cash and beer.

Lest you feel strange about cutting precious body hair, February also is Stout Month offering special deals on your favorite stout beer flavors.

Mountain Sun Pub and Brewery locations in Boulder and Denver have signature events all month.

Check for details at: www.mountainpub.com.

THE EYE



Take a quick survey to tell the world how great your employer is for being bike friendly. It’s part of the Boulder Bicycle Friendly Business Program, sponsored by GO Boulder and Community Cycles.

Companies that are chosen will get a certificate and notoriety, of course.

To get involved, go online to: www.surveymonkey.com/s/BoulderBike-FriendlyBusinesses.

You gotta love something called free day, that is — as the name implies — a day when you can get free electronic parts from Boulder online retailer SparkFun Electronics.

Workers gave away \$150,000 in free stuff in up to \$100 increments on Thursday, Jan. 13, and everyone survived.

Next up is the Autonomous Vehicle Competition, or “AVC” for short — on April 23. Robot devices head around the company building at 6175 Longbow Drive in east Boulder by ground or by air. Winners can get up to \$1,000.

Check out the wacky pictures posted on the company’s website of last year’s event, and to get an idea of what you’re up against: www.sparkfun.com.

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Confidence index up, but new jobs will lag

BY MICHAEL DAVIDSON
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BOULDER — The confidence of members of the local business community has rebounded to prerecession levels, but employers remain unwilling to hire, according to a report from the University of Colorado at Boulder's Leeds School of Business.

The school's Leeds Business Confidence Index shows confidence of business leaders has rebounded to prerecession levels entering the first quarter of 2011, but analysts of the index expect hiring to lag.

The index stands at 54.8, just below the 54.9 registered in the second quarter of 2007. The score is a dramatic increase compared with the fourth quarter of 2010 score, which was 48.6

According to the index, which asks respondents a series of questions to gauge if they believe the next quarter will be an improvement over the current quarter, a score of 50 is neutral. Anything higher represents hopeful expectations, and lower figures reflect negative expectations.

Respondents involved in the panel still say they are not looking to add employees, said economist Richard Wobbekind, a CU professor and director of the school's Business Research Division.

"I think the index suggests that business leaders are telling us that they think their business is back, but they are not telling us that they are planning on hiring," Wobbekind said

in a press release.

"Our business leaders think we are doing better than the rest of the nation, and I think that really comes down to the fact that they aren't focused so much on employment growth as they are on sales growth and profitability, and they see their businesses doing well in those areas," Wobbekind said.

Survey respondents are waiting to see if their optimism is justified before adding staff, said Brian Lewandowski, an analyst with the division. Some also are finding themselves more profitable now that business has picked up, but they have less overhead as the result of job cuts they made during the recession.

"Until they're operating at a new threshold, they're not rushing to hire new full-time employees," Lewandowski said. He noted new hiring typically lags a recovery.

Lewandowski said reports indicate an increase in temporary hiring, although that was not a part of the research conducted for the confidence survey.

The first quarter index measuring the prospects for the state economy rose to 56.4 from 49.0 in the fourth quarter, while the national economy index rose from 42.6 to 53.3.

Hiring and capital expenditures had indexes of 52.5 and 53.6 respectively, up from 48.7 and 49.0 last quarter. Sales expectations for the first quarter increased to 58.3 from 52.8 in the fourth quarter, and their profit expectations increased from 49.8 last quarter to 54.9.

Planners consider loan for U.S. 36

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

BROOMFIELD — Local lawmakers and transportation planners are eyeing a federal loan that could provide between \$50 million and \$60 million for a project that will make long-planned improvements to U.S. 36.

Politicians and planners met on Jan. 11 at the 1stBank Center in Broomfield to provide an update on attempts to secure funds to widen U.S. 36 and improve bus and bike transportation along the corridor.

Current plans call for adding a managed lane for buses, carpools and single-occupant vehicles that pay tolls on each side for the highway that connects Denver to Boulder. A commuter bikeway that runs parallel to the highway would be built, climbing lanes would be added over Davidson Mesa and auxiliary lanes would be added between some exists.

Building the entire 18-mile project from Boulder to Denver would cost an estimated \$1.4 billion.

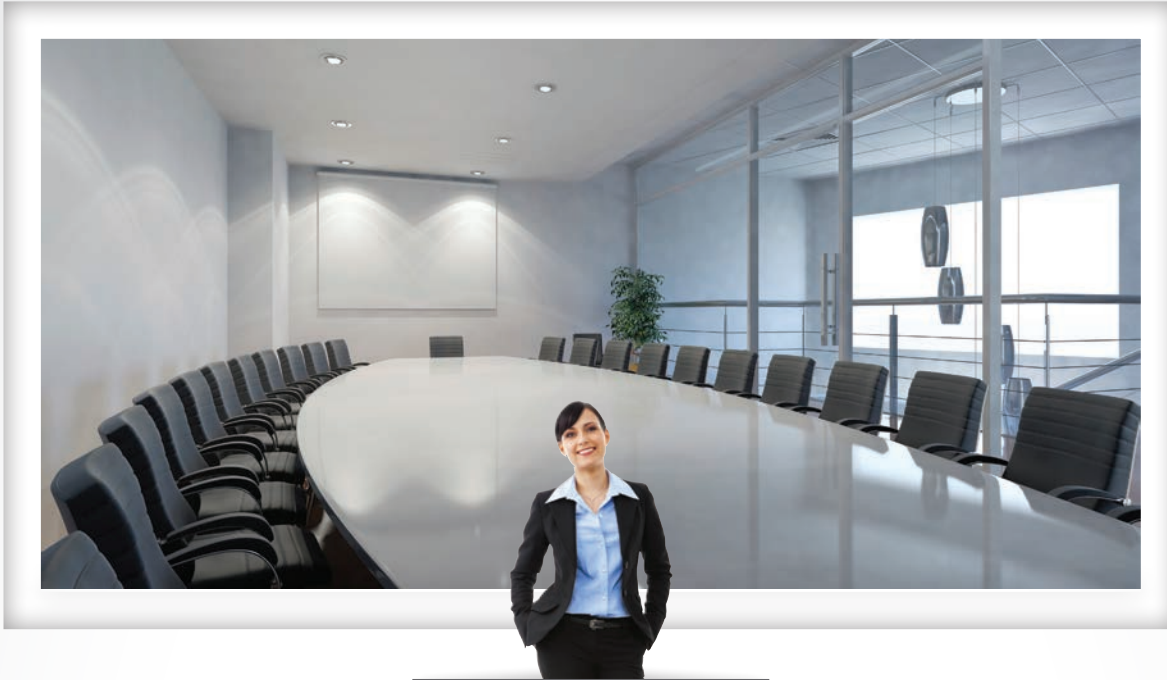
About \$94 million has been secured for the first portion of the project, which would make improvements from Denver to the Wadsworth Interchange in Broomfield. About \$160 million is needed before work can begin.

Officials with the Colorado Department of Transportation plan to submit an application for a loan to the federal government, which is making the money available through the Federal Highway Administration's Transportation Infrastructure Finance and Innovation Act program.

The loan, which would be repaid by money charged to users of the toll lane, could be approved by the end of May, CDOT local government liaison Michelle Halsted said. That would be about the time planners begin evaluating proposals from contractors.

If all goes well it is possible construction work could begin by the end of this year, said Charlotte Robinson, chairwoman of the Colorado High Performance Transportation Enterprise, a division of CDOT.

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EnergySmart follows Longmont's retrofit model

Rebates available to cover cost of improving lighting in commercial buildings

BY HEATHER McWILLIAMS
news@bcbr.com

Businesses interested in a brighter and greener future could get some "green" to make changes to their facilities. Boulder County plans to dish out grant money for businesses updating old, inefficient lighting systems to new, more environmentally friendly ones.

The Boulder County EnergySmart service has more than \$100,000 to distribute for lighting retrofits to existing buildings. Any company sporting a Boulder County address and a commercial electric account with the local power company — excluding government buildings and public schools — can apply for the cash. The first phase of the program began in November and runs through March with one specific target.

"It's strictly for upgrading your existing lighting," said Mary Wiener, business sustainability specialist for Boulder County Public Health.

The EnergySmart grants are the first in a series of programs to be launched by Boulder County as part of a \$25 million award from the Department of Energy and the



JONATHAN CASTNER

Vicky Andrew, left, and Marj Sater, co-owners of Front Range Mercantile Indoor Flea Market Inc. in Longmont, participated in a rebate program for improving their lighting system. Retrofitting the lighting in the 21,000-square-foot space cost almost \$12,000. After \$6,000 in rebates and grants, they spent a little less than \$3,500 and are saving \$300 a month on electricity.

American Recovery and Reinvestment Act meant to expand energy efficiency services in the region, said Susie Strife, BetterBuildings grant manager for Boulder County.

The money covers Denver and Garfield counties as well, with funds being distributed based on population. Boulder County received \$12 million for local projects. Organizers decided to initially focus on banishing old bulbs.

"Lighting is the low-hanging fruit because it has the quickest payback," Wiener said. With an incandescent bulb only 5 percent of the energy used goes to light production, she said, with the other 95 percent lost to heat.

"Think of those Easy Bake Ovens," Wiener said, the kids' toy that used an incandescent to cook brownies. In contrast, compact fluorescent and some linear fluorescent bulbs use a

fraction of the energy, saving money and reducing environmental impact.

Coal-fired plants produce electricity in Boulder County, Wiener said.

"By having inefficient lighting, you're basically making the power plants burn more coal to produce that light," Wiener said. Upping energy efficiency in a building keeps pollutants from coal-fired plants out of

► See **Retrofit, 7A**

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RETROFIT from 6A

the air, and at the same time it keeps money in the coffers.

Two businesses in Longmont retrofitted their lighting using rebate money from the Platte River Power Authority and grant money from the city of Longmont, and EnergySmart modeled its program after the Longmont system. Both businesses saw a significant decrease in their electric bill.

"It saves us about \$1,000 a month," said Beverly Vernon, who co-owns Budget Home Center with her husband, Butch. The 79,000-square-foot home remodeling center replaced old showroom, warehouse and office lighting with linear fluorescent fixtures in October 2009, Vernon said. The project cost \$65,000 but received \$40,000 in rebates and grant money. At the current rate of savings, Vernon's initial investment will be recouped in less than 18 months.

"It's about education and getting businesses to discover how much energy they are using and what they can do about it," Wiener said.

The EnergySmart grants came online in November and funds are up for grabs on a first-come, first-served basis until March 31 or when the money runs out. There is a \$5,000 per parcel cap on the grants. Money will be distributed after the completion of a project, Wiener said.

Vicky Andrew and Marj Sater, co-owners of Front Range Mercantile Indoor Flea Market Inc., also partici-



JONATHAN CASTNER

Beverly Vernon, left, who owns Budget Home Center in Longmont with her husband, Butch, said they replaced old showroom, warehouse and office lighting with linear fluorescent fixtures in the 79,000-square-foot home remodeling center. The project cost \$65,000, but Budget received \$40,000 in rebates and grant money. At the current rate of savings, the initial investment will be recouped in less than 18 months. Also pictured are Sean Angelo and Vernetta Angelo.

pated in the Longmont grant program. Customers took note of changes to the indoor reseller's new lighting system right away, Andrew said.

"We used to have some really dark spots, and now it's just a nice even light throughout the store," Andrew said. In business for 21 years, Front Range has long been on board with being green.

"If you think about a flea market, it was actually one of the first recyclers.

That's what we do," Andrew said. The flea market saved on lighting costs with an added bonus during the summer months.

"We have swamp coolers, and it was absolutely so much easier to cool this summer," without the extra heat produced by the older lighting, Andrew said. Retrofitting the lighting in the 21,000-square-foot space cost almost \$12,000. After \$6,000 in rebates and

WANT TO LEARN MORE?

Visit the Boulder County EnergySmart website at www.energysmartatwork.com or attend this upcoming event to get started.

What: EnergySmart — Your Efficiency Solutions seminar

When: 3 to 5 p.m., Tuesday, Jan. 25

Where: Grubb & Ellis Management Services, 4001 Discovery Drive, Boulder, CO.

Phone: 303-441-1300

grants, Front Range spent a little less than \$3,500. It is saving \$300 a month on its electric bill, Andrew said, and the grant application process through Longmont was user-friendly.

"It was very straight forward and very easy for us to do it," Andrew said. That's something Wiener and the EnergySmart service hope to replicate.

"We want to stress that the money is out there, and we want businesses to call and ask...if it's worth updating their lighting," Wiener said.

So far nine Boulder County businesses have made use of the grant, Wiener said, and they hope to reach 40 small and mid-sized businesses before the money runs out.

Federal legislation aimed at improving lighting performance will phase out some old technology over the next few years. By 2012 some inefficient bulbs will no longer be manufactured in the U.S. nor imported, leaving only in-country inventory for people using older lighting.

The Boulder County Business Report's annual **Remarkable Women event and publication** is a celebration of local business women — and one young girl — in the following categories:

BEHIND THE SCENES: Recognizes women who play a key role in the success of their employer, even if they lack an executive title or huge office.

COMMUNITY: Recognizes women who demonstrate a dedicated effort to support the local community through volunteer time, energy and other resources.

CORPORATE: Recognizes female executives who have risen in the ranks and established themselves in a large corporate environment.

ENTERPRISE: Recognizes women who have demonstrated the core values of entrepreneurship, including risk-taking, innovation and the ability to overcome obstacles.

FAMILY BUSINESS: Recognizes women who are contributing to the success of their family-owned enterprise, creating a legacy for future generations.

GOVERNMENT & POLITICS: Recognizes women who have dedicated their careers to public service.

LIFETIME ACHIEVEMENT: Recognizes women who have demonstrated a lifetime of accomplishment in their chosen field and who have leveraged that success to benefit the overall community.

MENTOR: Recognizes individuals who share their experience, knowledge and insights in an effort to further the careers and lives of others.

RIISING STAR: Recognizes a grade school or high school young woman who has already made a lasting impact either in her school or in the community.

SCIENCE & TECHNOLOGY: Recognizes women who have been integral in the development or launching of a business, product or service in the fields of technology, engineering or science.

Boulder County
**BUSINESS
REPORT**

Additional information online at: www.bcbr.com/bcbr_events.asp

Contact your account executive for complete event & sponsorship information: **303-440-4950**

THE EDGE

BCBR.COM

FOCUS: JOB SEARCH GUIDE

Five key ways to revive your job search

Even in a thriving, robust economy, looking for a new opportunity can seem daunting — but add a recovering economy, high unemployment indicators, substantially more candidates in the pool, and you need a few more tricks in your job-search toolkit.

In our consulting practice, we provide career coaching to all levels of job searchers from entry-level professionals to C-level managers. A common theme we saw last year was an overdependence on technology. Yes, it is important to have a great profile on LinkedIn, to explore the optimal ways to use social media, and to regularly search job postings on company websites as well as employment sites such as Monster, CareerBuilder or HotJobs, and others, but just using technology is not enough in today's market.

Candidates today need to pull out all the stops. If you are looking for

a job and are serious about meeting your objective, we strongly recommend that you develop a varied and strategic job-search plan.

Here are five key elements to take your job-search plan to a new level:

Professional pitches

Whether we have 10, 50 or 100 resumes to review, as executive



GUEST OPINION

Jean Imbler-Jansen

recruiters, we give first consideration to those that meet the client's requirements, but also to those that look professional and make a great presentation. Multitudes of articles and books have been written on how to prepare your resume, but three "must haves"

include: a professional, polished look; sufficient white space; and no more than two pages in length. Judy Kenneley, president of Integrity Network Inc., a retained search firm that specializes in working with Colorado technology companies, stated, "In addition to a great-looking resume, successful candidates must have a powerful two-minute elevator pitch describing the progression of their career. This is so important, we ask our candidates to practice and memo-

ARE YOU DOING ENOUGH NETWORKING?

Here's a great litmus test: If your friends and networking contacts are not regularly asking you how your job search is going, then you are not connecting and reaching out to them enough.

ize this speech until it is completely natural."

While you are unemployed, or simply looking for that next great opportunity, you need to consider networking as your part-time job.

Always be networking

This means dedicating a portion of each day to networking activities: making calls to key contacts, e-mailing new contacts, sending a

➤ See **Revive**, 13A

business report LIST

EXECUTIVE PLACEMENT COMPANIES

(Companies in Boulder and Broomfield counties ranked by number of executive placements handled last fiscal year.*)

RANK	PREV. RANK	Company Address Phone/Fax	placements: 2010 of 2009	employees Local offices	Areas of specialization	Contingency/retainer Cities represented Largest accounts	Fee percentage Deposit per placement/search	Headquarters Person in charge Year founded Web site
1	NR	SOS STAFFING 829 Main St., Suite 1 Longmont, CO 80501 303-772-7422/303-772-7353	420 N/A	5 1	Executive searches nationwide for renewable energy, accounting and other professional placements.	N/A N/A N/A	N/A N/A	Tammy Fisher, Northern Colorado District Manager Longmont 1973 www.sosstaffing.com
2	4	BOLDER PROFESSIONAL PLACEMENTS, A DIVISION OF BOLDER STAFFING INC. 3303 30th St. Boulder, CO 80301 303-444-1445/303-444-1645	15 9	17 2	Specializing in direct and contract hire for executive, director, C-Level, management, accounting, operations, engineering, IT, manufacturing, marketing, sales and many other technical and professional positions in all industries.	Contingency Metro Denver N/A	N/A N/A	Jackie Osborn, Co-owner Nancy Chapple, Co-owner Honey Beuf, Co-owner Boulder 2006 www.bp2recruiting.com
3	9	LEADING EDGE MEDICAL SEARCH 6666 Gunpark Drive, Suite 201 Boulder, CO 80301 303-449-9300	15 17	3 1	Experienced medical device executives, CEOs and executive talent in clinical affairs, regulatory affairs and research and development.	50 percent retained, 50 percent contingency From startups to Fortune 500 companies. Nationwide search work. Early stage medical device companies	25% contingent, 30% retained 1/3 of estimated fee	Roger Brooks, President Boulder 1989 www.leadingedgemedical.com
4	3	BRANCO SEARCH INC. P.O. Box 488 Niwot, CO 80544 303-652-8370/303-652-8369	12 12	2 1	Permanent, contract only; food/durable goods, manufacturing companies, production, engineering, quality, distribution, general management.	Both National contract N/A	N/A N/A	Fran Boruff, Director Niwot 1972
5	7	HRMC INC. 2919 W. 17th Ave., Suite 200 Longmont, CO 80503 303-774-9445/303-774-9444	12 5	1 3	All levels of technical, nontechnical management and individual contributor positions. High-tech, manufacturing and service industries.	Retainer, contract, modified contingency National contract N/A	N/A N/A	Robert Bowman, President Longmont 1988 www.hrmc.net
6	5	MR BOULDER 4885 Riverbend Road, Suite F Boulder, CO 80301 303-447-9900/303-447-9536	8 8	3 1	RF engineering companies; RF wireless and microwave; executive management, mid-level management and engineering.	Both Local, national and international N/A	30 percent N/A	Jason Shirley, Owner Boulder 1976 www.mrboulder.com
7	6	KUTT INC. P.O. Box 821 Louisville, CO 80027 303-440-6111	7 7	1 1	Printing industry.	Contingency National N/A	N/A N/A	Greg Neighbors, Partner Boulder 1971 www.kuttinc.com
8	8	GLOBAL RECRUITERS NETWORK 1200 28th St., Suite 302 Boulder, CO 80303 303-545-6600/303-545-6601	N/A N/A	12 1	Renewable energy, sustainable industries, earth sciences and green architecture.	Both National N/A	N/A N/A	Chris Beck, Senior Search Consultant Downers Grove, Ill. 2003 www.grnboulder.com
9	10	DONNELLY SEPP & ASSOCIATES 4450 Arapahoe Ave., Suite 100 Boulder, CO 80303 303-448-8846/303-516-9159	N/A N/A	2 1	Hospitality, technology, financial services.	Both National contracts N/A	N/A N/A	James A. Cunningham, Managing Director New York 1996 www.donnelysepp.com
10	11	STRATEGIC HR SOLUTIONS 4430 Arapahoe Ave. Suite 135 Boulder, CO 80303 303-247-9500/303-247-9504	N/A N/A	1 1	HR executive search.	Retainer National N/A	N/A N/A	Jean Imbler-Jansen, Owner Boulder 2001 www.sHRsnet.com

N/A: Not available. *Second ranking criteria is number of employees

SOURCE: BUSINESS REPORT SURVEY RESEARCHED BY BETH EDWARDS

ON THE JOB

ADVERTISING, COMMUNICATIONS

Boulder-based Fresh Ideas Group hired **Diana Heinicke** and **Julia Waneka** as account managers. Heinicke will be an assistant account executive fostering media relationships, defining corporate identity and crisis communications. Waneka will be an account coordinator and serve as the group's in-house graphic design and social media expert.

ARTS

Broomfield-based dance company Ballet Nouveau Colorado hired **Christin Crampton Day** as executive director. She replaces Shari Ammon Mills. Crampton Day is a former board member of the Colorado Ballet.

AVIATION

Switzerland-based Pilatus Business Aircraft Ltd., with operations in Broomfield, appointed **Charles D. Mayer** as vice president, marketing. Mayer is responsible for marketing strategies, branding initiatives and promotional activities for Pilatus products and services in the Americas. He will lead marketing communications, market analysis, database management, and the development of customer-driven, product marketing initiatives. Most recently, Mayer was vice president of marketing for Hawker Beechcraft.

BANKING, FINANCE

Alden Sherman, a private client adviser for First National Wealth Management, received the Certified Wealth Strategist designation from the Cannon Financial Institute. The designation is earned by completing thorough study of the issues surrounding effective wealth advising. Alden provides relationship management services for personal and institutional investment and retirement plan services to clients in Boulder and the Denver metro area.

ECONOMIC DEVELOPMENT

The Broomfield Chamber of Commerce hired **Molly Hubbard** as communications coordinator. She will focus on all forms of communication with members and the community. She also will assist with Profile Broomfield, a magazine and business directory. Hubbard is a graduate of Colorado State University with a degree in mass communications with an emphasis on public relations. Hubbard was an intern at the chamber last fall.

The Broomfield Chamber of Commerce named new board directors for 2011. They are chairman **Randy Aherns**, Frontier Components; treasurer **Karen McDevitt**, Colorado Lending Source; secretary **Annette Matthies**, Elevations Credit Union, vice chairman **Jerry Chesser**, ActionCoach; vice chairman **David Fowler**, Century Chevrolet, and vice chairman **Wayne Anderson**, Leadership Science Institute LLC.

ENGINEERING

Boulder-based technical consulting firm E Cube Inc. hired **Jason Hendrixson** as commissioning mechanical engineer and **Rick Lemieux** as assistant project manager. E Cube specializes in energy efficiency and performance of buildings such as hospitals, medical office buildings, data centers, military bases, university campuses, hotels and commercial buildings.

GOVERNMENT

The Small Business Administration named **John W. Hart** as Region VIII advocate. His office will be in Denver. Phone is 303-844-0503.

HIGH TECH

Boulder-based research firm Pike Research expanded its fuel cells practice with the hiring of four employees previously with Fuel Cell Today, a market analysis and consulting firm. The new hires are **Kerry-Ann Adamson**, research director, and **Euan Sadden**, research analyst, both in Pike's office in London; and **Lisa Jeram**, senior analyst, and **Anissa Dehamna**, research analyst; both in Pike's office in Washington D.C.

Boulder-based FreeWave Technologies Inc. promoted **Toni Valdez** to inside salesperson. Previously she worked in technical support. She has been with FreeWave for 14 years.

AWARDS

Downtown Boulder Inc. presented awards at a luncheon held Jan. 19 at the St Julien Hotel & Spa in Boulder. The **Daily Camera** newspaper was awarded the Business of the Year Award and special recognition for operating for 120 years in downtown Boulder. The newspaper is leaving its downtown location this year and will occupy offices in east Boulder. Other winners were Community Service: **Kathy and Robin Beeck** of The Boulder International Film Festival; Property Owner of the Year: **Stephen Sparr**, Stephen Sparr Architects; Rising Star: **Edwin Zoe**, owner of Zoe Ma Ma's; Ron Porter Lifetime Achievement: **Peter Heinz**, PEH Architects. Downtown Boulder Inc. is a nonprofit organization that works to preserve and enhance downtown Boulder.

Boulder-based **OPX Biotechnologies Inc.**, a renewable biochemical and biofuel company, received the Renewable Chemical Product of the Year Award from Biofuels Digest. The awards, first established in 2008, recognize excellence in the research, develop-



Hubbard



Tallman

Boulder-based Symplicity Inc., a cloud security firm, appointed **Michael Corbisiero** as vice president of worldwide sales. He will lead Symplicity's expansion into global markets. The company reports its revenue increased 700 percent year over year and surpassed one million licensed users for its cloud identity and access management service. Corbisiero has more than 25 years of strategic sales and marketing experience from a broad range of startups and industry leaders including AmberPoint Software (now Oracle), SUN/Planet Software, Forte Software, Computer Associates and Ingres Software.

Boulder-based Trada Inc., an online advertising firm, hired **Tim Mayer** and **Ben Wright**, Mayer will become chief strategy officer, responsible for sales, marketing, product development and operations. Wright will serve as vice president of service delivery and mMarketplace, in charge of account management, optimizer management and marketplace support services. Mayer was previously vice president of Yahoo's search business. Wright, most recently with Yahoo, is a 10-year search marketing veteran, holding multiple leadership positions within account management and agency and channel sales teams.

Boulder-based Webroot Software Inc. hired **Michael Malloy** as executive vice president of products and strategy and **Gerry Coady** as chief information officer. Malloy has more than 30 years of leadership experience with technology and financial services firms, most recently with . New Relic. Coady has more than 25 years of experience in information technology and software product development. Coady was most recently senior vice president and chief information officer at Republic Airways/Frontier Airlines.

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MANUFACTURING

Niwot-based shoemaker Crocs Inc. (Nasdaq: CROX) hired **Becky Gebhardt** as senior creative director. She will be responsible for driving concept creation for Crocs' sales and brand strategies and online and in-store customer experience. She previously worked for Avelle Inc. and Land's End.

NONPROFIT

Jennifer Tallman has been elected chairwoman of nonprofit CareConnect's board of directors. Tallman is the manager, employee communications for Covidien's Energy-based Devices global business unit in Boulder. She has served on the board since 2008. Also, **Tricia Hoyt**, business development manager for Upstairs Solutions, and **Martha Meshak**, an attorney and owner of Elder Resources Inc. joined the board. CareConnect promotes the security, comfort and independence of seniors and adults with disabilities.

REAL ESTATE

Boulder native **Marilee Dolan** has returned to Boulder to join forces with her brother-in-law, Patrick Dolan, at Re/Max of Boulder. For the past eight years Marilee Dolan has been an agent with Shorewood Realtors in Manhattan Beach, California, specializing in multimillion-dollar homes.

SERVICES

Heather Dwight, owner of Boulder-based Calluna Events, earned the Accredited Bridal Consultant designation from the Association of Bridal Consultants. Calluna is a full-service wedding and event-planning company.

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

ment and commercialization of biofuels, renewable chemicals and bio-based products. The Biofuels Digest editorial board determines the awards based on nominations submitted by the Digest's readership. OPX was recognized for its work to reduce the production cost of bioacrylic generated from sugar fermentation by more than 85 percent.

Boulder-based **Outdoor Industry Association** and adidas Outdoor presented Outdoor Inspiration Awards to Martin Fox, First Descents, Mountain Mama and REI Jan. 21 at the Outdoor Retailer Winter Market in Salt Lake City, Utah. The awards celebrate those who inspire people to appreciate and recreate in the outdoors. Fox, with the Center for Global Leadership, is an educator and weaves the outdoors into the center's curriculum. First Descents is a nonprofit group dedicated to giving young cancer survivors a taste of outdoor adventure. Mountain Mama provides maternity clothing for outdoor recreation, and REI, a sporting goods retailer.



MONFORT COLLEGE of BUSINESS | **ENTREPRENEURIAL CHALLENGE**

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Full day \$50, Luncheon only \$25



Business plan presentations by 10 finalists competing for \$36,000 in prize money.



Luncheon and Keynote Speaker Gary Hoover



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Jo Anne Hagen, Founder and Partner, Hagen & Melusky Law Offices, Windsor

Maximizing Labor Productivity

Brad Laue, Winters, Hellerich & Hughes, LLC, Greeley

On Line Marketing Opportunities for the Entrepreneur

Robert Bean, Interactive Media Director, Burns Marketing Communications, Fort Collins

Steve Weaver, Founder & CEO, GrowthWeaver, Loveland
Chadd Bryant, CEO, Red Rocket Web Specialists, Windsor

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Investing bywords: Conservative, diversified

Advisers recommend taking 'middle path' to protect portfolio

BY BETH POTTER
bpotter@bcbr.com

"Boring is beautiful" is the best mantra for investors in 2011, just as it probably should be in any year, area financial advisers said.

Conversely, the words "sexy and successful investing shouldn't be used in the same sentence," said Nancy Stevens, chairman of First Western Trust Bank in Boulder.

"The key is to take 'the middle path,' a well-diversified portfolio comprised of U.S. stocks, both large and small caps, international stocks, both developed economies and emerging economies (China, India, Brazil), real estate, commodities, absolute return strategies and bonds," Stevens said.

It may sound too "Old School," to hold a well-diversified portfolio, but in the last 10-year period, someone with a broad range of stocks and bonds may have earned a return of 30 percent or more, Stevens pointed out.

After two years of gyrations in the stock market, virtually all local advisers see more solid growth for the economy in 2011.

But one of the big questions this year is whether individual investors and companies will continue to sit on the sidelines with cash, as they have for the last year or so, or if they will start feeling more confidence to investing their money into projects that help the economy grow, said Sacha Millstone, an owner at the



Millstone Evans Group of Raymond James Associates in Boulder.

"We're constructive on the year, but no year is straight-up," Millstone said. "We can invest with confidence ... and not worry so much that this is the beginning of the end."

One new strategy for investors this year is to look to international energy markets to make money, Millstone said. Such stocks are not necessarily cheap, but "the growth is there," she said.

Another interesting play may be to invest in smaller companies in developing markets that cater to the growing middle class in those countries, Millstone said. In the United States, commodities look good and real estate is starting to shape up once again, she said.

"We are transitioning from an economy that people were worried would go into a 'double dip' to an economy that is solidly growing," Millstone said. "It may not be growing as fast as we would like it, but it is solidly growing."

“We are transitioning from an economy that people were worried would go into a ‘double dip’ to an economy that is solidly growing.”

Sacha Millstone

CO-OWNER,
MILLSTONE EVANS GROUP
OF RAYMOND JAMES ASSOCIATES

Diversified Asset Management Inc. also agrees that the stock market seems to be calming down. But its investment advice remains conservative, said Robert Pyle, owner.

"We're still recommending diversified portfolio around the world tilted toward value and small-caps and short-term high quality bonds, U.S.," Pyle said. "Stick with your asset allocation and rebalance quarterly."

How well the federal government's continued "quantitative easing" works on the economy in the coming months is likely to be the key to whether investors get more confident or more cautious, said Dave Darmour at Cornerstone Investment Advisors LLC in Boulder.

"The Federal Reserve isn't the end-all, be-all in impact and influence on interest rates," Darmour said. "In some point in time, actual participants step in and ask real questions and have real concerns as to what the Federal Reserve is doing in pursuing this type of policy."

Darmour remains cautious about suggesting the economy will improve in 2011 because of lingering issues having to do with foreclosures and unemployment.

What's the most important investment advice from local advisers for 2011?

Even if you think you know what you own, or what you want to own in the future to grow your wealth, educate yourself, again.

"The most important thing for anyone to do is to pay yourself first," said Peter Braun, an adviser at UBS Financial Services Inc. in Boulder. "This strategy includes maximizing your contributions to your 401(k) and IRA accounts. It is good to do a self-assessment to determine your risk (or lack of risk) tolerance."

Many investors have reconsidered what their risk tolerance is since the recent market turmoil started in 2008, Braun pointed out.

Darmour also thinks education is important.

"We spend quite a bit of time with clients every year educating them on what they own and why and the particular risks are for certain investments and the opportunities and understanding what you own is the first rule of investing."

Finally, if you're concerned about your estate, don't forget the insurance piece, Pyle said. Estate planning certainly means looking at life insurance and disability plans as well as making sure your beneficiaries are correct, he said.

"The settling down of the market allows us to do more of the wealth-management piece, and it's a very important part of the client's plan," Pyle said.

Financial advisers mixed on gold as investment

BY BETH POTTER
bpotter@bcbr.com

In general, gold has been volatile and has underperformed virtually all other investments, said Nancy Stevens, chairman of First Western Trust Bank's Boulder office. There's nothing wrong with owning it, but as part of a larger investment strategy, Stevens said.

"The important thing to remember about gold is that it is a 'thing,' and its only value is what we agree the 'thing' is worth," Stevens said. "Gold has no 'earnings,' so its value is extremely hard to quantify, and hence, it is a volatile asset to own."

Gold, which has been dancing above and below the \$1,400 per

ounce mark, seems to have captured the imagination of a variety of financial advisers and the public. We hear about it all the time on radio and TV ads. In places like India and China where there are growing middle-



class populations, many families buy and sell gold as the most basic of investments.

What's all the hoopla about?

Some of Dave Darmour's clients are investing in gold as a hedge against inflation, said the certified financial adviser at Cornerstone

Investment Advisors LLC in Boulder. Specifically, clients who hold reserves in dollars or dollar-denominated assets may be considerably impacted by actions the U.S. Federal Reserve currently is taking to keep interest rates low, Darmour said.

"Our view on gold has changed in the last couple of years. We're looking at gold as a currency alternative to what's available out there," Darmour said. "We're looking for things that will retain value and increase over time rather than U.S. Treasury bonds."

But gold can be "a funny investment," in that it can be more volatile than other commodities, said Sacha Millstone, an owner of the Millstone Evans Group of Raymond James

Associates in Boulder.

"I'm not saying gold is a bad investment this year, but if you think about it, anything being advertised on late-night television, it's the hot thing, and that's a good way to know what not to invest in," Millstone said. "I don't have to have the hot thing that everyone loves, and you avoid a lot of risk that way."

But very wealthy investors can afford to invest heavily in gold because if they get it wrong, they're probably still just fine, Stevens said. However, most Americans need to earn returns in the 7 percent to 9 percent range annually over long periods of time to be able to retire, and gold can be more risky, she said.

Regulatory burdens hindering refinancing

It helps to be a completely average Joe or Jane with a good salary and not much debt if you want to refinance your home to take advantage of the still historically low interest rates out there.

Local mortgage brokers and bankers can help you navigate through the stricter federal qualification rules, from lower debt-to-income ratios to better credit scores.

"There's really a very minimal specific group that qualifies," said Joshua Stevens, owner of J Stevens Mortgage in Boulder. "It's harder than it was to get approved. Up until about three years ago, over 99 percent of people were getting approved; now it's something like 50 percent."

With loan rates still hovering around the 4.5 percent to 5 percent range at the moment, there's still plenty of opportunity to save money, though. The general industry rule of thumb is that it makes sense to try to refinance a loan if you can lower your interest rate by 1 percent or more — usually about a savings of \$120 to \$200 or so per month, depending on your tax and insurance costs.

1. A more strict debt-to-income ratio is the biggest hurdle homeowners face. That's the ratio between how much you owe each month on personal debt and how much you earn. Add up monthly expenses such as

car payments, credit card payments, student loans and rental or mortgage payments to figure out your debt. Divide it by your salary and other income.

The ratio should be no higher than 36 percent, although government programs such as Federal Housing Authority mortgages and Veterans Administration mortgages may allow a ratio of up to 41 percent.



BANK NOTES

Beth Potter

Just a few years ago, the ratio could be as high as 55-60 percent, according to those in the industry.

Credit scores are also being scrutinized more closely, Stevens said.

2. An "unusual" employment history also can create problems, said Lou Barnes, a mortgage broker at Premier Mortgage Group in Boulder. The Boulder Valley's bustling high-tech industry is the biggest factor to blame for many workers' non-traditional career paths, Barnes said.

"So long as you don't have to be self-employed, have an unusual income stream or a quirk of any kind, you can qualify," Barnes said. "A disproportionate number of people here

are unusual, though."

Finally, if you're "in distress" or "near distress," in making your mortgage payments, it's probably near impossible to get refinancing approval, according to Barnes. "In distress" means you're behind in making payments, even by one month.

"A borrower in or near trouble should contact their existing loan servicer," Barnes said. "Just remember that the servicer is not a lender. It's a data-processing group trying to be useful to households in or near default and to requalify them and rewrite their mortgages in ways that help them avoid foreclosure and stay in their homes."

Time are tight

Just as many homeowners have had to tighten their belts, so have area mortgage brokers. In general, they say they're doing a lot more work for a lot less money, sometimes so much less money that they worry that they could go out of business.

Stevens said he saved up during the good times to see himself through the bad, but points out that he's one of the remaining independent companies in the area.

"I once closed 25 loans per month, and now with the paperwork, it's hard to close more than four per month," Stevens said. "It's like tumbleweeds going through the office. Fewer peo-

ple have a reason to refinance."

In fact, few homeowners would be able to requalify for loans they already have, Barnes said.

"In some cases, it's worse than it sounds, but with the credit contraction, the housing market cannot absorb the existing inventory," Barnes said.

Having investment or capital gains income is no guarantee of loan approval either, Barnes said. An investor who sold a law practice elsewhere and wanted to put down \$200,000 and get the rest on terms to buy a \$400,000 Boulder home had problems, Barnes said.

"If you would like to rely on investment income, better forget that ... and additional investments and additional capital gains, forget that as well," Barnes said. "There is no loan for any terms."

Barnes himself scrambled to deal with industry changes. He and a partner owned Boulder West Financial Services from 1990 to 2009. They sold, his partner retired, and Barnes and his sales team moved to Premier.

"Premier is a much larger company with a larger capital base. Its size makes it able to cope with regulatory burdens, which can only be done with scale," Barnes said.

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

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BANK BRANCHES

(FDIC-insured branches in Boulder and Broomfield counties ranked according to deposits as of June 30, 2010.)



RANK	PREV. RANK	Company Street address 1 City, State or province Postal code Office phone/Office fax	Deposits June 30, 2010	FDIC number	Parent Company Headquarters	Person in Charge Year Founded Website
1	1	WELLS FARGO 1242 Pearl St. Boulder, CO 80302 303-441-0391/303-441-0392	\$580,427,000	1897	Wells Fargo San Francisco, California	Sharon DeWild Area Manager 1852 www.wellsfargo.com
2	3	MILE HIGH BANKS 1726 Hover St. Longmont, CO 80501 303-684-7350/303-684-8778	\$332,888,000	452221	Big Sandy Holding Co. Limon, Colorado	Kylee Allen Manager 1919 www.milehighbanks.com
3	2	CHASE - BOULDER DOWNTOWN 1301 Canyon Blvd. Boulder, CO 80302 303-245-6660	\$303,690,000	365783	JPMorgan Chase & Co. New York, New York	Moses Hermosillo Branch Manager 2000 www.chase.com
4	9	FIRSTBANK OF LONGMONT 1707 N. Main St. Longmont, CO 80501 303-772-5500/303-678-4157	\$178,768,000	8273	FirstBank Holding Co. Lakewood, Colorado	Bruce Robbins President 1963 www.efirstbank.com
5	NR	WELLS FARGO 1690 28th St., Suite 249 Boulder, CO 80301-1006 303-449-3270/303-449-3965	\$170,042,000	284256	Wells Fargo San Francisco, California	Craig Prouty Branch Manager 1852 www.wellsfargo.com
6	7	FIRSTBANK OF BOULDER 6500 Lookout Road Boulder, CO 80301 303-530-1000/303-581-2538	\$169,247,000	15290	FirstBank Holding Co. Lakewood, Colorado	Doug Kenkel Branch Manager 1975 www.efirstbank.com
7	NR	FIRSTBANK OF LONGMONT-SOUTH HOVER ROAD 1270 S. Hover Road Longmont, CO 80501 303-678-7000/303-678-4157	\$145,601,000	13084	FirstBank Holding Co. Lakewood, Colorado	Bruce Robbins President 1908 www.efirstbank.com
8	24	WELLS FARGO - FLATIRON CROSSING 598 Summit Blvd. Broomfield, CO 80021 720-566-4975	\$140,908,000	362832	Wells Fargo San Francisco, California	Roger Ware Branch Manager 1852 www.wellsfargo.com
9	4	FIRST NATIONAL BANK - BOULDER MAIN BRANCH 3033 Iris Ave. Boulder, CO 80301 303-443-9090/303-417-4430	\$138,558,000	472086	First National Bank of Nebraska Inc. Omaha, Nebraska	Roxanne Romero Branch Manager 1881 www.1stnationalbank.com
10	15	WELLS FARGO - BROOMFIELD 2 Garden Center Broomfield, CO 80020 303-465-6740/303-465-4811	\$137,078,000	11858	Wells Fargo San Francisco, California	Fereshteh Eftekhari Branch Manager 1852 www.wellsfargo.com
11	17	MILE HIGH BANKS - BOULDER 3002 Bluff St. Boulder, CO 80301 303-413-0700/720-565-6358	\$136,215,000	365026	Big Sandy Holding Co. Limon, Colorado	Mindy Hanson Branch Manager 1919 www.milehighbanks.com
12	13	GUARANTY BANK & TRUST CO. - LONGMONT, DOWNTOWN 401 Main St. Longmont, CO 80501 303-774-2999/303-678-4170	\$133,447,000	1933	Guaranty Bancorp Denver, Colorado	Chuck Allen Regional Support Officer 1955 www.guarantybankco.com
13	16	CHASE - TABLE MESA 603 S. Broadway Boulder, CO 80305 303-245-6590/303-494-8657	\$128,826,000	12404	JPMorgan Chase & Co. New York, New York	Beth Stewart Branch Manager 2000 www.chase.com
14	21	WELLS FARGO - LONGMONT 635 Coffman St. Longmont, CO 80501 303-682-2068/303-772-3202	\$121,882,000	13176	Wells Fargo San Francisco, California	Janet Worrell Branch Manager 1852 www.wellsfargo.com
15	5	CHASE - ARAPAHOE 2500 Arapahoe Ave. Boulder, CO 80302 303-245-6620/303-449-3729	\$120,869,000	12234	JPMorgan Chase & Co. New York, New York	Andrew Dauernheim Branch Manager 2000 www.chase.com
16	NR	AMG NATIONAL TRUST BANK 1155 Canyon Blvd., Suite 310 Boulder, CO 80302 888-547-8877/303-447-8822	\$120,859,000	360726	AMG National Corp. Denver, Colorado	Tom Chesney President 2001 www.amgnational.com
17	NR	FIRSTBANK OF BOULDER - SOUTH BOULDER BRANCH 4770 Baseline Road, Suite 100 Boulder, CO 80303-2667 303-499-2200/303-543-3610	\$120,550,000	45539	FirstBank Holding Co. Lakewood, Colorado	Erin O'Keefe Branch President 1963 www.efirstbank.com
18	23	MILE HIGH BANKS - LONGMONT SOUTH 601 S. Main St. Longmont, CO 80501 303-485-5444/303-684-8778	\$113,545,000	360622	Big Sandy Holding Co. Limon, Colorado	Mark Consbruck Branch Manager 1919 www.milehighbanks.com
19	22	U.S. BANK - BOULDER MAIN OFFICE 1650 28th St., Suite 1244 Boulder, CO 80301 303-444-7017/303-444-2849	\$103,675,000	12846	U.S. Bancorp Minneapolis, Minnesota	Larry Ramirez Senior Loan Officer 1929 www.usbank.com
20	NR	WELLS FARGO - BOULDER CANYON & 14TH 1420 Canyon Blvd. Boulder, CO 80302 303-443-2400/303-443-3480	\$99,576,000	284290	Wells Fargo San Francisco, California	Cindy Delozier Branch Manager 1852 www.wellsfargo.com
21	14	COBIZ BANK - LOUISVILLE 400 Centennial Parkway, Suite 100 Louisville, CO 80027 303-661-0969	\$92,054,000	442983	CoBiz Bank Denver, Colorado	Valorie Simpson Branch President 1978 www.cobizbank.com
22	NR	WELLS FARGO 1700 W. Midway Blvd. Broomfield, CO 80020 303-465-6740	\$91,451,000	284257	Wells Fargo San Francisco, California	Heath Orvis Branch Manager 1852 www.wellsfargo.com
23	NR	ADVANTAGE BANK - BOULDER BRANCH 1611 Canyon Blvd. Boulder, CO 80302 303-442-0445/303-442-1037	\$90,291,000	418824	Advantage Bank Corp. Loveland, Colorado	Brian Connor President 2000 www.advantagebanks.com
24	25	WELLS FARGO BANK - LOUISVILLE 1137 South Boulder Road Louisville, CO 80027 303-441-0379/303-604-0579	\$88,526,000	195984	Wells Fargo San Francisco, California	Roger Ware Branch Manager 1852 www.wellsfargo.com
25	12	COBIZ - BOULDER 2025 Pearl St. Boulder, CO 80302 303-413-6000/303-786-9701	\$85,139,000	257916	CoBiz Bank Denver, Colorado	Beth Coffman Branch Manager 1978 www.cobizbank.com

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Beth Edwards

BUSINESS DIGEST

OPENINGS

Lakewood-based **Digital Data Services Inc.** opened a branch office at 1823 Sunset Place, Suite D, in Longmont. Digital Data provides large-format scanning, plotting, digitizing, spatial data and custom map creation services. It also converts hard copy documents to electronic files and offers consulting services for computer-aided design and geospatial information systems. GIS captures, stores, analyzes, manages and presents data that are linked to locations. Phone is 720-328-2340.

Pastry chef Sarah Amorese will open **Piece, Love & Chocolate** on Pearl Street in Boulder in February. The 1,500-square-foot shop and bakery at 805 Pearl St. will feature chocolates, pastries and confections alongside books, art, clothing and cocoa-butter-based cosmetics. The retail space was formerly occupied by Bayleaf on Pearl, which has moved to a 3,000-square foot space at 1222 A Pearl St., on the Pearl Street Mall.

Beth Powell has started the green-event planning business **Project People LLC**. Boulder-based Project People's niche in event planning is ribbon-cutting ceremonies for solar-related events. The company currently is working with Xcel Energy to put on meetings for people involved with Boulder's SmartGridCity project. In the past, Powell has worked with clients such as the city of Boulder's 10 for Change program, the Boulder Small Business Development Center; the Geological Society of America in Boulder; and CO-LABS in Boulder. Powell is a certified project management professional, an internationally recognized trade designation.

MOVES

Big national chain stores are leaving **Flatiron Crossing** mall in Broomfield, while others are moving in. **Tilly's**, a national surf, skate and motocross clothing store, will open some time this spring in space being vacated by **Abercrombie & Fitch**. Antiques retailer **Cozy Cottage** will take over the current **Restoration Hardware** space. **McDonald's** will close its restaurant at the mall. **Jewelfire Diamonds** will close in the current **XXI Forever** wing and reopen in the former Samuels Jewelers location. **The Buckle** clothing store will

relocate temporarily to expand its current location. **Red Mango**, a natural frozen yogurt outlet, will operate from the former **Cinnabon** cinnamon rolls space. **Auntie Anne's** pretzel store will move into the former **Wetzel's Pretzel's** space. **China Max Chinese** restaurant will open in the former **Panda Express** restaurant area.

BRIEFS

Boulder-based **Lijit Networks Inc.**, a provider of custom site search and engagement tools for online publishers, reached a milestone of 1 billion monthly pageviews within the Lijit Network, including 90 million monthly unique visits and active placement on more than 15,000 sites. Reaching 1 billion monthly pageviews represents a 240 percent increase in pageviews since January 2010.

Zayo Colocation Inc., an Internet network infrastructure provider, has expanded to 10 locations from its current five. New facilities are open in Plymouth, Minnesota; Memphis, Tennessee and three in Ohio. Zayo Colocation, known as zColo, is a subsidiary of Louisville-based Zayo Group LLC. It also operates "colocation center" spaces in New York City, Newark, Chicago, Nashville and Los Angeles that connect to more than 4,000 locations.

Members of **Community Financial Credit Union** are slated to get their share of a \$375,000 special dividend. The Broomfield-based credit union calculates the dividend based on interest on deposits and interest on loans, the financial cooperative said in a statement. The amount will vary for the 2,100 members eligible to receive a share of the "member bonus."

Grey Mountain Partners LLC, a private equity firm based in Boulder, invested an undisclosed amount in Triton Diving Services LLC, a company that offers commercial diving services to oil and gas companies operating in the Gulf of Mexico. Triton, based in Metairie, Louisiana, plans to use the money to buy related companies, among other things. The dive company does maintenance, inspection and repair in conjunction with operators and engineering firms in the offshore oil and gas market.

Longmont-based **Data Storage Group** received a U.S. patent (No. 7,860,843) for the firm's core data deduplication technology. DataStor's software-based approach, known as adaptive content factoring, offers significant advancements and operational efficiencies in data backup and archival storage for small- to medium-size businesses as well as large enterprises.

CONTRACTS

Boulder-based **mix1**, an all-natural sports nutrition beverage company, signed champion triathlete **Timothy O'Donnell** to a two-year contract. Mix1 will serve as the official protein shake for O'Donnell as he prepares for events.

Superior-based **Key Equipment Finance**, a bank-held equipment finance company, entered a long-term program agreement with **Hitachi Medical Systems America**, the U.S. distributor of Hitachi Medical Corp.'s diagnostic imaging products. Through the program, equipment financing options will be made available to medical facilities interested in obtaining Hitachi MRI, CT and ultrasound equipment.

Boulder-based **Intelligent Office**, a provider of professionally staffed office space, hired Denver-based public relations firm **GroundFloor Media Communications** to provide a media relations and social media campaign and further developing the company's social media properties, including its Facebook page, and will institute a business- and trade-focused North American media relations campaign.

Boulder-based public relations firm **Fresh Ideas Group** added 34 Degrees, Pediatrician D. Alan Greene and Blue Horizon Wild Seafood to its client roster.

ColdQuanta Inc. in Boulder has landed a multiyear contract valued at more than \$1 million from the Office of Naval Research to create a device that could be used to make measurement instruments more precise. The device will house a system that generates ultracold matter, which uses atom chips that create Bose-Einstein condensates, which have the potential for sig-

nificantly higher (100-10,000 times) measurement precision than current instruments.

Colorado Chautauqua has entered into a partnership with **Whole Foods Market's** Pearl Street store to offer a grocery delivery service to guests staying in Chautauqua's rental cottages. Whole Foods Market personal shoppers work with the guest to determine the shopping list and then deliver the groceries just prior to arrival.

San Francisco-based **FiberTower Corp.** (Nasdaq: FTWR), a wireless backhaul services provider, and Louisville-based **Zayo Group**, a provider of telecom and internet infrastructure and carrier neutral colocation services, have entered into a multiyear agreement to lease 2,500 fiber miles of dark fiber on a long-term basis with an option to lease additional fiber.

MERGERS & ACQUISITIONS

Residential energy efficiency company **Populus LLC** in Boulder has acquired **Inhabit Consulting**, a green building and energy consulting company in Boulder. Terms of the deal were not disclosed. Andy Mazal, president and owner of Inhabit, will take the lead in overseeing the Populus team of EnergySmart energy advisers. Populus has a \$3.5 million contract with Boulder County to manage the federally funded EnergySmart service, which aims to make existing homes and businesses more energy efficient by giving rebates to owners who make certain upgrades.

GRANTS

Boulder County received a \$24,500 grant through the state's Advancing Colorado's Renewable Energy program. The grant will be used to develop a local biodiesel supply chain for Boulder County. The state issued more than \$600,000 to 15 organizations through the program.

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

PRODUCT UPDATE

Boulder-based **Splick-it Inc.** launched Android versions of its restaurant apps. The - app-s allow users to preorder and prepay by finger tapping their order on their mobile phone. Splick-it has also developed Android apps for Snarf's, Illegal Pete's and the Smiling Moose Deli. Other area spots found on Splick-it's -Android version are Amante Coffee, Atlas Purveyors, Brewing Markets, Corner Coffee Bar, Flatiron Coffee, Great Harvest, Pita Pit, Rueben's Burger Bistro, Saxy's Café, Treppedas and Ziggis.

Boulder software developer Marc Rockind launched the **WidePhotoViewer**, an app he believes is the first iPhone app that lets users access photosharing sites and gives them more options to catalog and display pictures. Rockind said the app overcomes the limitations of other photo display software available on the iPhone, iPad and the iPod Touch. It allows users to view photos that are stored on the major photo sharing sites, like Flickr, Facebook, or SmugMug. A limited version of the app can be downloaded for free

at the App store. The full version costs \$1. Information about the app is online at www.basepath.com/WidePhotoViewer.

Boulder-based **Terma Software Labs Inc.** launched JAWS 3.5, software for workload automation analytics. The new version has architectural changes to support CA Technologies' upcoming product releases of CA Workload Automation and CA Spectrum Service Assurance. JAWS 3.5 allows users to perform sophisticated trend analysis on job run history to determine which trends are real and important.

Boulder-based **Bloomin Flower Cards Inc.**, makers of handmade paper cards embedded with seeds, has developed a line of wedding stationery. The stationery is available in 16 themes and uses the company's seed paper in invitations, response cards, save the dates, programs, menus, favors, thank-yous and envelopes. Wedding guests can grow a garden that reminds them of the special day.

MUNCH from 3A

Songs on the CD "celebrate food with tips from me to encourage any child to be a more adventurous eater," Potock said.

My Munch Bug launched in November 2010 and sold 125 CDs and more than 300 books through the end of the year.

Startup costs covered production of the CD while the book, \$16.95, is self-published and available as an on-demand item through lulu.com as well as through mymunchbug.com. The CD, \$13.95, is also available on cdbaby.com.

"I can't sing so I went to local singer/songwriter Joan Langford who had done other children's CDs and told

her I could afford about \$15,000." Potock ended up spending closer to \$20,000 for her self-funded product, which she's been told ranks in quality as a \$35,000 project.

She's lined up to sell the CD and book on Amazon in about a month. Her financial goal is to be debt free in three years.

"Although my job as a feeding therapist is to help kids learn to eat independently, ultimately the real goal is to create joyful, stress-free mealtimes for the whole family," Potock said. "When the focus of the meal is on how many bites of broccoli Johnny ate that night, there isn't much time for bonding."

REVIVE from 8A

handwritten thank-you note, or doing a check-in call to your network to let them know you are still looking.

Are you doing enough networking? Here's a great litmus test: If your friends and networking contacts are not regularly asking you how your job search is going, then you are not connecting and reaching out to them enough.

Strengthen and increase your presence in your professional associations and community

Research your professional and community organizations to discover what job resources are available for you. Stay in touch regularly with these groups, and set goals to make a certain number of meetings and/or connections with this part of your network on a weekly and monthly basis.

A successful salesman we know makes appearances at coffee shops and gyms at specific times of the day when he knows he may meet current and prospective clients. This involves an extra effort in your workweek, but the rewards can be huge.

Remain flexible

Being flexible with job opportunities is critical. Dick Jordan, president of Staff Resources Inc., a national search firm in Rock Hill, South Carolina, said, "The more flexible a candidate is, the more likely he or she will be successful in

finding a new opportunity quickly. When we have candidates willing to be truly flexible to the point of considering relocation, we have candidates with a high likelihood of getting hired."

Have positive interactions

Be positive and professional in every job-search interaction. We understand sometimes this can be difficult if you have been in the job search for a while, or if the hiring manager isn't returning your calls, but being positive is critical when engaging with any of your professional network.

This applies to your phone calls, coffee meetings, e-mails and follow-up correspondence.

If you sense you are getting tired, flat or negative, take a break, but once you feel refreshed, get right back at it. Enthusiasm, a sense of humor and a great outlook are contagious and are often the determining factors when hiring decisions are close.

In summary, dedicate some time to strengthening and fine-tuning your job search strategy and developing good candidate presentation skills, and you will reach your next great job opportunity more quickly.

Jean Imbler-Jansen, president of Strategic HR Solutions, a human resources executive search firm and consultancy in Boulder, can be reached at 303-247-9500 or via e-mail at jimbler@sHRsnet.com.

HEALTH CARE

BCBR.COM

15A | Going herbal

Planners focus on health exchange

BY BETH POTTER

bpotter@bcbr.com

Work continues at the state level on plans for a state health exchange that would make health care more affordable for small businesses, despite the possibility of being derailed later this year by the new Congress.

Workers at small companies could be asked to lose weight, to stop smoking and to take more general responsibility for being healthy, if a new Colorado health-exchange program moves forward.

As an incentive, they might be able to get lower health-insurance rates if they did at least one of those things starting in January 2014, according to Joan Henneberry, who is leading the project in Colorado.

Those lower rates would be subsidi-

dized by the federal government, as part of the federal Patient Protection and Affordable Care Act that passed in 2010.



Henneberry

“As an employer, you have a captive audience, and an incentive to reduce people’s premiums,” Henneberry said.

Under the new health-exchange program, every small business and individual would get the same chance to shop for coverage that meets their needs. And all potential customers would be pooled together to have the same purchasing power as large companies do, Henneberry said.

“Not only will you have choices,

but the federal government will be subsidizing the cost of those health-insurance programs,” said Henneberry, who is the executive director of the Colorado Department of Health Care Policy and Financing in Denver. “Affordability is still a major hurdle.”

Health-care reform in general is on the national political hot seat and could be derailed by votes made in the new Congress, Henneberry and others said. In addition, a Florida court is hearing arguments from a 20-state challenge against the piece of the affordable-care act that requires all Americans to buy health insurance or pay a fine in 2014.

Henneberry said she is focused on her mission, regardless of what happens nationally at the moment. Up to \$1 million per state was made avail-

able in planning money for health-exchange programs.

“We got federal money to proceed with the planning,” Henneberry said. “We’ll keep going. We can’t wait for the court case to be decided.”

Henneberry said she wants to get the word out about existing health-insurance programs for workers in Colorado, such as the Getting us Covered program that started in July and has 500 or so high-risk workers signed up, as well as the Cover Colorado program, which has about 11,000 members in a similar situation.

Health-exchange benefit package costs and benefits are expected to be available sometime later this year, and will be based on new federal government rules, Henneberry said.

Health Inventures expands to foreign markets

Broomfield firm finds niche in constructing, running surgery centers

BY BETH POTTER

bpotter@bcbr.com

BROOMFIELD — For ambulatory surgery company Health Inventures LLC, the next health-care frontier is in other countries, especially those in the Middle East.

A Kuwaiti family recently sought out the Broomfield-based company to build short-stay hospitals throughout the Saudi Arabian gulf countries, said Christian Ellison, vice president of the company. Some Middle Eastern governments are requiring their foreign citizens to have insurance, and outpatient facilities in cities of 100,000 to 1 million people can cater to them, he said.

“Right now we’re in the prototype development of that, and our partners bought land in Saudi Arabia for the facilities,” Ellison said.

In addition, wealthy Middle Eastern countries such as Kuwait and Saudi Arabia are poised to move from “very parochial to first-world, at least in high population areas” in terms of health-care systems, Ellison said.

“With the wealth that has accumulated over time, and their expectations about quality of care, it seems like there is some opportunity there,” Ellison said. “The areas we’re going are fairly under-served.”

The company recently hired Charles Peck to be president and chief executive after founder Richard Hanley retired at the end of 2010.

With consulting experience in places like the United Kingdom and Portugal, Health Inventures is certainly



MICHAEL MYERS

Broomfield-based Health Inventures LLC recently hired Charles Peck to be president and chief executive after founder Richard Hanley retired at the end of 2010. The company constructs and manages surgery centers in the U.S. and is expanding its business to the Middle East.

an old hand in the field. In the United States and overseas, the company partners with doctors and hospitals to construct and manage outpatient facilities for elective surgeries — a strategy

that’s seen as one way to cut health-care costs across the country.

Health Inventures manages 30 surgical facilities in 11 states, which generate about \$200 million in annual

revenue, said Christian Ellison, vice president of the company.

Ellison feels that surgery centers offer patients a lower cost alternative to hospitals, and they’re more efficient — mainly because the facilities don’t necessarily need to offer expensive round-the-clock care.

In addition, “hospitals by and large are for sick people,” Ellison said. “These people aren’t sick, so they want to be in a healthy, nonhospital environment.”

Procedures like knee scopes, joint replacements and even spine fusion can be done on an outpatient basis, creating double-digit growth in the industry until very recently, Ellison said.

Ellison said about 70 percent of surgeries can be done without an overnight stay these days, compared with probably 50 percent or less 10 years ago.

“They’re not going to be doing brain surgery or heart surgery, but your basic elective procedures are on an outpatient basis,” Ellison said. “It’s a much more pleasant experience.”

Doctors these days can often make smaller incisions during surgery, and pain-management techniques also are better. The lower body trauma means shorter recovery times, Ellison said.

While surgery centers have been around since the early 1970s, their number accelerated rapidly after Medicare started to pay for surgeries at certified centers in 1982.

In the Boulder Valley, surgery centers include the Boulder Community Hospital Surgery Center in a building next to the hospital parking garage on Alpine Street in Boulder, the Flatirons Surgery Center in its own building on the Avista Adventist Hospital campus in Louisville, Longmont Surgery Center LLC on the Longmont United Hospital campus and

► See **Inventures**, 16A



MICHAEL MYERS

Herbalist Steven Frank measures out raw marigold stock, known as calendula, at Nature's Rite in Longmont. Frank, a founder of Peaceful Mountain Inc. in Boulder in 1999, a maker of all-natural health products, left that company in 2007 and started Nature's Rite, which sells herbal remedies via the Internet.

Nature's Rite attracts customers via Internet

Online marketing drives herbal supplement sales

BY BETH POTTER

bpotter@bcbr.com

LONGMONT — In just one year, herbal supplement company Nature's Rite LLC has more than doubled sales by marketing its remedies for ailments like sleep apnea and restless legs directly to customers via the Internet.

The rapidly growing Longmont-based company is the vision of Steven Frank, an herbalist who started it by mixing up folk remedies in his home kitchen. He says the company saw about \$270,000 in revenue in 2009 and about \$650,000 in 2010.

Several full-time employees now fill an average of 40 to 50 orders per day from a 10,000-square-foot space in a Longmont business park, and indications are that 2011 will be another year where sales double or triple, Frank said.

"We're riding a wave of desire to be more natural and more self-empowered in our own health care," Frank said. "We put together products that help people take care of themselves, naturally."

Nature's Rite focuses directly on customers, rather than on distribution, Frank said. It's tough to get approval from stores like Vitamin Cottage and Whole Foods, and selling directly to customers keeps his overhead low. About 90 percent of sales come directly through the Internet.

A founder of Pharmaca Integrative Pharmacy stores agrees with Frank's assessment about store distributors. Pharmaca gets "multiple requests per week," to carry herbal products, said Don Summerfield, vice president of

integrative medicine for the Boulder-based company, which now has 23 retail stores.

While Summerfield said he has not worked directly with Nature's Rite products, Pharmaca carries a top-selling natural pain-relieving cream that's made by Peaceful Mountain Inc., a natural health-care product company founded by Frank in Boulder in 1999. Frank left the company in 2007 and started working on the Nature's Rite line.

These days, Nature's Rite supplements treat sinusitis, eczema and other common health issues. The company is just getting ready to roll out remedies for cold sores and herpes, Frank said.

"We don't just treat the symptoms or just one part of the problem. What we do is put together a well-rounded solution that treats the symptoms, gets rid of the cause and helps your body repair the damage," Frank said.

Nature's Rite takes "Grandma's recipe" and makes it better, said Chris Groutt, a marketing and sales consultant who formerly worked at Peaceful Mountain with Frank.

"Grandma used a comfrey poultice with comfrey boiled on the stove, and wrapped the wet herbs on your bruised arm in a cheesecloth," Groutt said. "Steve made the modern-day poultice into the herbal infused gel. I call him when my kid is sick or I need advice."

On the marketing side of things, Frank is still searching for less expensive ways to reach customers.

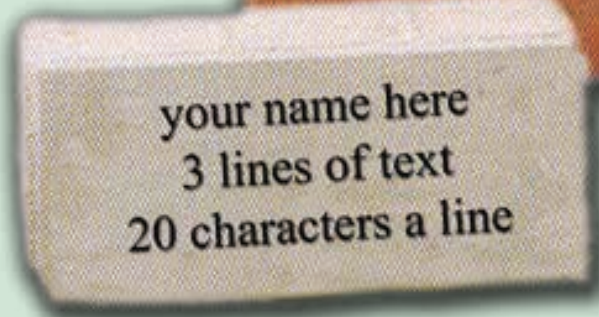
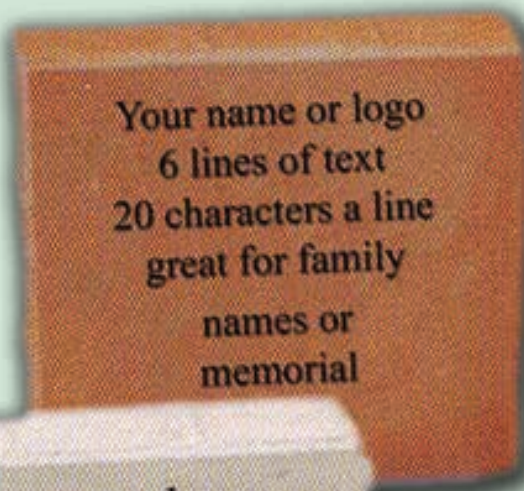
That's where Dave Kramer, owner of Team1on1 (1on1business.com online) in Longmont, comes in.

► See **Nature**, 16A

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Proceeds from Phase I of the Donor Garden will be used to build a Simulation Lab at EGSMC that bridges traditional medical education with web-based technology allowing medical staff to safely hone their skills on realistic computer controlled mannequin simulators. This state-of-the-art training is for life-threatening medical emergencies such as heart attack, stroke, hemorrhages and difficult child births.

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INVENTURES from 16A

the Golden Ridge Surgery Center, an orthopedic surgery center in Golden.

Surgery centers are able to offer some procedures at lower prices than hospitals can offer, mainly because they don't have the 24-hour capability a hospital needs to offer to operate, said David Smith, chief operating officer at Avista, which is affiliated with Flatirons Surgery Center.

But lower surgery center costs at the expense of a hospital can be a "double-edged sword," since hospitals need to make money, too, Smith said.

"Congress is moving to limit some

of the carve-outs," Smith said. "They are trying to make it more viable for hospitals to continue to provide services, so that when you show up at 2 a.m. at the emergency room, that's where the services have to be provided."

Flatirons sees "a good volume," although many surgeries are still done in hospital operating rooms, Smith believes.

Health Inventions is privately held. It has about 40 employees at the Broomfield headquarters, and about 485 employees total in offices in Cincinnati; Arlington, Virginia; Franklin, Tennessee; and its surgery centers around the country.



YOU'RE INVITED

The Boulder County Business Report presents the annual Forty Under 40 Event, recognizing the area's emerging young business leaders. These are the young people who are shaping the future of the Boulder Valley business community.

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Meet the Boulder County Business Report's class of 2011

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principal/senior software engineer
Quick Left Inc.

Philip Anson

founder/chief operating officer/chef
Phil's Fresh Foods LLC
dba EVOL Foods

Jennie Arbogash

executive director
Social Venture Partners Boulder County

John Arnold

president
DAMA Sales & Marketing LLC
dba Aveta Marketing

Rustin Banks

co-founder/chief executive
BlogFrog Inc.

Scott Brown

founder/chief technology officer
Kronovia Inc.

Joe Buczkowski

president
chief executive
Trajan Capital
LeaseRunner.com

Nicole DeBoom

founder
chief executive
Skirt Sports Inc.

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Bliss Sisters.com

Jessica Emich

co-executive director
Bliss Sisters.com

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Niel Robertson

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Trada Inc.

Amanda Rubino

co-owner
Frisk Jewelry

Jessica Rubino

co-owner
Frisk Jewelry

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vice president community impact
Foothills United Way

Isaac Saldana

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BOULDER COUNTY
**BUSINESS
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www.BCbr.com

NATURE from 17A

Kramer met Frank at a business networking event and immediately went to work on the company's Internet presence, creating more than 100 different websites for the products

NATURE'S RITE

supplements treat sinusitis, eczema and other common health issues. The company is just getting ready to roll out remedies for cold sores and herpes.

during the last two years.

Initial Internet sales doubled from \$10,000 to \$30,000 to the current \$50,000 per month, Kramer said. He said current return on investment is about \$1.25, with expensive pay-per-click advertising still costing the company about \$6,000 per month. A team of six employees has worked on the social media aspect of the campaign, marketing Nature's Rite on Facebook and commenting on various health-care forums to "draw traction."

"We've saturated the Internet market," Kramer said. "It's really amazing what we've done with a shoestring budget and a small staff."

Kramer attributes Nature's Rite's "incredible growth" to both the products and the marketing engine he has created to sell them. The sleep apnea product has been the most-popular of all the company has worked to sell, he said.

Each customer can cost as much as \$15 to \$25 in advertising expense, but once someone buys a product, he or she usually return to the websites to buy something else, Frank said.

"It's hard to get people to be willing to try something new," Frank said. "But it's really rewarding when they do try it, and it works so well for them."

FORTY UNDER 40 HONOR ROLL

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TECHNOLOGY

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18A | Gadgets that help organize your day

Out of the office ... and connected

Communication tools with borderless network keep workers in touch

BY MICHAEL DAVIDSON
mdavidson@bcbcr.com

Once there was a time when being away from the desk meant one was away from phone calls, memos and meetings with clients, coworkers and bosses.

Whether memories of those days make current workers yearn for peaceful days of yore or provoke shudders at being out of the loop, business communications technology has evolved to the point where it doesn't matter where an employee decides to work.



Krueger



Mako

The widespread adoption of smartphones and new software suites that can send data and voice messages anywhere are creating what some in the communications industry are calling "a borderless network."

Two of the biggest trends in business communications are what industry experts call unified communications and teleworking.

Unified communications systems are the next step of integrating communications networks like VoIP-based phone systems with desktop or mobile computers, said Tim Krueger, president and chief executive of Performance Enhancements

Inc., which is in Boulder. Unified communications software bundles capabilities such as instant messaging, e-mail, voice phone calls, and audio and video conferencing into

STAYING CONNECTED

Here are five business apps that can connect office and smartphones.

Google Apps for Businesses: Google's entry into the office software market is economical and comprehensive, with Gmail, Google Calendar and Google Docs, which offers a word processor, spreadsheet and presentation software. Cost is \$50 per user account per year.

QuickOffice: Allows smartphone users to view and edit files created by Microsoft Word, Excel and other programs in the Microsoft Office suite. Sells online for \$9.99 for individual users, with discounts for businesses.

Evernote: Popular note-taking and sharing

software allows smartphone users to write documents that can be shared across platforms using the cloud. Basic version is free, premium version costs \$5 per month or \$45 per year. Group accounts cost \$5 per user per month.

GoToMeeting: Web-conferencing software from Citrix lets users participate in audio conferences by phone and computer and create and share files during a conference. Basic monthly plan of \$49 per month or \$468 per year allows unlimited conferences of up to 15 people.

Skype: VoIP software allows video conferencing between users. Offers monthly subscription and pay-as-you-go plans for businesses on its website.

one software interface, Krueger said. The software also can allow users to see if other users are online, taking a call or away from their desk.

"They can be vendors of ours or

customers of ours, and I can see very quickly how best to reach them," Krueger said.

Advanced software suites such as Microsoft LYNC or suites offered by Cisco can cost upward of \$500 per seat license and are often sought after by medium-to-large companies, although prices are coming down, Krueger said.

Communications systems are able to handle a tremendous amount of data, and that has radically changed employees' options about where to work, said Darrin LeBlanc, vice president of Productive Computer Solutions in Boulder. Voice over Internet Protocol, or VoIP, systems can connect smartphones and laptops to a company's communications system just like it would a phone unit.

► See **Connected, 19A**



MICHAEL MYERS

Radish Systems' co-founder Theresa Szczurek and Richard Davis have relaunched Radish Systems LLC, this time featuring Choice-View, a mobile app that allows callers talk to a person and view data simultaneously.

Radish sprouts visual application for field techs on smartphones

BY JEFF THOMAS
news@bcbcr.com

BOULDER — Radish Systems LLC of Boulder is back in business with a new twist on combining voice and communications data, this time visuals over smartphones.

Choice-View is the new app for the recently refounded company, which allows callers to talk to ChoiceView-enabled businesses while simultaneously seeing visual information delivered to their smartphone either from a business representative or an interactive voice response system.

The original company, now referred to as "Radish 1.0," was sold for more than \$40 million in 1996, after pioneering a modem protocol, VoiceView, that allowed data to be transmitted during an ordinary land-line phone call.

"ChoiceView goes beyond 'click to talk' or 'live chat' by adding the most critical dimension — live visual communications during a smartphone call," said Radish Systems chief executive Theresa Szczurek, who cofounded both companies with Richard A. Davis, chairman and chief technical officer of the

► See **Radish, 19A**

Tech gadgets that can bring order to your day

There are some great technology gadgets on the market that not only improve efficiency but will also reduce paper consumption.

The key thing is to pick the right tool for the right need. Often we can get too many tech gadgets that we never use. But given the right tool, it can automate tasks and activities to reduce time and hopefully improve efficiency.

e-book readers

Do you want time to read but just can't seem to find it in your office?

An e-book device is a device specifically designed for reading material. It can hold a large amount of reading material and minimize weight, especially if you like reading more than one book at a time.

They are very useful when you have a lot of white papers, reports and other PDF type documents to read and just don't get time in your office. It allows you to get away from

your computer to a more conducive reading environment to concentrate and absorb the information.

The e-readers have easy search capabilities especially when looking for that one phrase, quote or topic. They also have the ability to take electronic notes or highlight text. The Amazon Kindle and the Sony Reader are good, basic e-readers and do well in bright sunlight. The Apple iPad can also be an e-reader with a lot more computer features and functionality.



GUEST OPINION
K.J. McCorry

Digital pens

Tired of all those scattered meeting notes and tablets?

Another upcoming product on the market is the digital pen, which

records electronically the movement of the pen on paper. It then can be connected to a computer and transferred into software that will display the notes or convert it to text.

This keeps an electronic running archive of all meeting notes, and you can discard the paper tablets.

Mini laptops

Ever need quick Internet access but don't want to lug your large laptop around?

These mini 10-inch laptops are economical, small and compact to travel with especially when you only need Internet access. They are also quite handy in meetings to take notes when a full laptop might feel too large and cumbersome.

Using a smaller laptop doesn't take away from the conversation or become a distraction. Acer and Asus brands are rated very well and usually cost less than \$350. For some individuals, they are using the iPad as a similar

portable smaller computer.

Digital audio recorder

Are you a slow typist, and does it take too long to type up notes or e-mails?

Consider using a digital recorder and record information verbally. You will also need an audio-to-voice recognition software such as, Dragon Naturally Speaking by Nuance. This will reduce time spent typing especially if you are a finger typer. Olympus has some of the leading brands on audio recorders however check your handheld device or iPad that might already have a recorder function on it or can be downloaded as a third party application.

K.J. McCorry is the owner of Officiency Enterprises, consulting services that help offices become more productive, efficient, and sustainable with resources and time. She is the author of "Organize Your Work Day In No Time," released by Que Publishing. She can be reached at www.officiencyenterprises.com.

business report LIST

INTERNET SERVICE PROVIDERS

(Area providers serving Boulder and Broomfield counties ranked by total number of subscribers.)

RANK	PREV. RANK	Company Address Office phone/Office fax	Total no. of subscribers Business subscribers/ Residential subscribers	Set-up fee Basic svc. monthly cost Web hosting? Support availability	Highest bandwidth available	Services offered Security features	Person in charge Headquarters Year founded Website
1	1	COMCAST 8000 E. Iliff Ave. Denver, CO 80231 303-930-2000/303-603-2077	15,700,000 N/A/N/A	\$99 \$42.95 Yes 24 hours, seven days	50 Mbps	High-speed cable modem. Comprehensive Security Suite.	Brian Roberts, CEO, President Philadelphia 1963 www.comcast.com
2	2	QWEST COMMUNICATIONS INTERNATIONAL INC. 1801 California St., Suite 900 Denver, CO 80202-2609 800-899-7780/303-965-3050	11,644,000 N/A/N/A	Varies \$16.52 Yes 24 hours, seven days	40 Mbps	DSL, wireless. Windows Live service with protection firewall, anti-virus, file backup, parental controls.	Edward Mueller, CEO Denver 1984 www.qwest.com
3	3	ID COMMUNICATIONS 20 Bowen St. Longmont, CO 80501 303-790-4343/303-784-0000	4,800 N/A/N/A	\$0 \$14.95 No Mon. to Fri. 8:30 a.m.-7 p.m., Sat-Sun 10am - 3pm	45Mbps	Dial-up DSL, dedicated TI service, limited Wi-Fi with line of site requirements. SpamAssassin software, anti-virus, "Greylist" service.	Susie Michael, Director of Operations Longmont 1995 www.idcomm.com
4	4	NYX NET P.O. Box 753 Littleton, CO 80160-0753 303-470-3200/303-470-1011	3,100 0/3,100	\$0 \$0 Yes 24 hours, seven days via e-mail	1,544 Mbps	Dial-up, Unix shell prompt, usenet, web hosting, email Procmail, Spamassassin, greylisting, and other anti-spam options available.	Trygve Lode, President Littleton 1989 www.nyx.net
5	5	E STREET COMMUNICATIONS INC. 96 Inverness Drive East, Suite G Englewood, CO 80112 303-584-0640/303-584-0652	2,700 2,000/700	\$0 15.00 Yes Mon. to Sat. phone and e-mail	1Gb	Dial-up, DSL, T1, Metro Ethernet, webhosting, web Design, VoIP, On-Site tech services, co-location, dedicated servers. Spam and virus filtering, basic security filtering for DSL clients.	Nick Voth, President Denver 1994 www.estreet.com
6	NR	INDRA'S NET INC. 2525 28th St., Suite 136 Boulder, CO 80301 303-546-9151/303-546-6220	2,500 N/A/N/A	N/A \$5 Yes Mon. to Thurs. 8 a.m.-8 p.m., Fri. 8 a.m.-6 p.m., Sat and Sun. noon-6 p.m.	N/A	DSL, Metro Optical Ethernet, T1, ISDN, dial-up. E-mail spam controller.	Joseph Ilacqua, CTO Boulder 1994 www.indra.com
7	NR	ARIELMIS INC. 2400 Central Ave., Suite B Boulder, CO 80301-2843 303-415-0266/303-415-0276	2,000 N/A/N/A	\$20 N/A N/A 8:00 a.m. to 5:00 p.m. plus 24-hour website monitoring.	7 Mbps	Business level website hosting, email service, virtual machine hosting, co-location, local cloud computing. Firewall, anti-virus and spam filtering.	Bob McCool, President Boulder 1994 www.arielmis.com
8	NR	E.CENTRAL 2546 15th St. Denver, CO 80211 303-830-0123/303-377-7097	2,000 N/A/N/A	N/A \$8.95 Yes Mon. to Fri. 8 a.m.-7 p.m.	N/A	DSL, dial-up. Spam and virus filtering.	Don Bachner, CEO Denver 1995 www.ecentral.com
9	NR	EARTHNET INC. 4735 Walnut St., Suite F Boulder, CO 80301 303-546-6362/303-546-0625	1,000 N/A/N/A	\$15 or less \$19.95 Yes Phone support Mon. to Fri. 9 a.m.-5 p.m., e-mail support 24 hours, seven days	7 megs for DSL, GigE for business	For residential, DSL and dial-up. For business, DSL, T1, T3, Metro Optical Ethernet, datacenter, colocation, managed services, consulting, security forensics, disaster recovery. Spam filtering.	Bahman Saless, CEO Paul Rennix, CIO Boulder 1994 www.earthnet.net
10	6	ROCKYNET INC. 1919 14th St., Suite 617 Boulder, CO 80302 720-932-7788/303-786-9102	700 700/0	Varies N/A Yes 24 hours, seven days	1,000 Mbps	T1 and Metro Optical Ethernet/fiber. MailGuardian, an anti-spam software.	Paul Mako, CEO, President Boulder 1996 www.rockynet.com
11	NR	THE DENVER EXCHANGE/TDE INTERNET PO Box 11271 Denver, CO 80211-0271 303-455-4252/303-455-4252	600 N/A/N/A	N/A N/A N/A N/A	N/A	DSL N/A	James Craig, Vice President Denver 1991 www.tde.com
12	NR	MAGNOLIA ROAD INTERNET COOPERATIVE P.O. Box 1671 Nederland, CO 80466 720-210-1969	500 N/A/N/A	N/A \$50 N/A N/A	N/A	DSL N/A	Rick Cobb, Board of Director Greg Ching, Board of Director Aaron Caplan, Board of Director Jim Crawford, Board of Director Ashik Lynch, Board of Director Nederland 2001 www.mric.coop
13	7	NEDERNET INC. P.O. Box 1244 Nederland, CO 80466 303-258-7922	350 N/A/N/A	\$0 \$29.99 Yes Mon. to Fri. 9 a.m.-5 p.m.	2.5 Mbps	High-speed. N/A	Tanya Bokar, Co-owner David Hardy, Co-owner Nederland 2001 www.nedernet.net
14	NR	NEDNET ① P.O. Box 115 Nederland, CO 80466 303-258-3739	330 N/A/N/A	\$0-\$60 \$35/mo No 24 hours, seven days	6 Mbps	Fixed-point wireless. Commercial firewall protecting the network. spam blocking, encryption, e-mail and Webmail.	Matt Reynolds, Co-owner Jeannie Reynolds, Co-owner Nederland 2001 www.nednet.net

N/A: Not available. Mbps: megabits per second. If your company should be on this list, please request a survey by e-mailing research@bcbr.com or calling our research department at 303-440-4950.

① Formerly Irish & Reynolds Inc.

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Beth Edwards

RADISH from 17A

current Radish Systems (2.0).

"The result is faster information exchange and increased user comprehension," she said.

Currently available at the Apple app store for iPhones and iPod Touch equipment, ChoiceView is expected to soon be available for iPads (and for the android market later this quarter) and already works over all 3G-plus networks and Wi-Fi.

The company debuted the product at the 2011 Consumer Electronics Show earlier this month in Las Vegas, and has a client actively using the phone to communicate with its field representatives installing automotive stereo equipment.

"It allows an installer to see all the different pages that relate to the products they are trying to install while connected to a live person all on their mobile device," said Szczurek about the first field representative application developed by Scosche Industries, which is based in Oxnard, Calif. but supports installers across the nation.

"Installers can be on their backs under car dashboards and get challenging installation jobs done better, cheaper and faster without the hassle of navigating a phone tree or leaving the car to get on a desktop computer or retrieve a fax," said Kas Alves, the executive vice president of Scosche in a prepared statement. "With the Scosche PRO App, an installer simply pushes the 'Talk to Scosche' button on a smartphone and begins speaking with a support person while downloading visual instructions, schematics and wiring diagrams. This will mean tremendous productivity gains for the auto accessory industry."

Szczurek said the field technical support application is seen as the likely first use of the software, which can be employed by businesses without computer or software installation through the "cloud computing" environment.

"We really do not know of any competition," Szczurek said. "Obviously there are applications where they can send you an e-mail or text,

but that requires a whole bunch of additional steps, and it's not direct — it's not as seamless. It's not right on the screen as you are talking."

Call center applications are already in the works, many of which can be supported by the generic application already available for download by end users for free at the Apple app store. The technology could easily enhance many existing call center functions — for instance allowing mobile users to select from directory tree before connecting to the right employees — and lends itself to a number of "killer apps," including enhancement to mobile commerce, Szczurek said.

The company envisions mobile users working their way through website items, more than 50 percent of whom are lost at the point of the shopping cart transaction. Szczurek said at that point the mobile user can quickly be connected to a sales representative who can see all the information the mobile user has already browsed and who can transmit information about similar

items directly to the mobile device.

Another such app could be developed for concert sales, where a representative could not only show the mobile user where their seating would be located in an arena, but what the stage would look like from that vantage point.

"Or they could sell them an upgrade — saying if you bought these tickets this is how the view is going to look," she said. "They could also send a coupon. You get can get much more information in less time, and happier customers and higher profits for the business."

Radish will be selling directly to businesses that employ the technology and those businesses can decide whether or not to charge for the downloadable app.

Radish 2.0 includes five members of the original Radish management team that was founded in 1990 and subsequently sold to SystemSoft Corp. The second version was founded two years ago and is funded by the angel financing and capital from its founders.

CONNECTED from 17A

"Whether it's a phone or laptop or tablet, it doesn't really matter," LeBlanc said. "That really changes the dynamics for people. You're free to work wherever you want to."

In the recent past, telecommuters or employees on the road could stay connected by phone calls and emails, but had relatively limited access to a company's network. Now they will have access to whatever technology is available, including Web-based teleconferencing.

Employees "can have access to anything they want, wherever they want, and do anything they want to do," LeBlanc said.

The increasing prevalence of cloud computing makes that increased access possible and cost-effective.

"Once you virtualize the server it's much easier for salespeople to get to that server from anywhere," said Paul Mako, president and owner of RockyNet Inc. in Boulder.

Businesses are increasingly willing to give up their servers and shift data storage to the cloud, said Vinc Duran, a co-owner of Free Range Geeks, which is based in Boulder.

"There was a while where we would recommend that, maybe two years ago, and clients would look at us and turn their head and ask 'Why would we want to do that?' Now we're getting more and more people asking us 'Do we need to use the cloud, and what does that mean?'" Duran said.

The continued development of smartphones is another game changer.

"The handheld revolution certainly is full blown," Mako said.

While corporate-issued phones once were limited to managers and sales reps, they are being issued with increasing frequency to the rank and file.

"They're ubiquitous now. Every employee in a company wants to have a handheld smartphone, and every employee wants to use e-mail on the run," Duran said.

New software allows smartphones to do more than take calls and transmit text messages or e-mails. Call forwarding software such as Google Voice can instantaneously route calls to their recipient no matter where they are in the world. A call to an office line can be forwarded from the office to the company mobile phone to a home line

in a matter of seconds, LeBlanc said.

But even though smartphones are getting smarter, there's still a limit on what they can do. The small size that makes devices portable makes prolonged use for tasks like typing or entering data cumbersome.

"I see people try to edit or write a very long document on a smartphone, and it's horrible to watch," Duran said.

"They are great tools for receiving, but not for producing," Krueger said.

But that does not mean die-hard users will ever give them up.

"The road warriors would rather have you rip off one of their arms than take their handheld from them. ... The young kids won't settle for anything but those things," Mako said of smartphones.

SOLAR from 1A

"Bringing the NSO to Boulder would make an important scientific contribution to a community that's already pretty brilliant," said Mark Rast, a professor in CU's Department of Astrophysical and Planetary Science said. Rast helped put together CU's bid.

According to the bid, CU would provide space for the observatory in the East Campus Research Park. Faculty, graduate students and researchers could hold joint appointments with CU and the NSO, Rast said.

"This is an attempt to tie the NSO into the educational mission of the university, which they have an interest in and we have an interest in," Rast said.

Currently the NSO staff is split between offices in Tucson, Arizona, and Sunspot, New Mexico.

The existing facilities are outdated and inconvenient, said William Smith, president of the Association of Uni-

versities for Research in Astronomy, which oversees the NSO.

"We have been dealing with the two-site problem for many, many years," Smith said. "Our intent is to establish a single headquarters location that can have great benefit to the NSO and help us in our effort to re-energize the broader solar (research) community."

AURA has ambitious plans for the NSO. In addition to the headquarters, it is building a \$298 million state-of-the-art solar telescope in Maui, which will be named the Advanced Technology Solar Telescope. Scientists and technicians will work in Hawaii, but the majority of the observatory's staff will be on the mainland.

"Most NSO scientists would be doing their daily work at the headquarters site. That's where most of the data work and instrument development would be done," Rast said.

The economic impact of the NSO

would not be limited to new faculty hires. Visiting scientists and students will travel to the NSO to conduct research, Smith said.

Most of the instruments for the Hawaii telescope will be designed and built near the NSO headquarters, said Thomas Ayers, a professor at CU's Center for Astrophysics and Space Astronomy. Ayers also is a member of AURA's Solar Observatory Council.

The work would benefit Boulder-area companies that design and build precision instruments.

"It is a very specialized niche that is very congruent with what we have here in town," Ayres said. "NSO will buy a lot of high tech stuff."

The headquarters is expected to have an operating budget between \$10 million and \$15 million per year, he said.

Although there is not a precise estimate of what the economic impact

would be, the bid has received support from the city and business community.

"We wrote a whole stack of letters in support when they submitted their bid," Boulder Economic Council executive director Frances Draper said.

Rast hopes the NSO would jumpstart local solar researchers the way the National Center for Atmospheric Research and National Oceanic and Atmospheric Administration facilities have done for their fields.

"The NSO is in some sense a catalyst to doing that here. It reinforces Boulder as a center of excellence that trains the next generation of solar and space physicists," he said.

AURA had planned to pick a winning bid by May, but that timeline might change as experts review the bid, Smith said. The proposal will then go to the National Science Foundation, which will provide the funds necessary to transfer the staff.



ART GALLERIES

(Ranked by number of shows in a year.*)

RANK	PREV. RANK	Company Address	Number of shows in a year No. of employees	Square feet of space Hours of operation	Gallery/museum specialties	Person In Charge Web site Year founded
1	1	BOULDER ARTS & CRAFTS GALLERY 1421 Pearl St. Boulder, CO 80302 303-443-3683/303-443-7998	28 32	4,000 Mon - Sun: 11 a.m. - 5 p.m. Call ahead for seasonal changes.	Fine American craft gallery cooperative, showing works of more than 200 artists. Clay, glass, wood, metal, fiber-leather, jewelry, home decor and greeting cards. Kids craft events and demos throughout the year.	Robin Grabowski, Administrative Director www.boulderartsandcrafts.com 1971
2	2	NCAR ART GALLERIES 1850 Table Mesa Drive Boulder, CO 80305 303-497-2408/303-497-2411	18 N/A	N/A Weekdays, 8 a.m. - 5 p.m., weekends/holidays, 9 a.m.- 4 p.m.	Juried community art exhibit program featuring regional artists and multiple media. Located at the National Center for Atmospheric Research at the west end of Table Mesa Drive.	Laura Allen www.ucar.edu/outreach/art_gallery/calendar.html N/A
3	4	SHANKAR GALLERY 1840 Violet Ave. Boulder, CO 80304 303-447-9606/303-447-9606	15 1	2,000 Open daily by appointment.	Gallery of Richard Lazzara, four decades of art.	Richard Lazzara, Owner www.shankar-gallery.com 1999
4	3	ART & SOUL GALLERY 1615 Pearl St. Boulder, CO 80302 303-544-5803/303-544-5816	12 5	3,000 Tues - Sat, 11 a.m. - 6 p.m.; Sun, 11 a.m. - 5 p.m., closed Mon.	Offers a sophisticated variety of fine art and jewelry. Monthly show openings from April to December, the first Friday of each month. Residential and commercial art consulting available.	Debbie Klein, President/Owner www.artandsoulboulder.com 2000
4	5	OSMOSIS GALLERY 290 Second Ave. Niwot, CO 80544 303-652-2668/303-652-2717	12 5	1,600 Mon - Fri, 10 a.m. - 6 p.m., Sat, 11 a.m. - 3 p.m.	Highlights contemporary fine arts from more than 40 Colorado artists in a variety of mediums including oil, acrylic, sculpture, jewelry, pastel and mixed media.	Anne Postle, Owner www.osmosisartgallery.com 2009
6	NR	BITTERSWEET ART GALLERY 820 Main St. Louisville, CO 80027 303-907-6975	12 2	1,200 Tues - Thurs, 11a.m. - 6 p.m.; Fri, 11a.m. - 8 p.m.; Sat., 10 a.m. - 6 p.m.; Sun, 12 p.m. - 4 p.m. Closed Monday. For appointments, call 303-907-6975.	Showcases original fine art, sculpture, jewelry, ceramics and glassware. First Friday Artwalk each month in downtown Louisville.	Jennifer Wegen, Owner Robin Noel Hiers, Owner www.bittersweetartgallery.com 2010
7	7	OLD FIREHOUSE ART CENTER 667 Fourth Ave. Longmont, CO 80501-5401 303-651-2787/720-652-4199	11 2	3,166 Tue - Fri, 11 a.m. - 5 p.m.; Sat, 10 a.m. - 2 p.m.	Enriching the community through visual art exhibits, children and youth education, and outreach.	Lynn Brown, Executive Director Paula Peacock, Art Director www.firehouseart.org 1986
8	6	SMITHKLEIN GALLERY 1116 Pearl St. Boulder, CO 80302 303-444-7200/303-444-2166	10 N/A	2,800 Fall/winter: Mon-Thurs, 10 a.m. - 6 p.m., Sun, 12 p.m. - 5:30 p.m.; spring/summer: Mon-Sat, 10 a.m. - 8 p.m. ; Sun, 12 p.m. - 5:30 p.m.	A contemporary, fine art gallery featuring paintings, glass, bronze sculpture, mixed-media sculpture, and fine-art jewelry.	Deborah C SmithKlein, Owner Nathan B Klein, Art Director www.smithklein.com 1984
9	NR	DAIRY CENTER FOR THE ARTS 2590 Walnut St. Boulder, CO 80302 303-440-7826/303-440-7104	9 19	1,360 Mon - Fri, 9 a.m. - 5 p.m.	Hosts 17 arts organizations working in dance, theater, music, literary, visual and media arts. Three performance venues, galleries, space rentals for public and private events, dance and music studios.	Rich Harris, Executive Director www.thedairy.org 1992
10	8	BOULDER LIBRARY CANYON GALLERY AND THEATER Boulder Public Library, 1001 Arapahoe Ave. Boulder, CO 80302 303-441-3100/303-441-4119	8 2	1,588 Mon - Thu, 10 a.m. - 9 p.m.; Fri - Sat, 10 a.m. - 6 p.m.; Sun, 12:00 p.m. - 6 p.m.	Hosts exhibits of work by Colorado artists and national traveling museum shows. Theater is venue for concerts, film series, storytelling festival, talks, more.	Donna Gartenmann, Library Arts and Programming Director www.boulderlibrary.org 1993
11	13	MUSE GALLERY 356 Main St. Longmont, CO 80501 303-678-7869	7 2	1,700 Tue - Fri, 11a.m.- 5 p.m.; Sat, 10 a.m.-4 p.m.	Has three exhibition spaces - the WESTend for special exhibitions, the Main Gallery for our local resident artists and the Community Space for student art and community projects.	Joanne Kirves, Executive director www.artslongmont.com; www.themusegallery.org 2001
12	9	CU ART MUSEUM 1085 18th St. Boulder, CO 80309 303-492-8300/303-735-4197	6 18	9,000 Mon - Fri, 10 a.m. - 5 p.m. , Sun, 12 p.m. - 4 p.m.	Exhibitions of historic and contemporary artwork, including student and faculty work, as well as curated exhibitions spanning numerous time-periods, artistic traditions, and cultures. Also includes a permanent collection of more than 6,000 works of art spanning ancient to contemporary periods.	Lisa Tamiris Becker, Director www.colorado.edu/cuartmuseum 1939
13	10	CHRISTINE MARGUERITE DESIGNS 1721 Pearl St. Boulder, CO 80302 303-447-2344	6 5	1,200 Mon - Sat, 10 a.m. - 7 p.m., Sun, 12 p.m. - 5 p.m.	Jewelry design studio and fine-art gallery.	Linda Kozloff-Turner, Owner www.christinemarguerite.com 2005
13	10	REMBRANDT YARD ART GALLERY & EVENT CENTER 1301 Spruce St. Boulder, CO 80302 303-301-2970/303-442-2827	6 5	6,500 Wed - Sat, 11 a.m -7 p.m or by appointment	An art gallery and event center, as well as home of Open Arts. We exclusively showcase Open Studios artists on our second floor and host event on both our second and 3rd. Art Gallery entrance: free of charge	Donovan Green Heidi Nelson, General manager www.rembbrandtyard.com 2004
15	12	MARY WILLIAMS FINE ARTS 2116 Pearl St., Suite C Boulder, CO 80302 303-938-1588/303-938-1608	6 3	N/A Mon - Fri, 10 a.m. - 6 p.m.; Sat, 10 a.m. - 5 p.m.	Specializing in historic, antique prints and maps, oil paintings by Rocky Mountain artists, fine-quality lithographs and fine-custom framing.	Mary Williams, Owner Alice Burnett, Accounts Payable Amelia Boslaugh, Gallery Director www.marywilliamsfinearts.com 1996
16	14	ANDREW J. MACKY GALLERY CU's Macky Auditorium, 17th Street and University Avenue Boulder, CO 80309-0285 303-492-8423/303-492-1651	6 1	1,800 Wed, 9 a.m.- 4 p.m. and during events.	Photography, paintings and multimedia by local and national artists. Exhibits run September to May.	Sara Krumwiede, Assistant Director www.colorado.edu/Macky 1990
17	15	EARTHWOOD GALLERY 1412 Pearl St. Boulder, CO 80302 303-444-3838/970-444-3837	6 N/A	2,000 Open daily all year; 10 a.m.- 6 p.m. in winter; 10 a.m. - 9 p.m. in summer	American fine art, photography, jewelry, art glass, ceramics, tapestries and functional and turned woodworking.	Ann Wilcocks, President www.earthwoodgallery.com 2007
18	16	ART/WORK/SPACE 2810 Wilderness Place Boulder, CO 80303 303-444-3839/303-444-3839	4 32	10,000 Most weekdays or by appointment.	Group studio open to the public by appointment. Sells art out of studio. Oil paintings, water media, monoprints, pastels and acrylics, and portraits.	Claire Evans, Partner www.artworkspaceboulder.com 1985
19	NR	BOULDER MUSEUM OF CONTEMPORARY ART 1750 13th St. Boulder, CO 80302 303-443-2122/303-447-1633	3 11	6,323 Tues-Sat 10 a.m. - 6 p.m.	Contemporary art museum and gallery that offers regional, national and international exhibitions and performances, with a focus on exhibitions and education.	David Dadone, Executive Director www.bmoca.org 1972
20	17	MUDSLINGERS POTTERY STUDIO AND GALLERY 820 Main St. Louisville, CO 80027 303-926-0996	3 3	1,200 Call ahead.	Pottery studio with artists and students producing work, featuring functional, sculptural and whimsical ceramics. Paint glaze on original pots or design a custom piece.	John Hansen www.mudslingerspottery.com 1997
21	18	BISHOP GALLERY 9889 Colo. Highway 7 Allenspark, CO 80510 303-747-2419	2 2	2,400 Open May 25 - Sept. 25	Shigaraki pots, Japanese Kutani Platters, vases, wooden Santo figures.	Bill Bishop, Owner N/A 1944
22	19	NICHOLAS ANGELO FINE ARTS & PRINTS 4089 Ute Highway Lyons, CO 80540 303-823-0607	2 1	1,750 Variable; call ahead.	Fine American prints and paintings, African art, used and rare books, and pottery. Thousands of gift items.	Nicholas Angelo, Owner www.nicholasangelo.com 1971
23	20	ART MART GIFTS 1326 Pearl St. Boulder, CO 80302 303-443-8248/303-939-0168	N/A 1,020	6,000 Winter hours: Sun-Wed 11-7; Thurs-Fri 11-8; Sat 10-8	150 artists and vendors with new products arriving daily; featuring arts and crafts by many local artists plus national and international gift items.	www.artmartgifts.com 1989
24	21	ARTEMIS GALLERY ANCIENT ART P.O. Box 714 Erie, CO 80516 720-890-7700	N/A 3	Internet only. N/A	Specializing in pre-Columbian, Greek, Roman, Egyptian, Near Eastern, Far Eastern and oceanographic art. Extensive inventory includes ancient pottery, stone, metal, glass and textile objects from South America, Central America and Mexico, as well as art from Greece, Italy, Rome, Egypt, the Middle East, China, India, Japan and the South Pacific.	Bob Dodge, Partner Teresa Dodge, Owner/Managing Director Elaine Jamieson, Partner www.artemisgallery.com 1996
25	22	RED CANYON ART CO. 400 Main St. Lyons, CO 80540 303-823-5900	N/A 2	950 Open daily 11 a.m.-5 p.m.	Collection of more than 140 Colorado artists. Includes landscapes in oil, acrylic, pastel, and watercolor, photographs, glass art (leaded, fused, blown, dichroic and crystals), jewelry, wood, slate, pottery, scarves, candles, cards, boxes, lamps, books.	Judy McDonald, Owner Mary Johnson, Owner www.redcanyonart.com 1990

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

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Beth Edwards

EXECSTYLE

BCBR.COM

Phase 1 renovation nearing completion

New Boedecker Theater will feature art films at Dairy Center for the Arts

BY KEELY BROWN
news@bcbr.com

BOULDER —The Dairy Center for the Arts will complete the first phase of its expansion project this spring — and Boulder will gain a brand new art house cinema.

A grant from the Boedecker Foundation, which funded the cost of the cinema for an undisclosed amount, audiences will be able to enjoy independent films — as well as live opera and ballet performances via satellite feeds — at the new venue.

Dairy Center executive director Rich Harris said the new Boedecker Theater is scheduled to open in late February or early March, depending on how quickly the final components can be installed. The grand opening will be announced at the Boulder International Film Festival in February.

Construction on the 60-seat cinema began last October, using a corner of the Dairy Center that formerly housed a public access television station.

While the cinema was being constructed, the Dairy Center, at 2590 Walnut St., also implemented upgrades in order to meet standards set by the Americans with Disabilities Act. These compliance upgrades include a wheelchair lift, extra restrooms (thanks to a donation from the Anchor Point Fund), and easier entrance/exit accessibility — all of which have already been completed.

In addition, the performing arts facility has also added more bike racks and covered bike parking for staff members, and plans to construct a new bathroom with shower stalls for bike commuters.

The second phase of the project



PETER WAYNE

Dairy Center of the Arts executive director Rich Harris sits where seats will be installed in the new Boedecker Theater. The theater is scheduled to open in late February or early March, depending on how quickly the final components can be installed. The grand opening will be announced at the Boulder International Film Festival in February.

“This is a market not currently being served in Boulder. We’re really proud of what we’re doing here. We’ve built a gem of an art house cinema.”

Rich Harris

EXECUTIVE DIRECTOR,
THE DAIRY CENTER FOR THE ARTS

will include the construction of a new entryway, a redesigned, larger lobby space and more efficient access to emergency exits.

The \$3 million renovation of the 42,000 square foot facility should be completed within the next two years,

Harris said — as long as fundraising efforts continue to be successful.

“The permitting process was a long one, and we’re doing a lot of things that needed to be happening in this building,” Harris said. “We would not be able to realize all our dreams

with this project if we didn’t get these other things done as well.”

Designed in classic cinema shades of red and black, with red plush velvet seats, the Boedecker Theater will also feature food concession stands — serviced by a brand new catering kitchen — and is fully licensed to serve beer and wine as well.

Tickets for independent film showings will average from \$6 to \$9, while satellite feeds for live performances will be in the \$20 range. Most importantly, the Boedecker promises to be Boulder’s only full-time, 7-day-a-week independent film cinema, Harris said.

“This is a market not currently being served in Boulder,” he said.

► See **Completion, 22A**



PETER WAYNE

David Dadone, executive director of the Boulder Museum of Contemporary Art, created an art project based on a report about the pros and cons of social and cultural diversity in Boulder.

Art project focuses on good, bad elements of diversity in Boulder

BY KEELY BROWN
news@bcbr.com

BOULDER — When David Dadone became executive director of the Boulder Museum of Contemporary Art nearly a year ago, one of the first things he wanted to establish was an atmosphere that would reflect the cultural diversity of the people of Boulder.

This summer, Dadone’s vision will be realized when the museum

opens the Diversity Project, an exhibition representing the people and cultures of Boulder, as seen through the eyes of four internationally acclaimed artists.

As a starting point last year, Dadone and his staff referenced the Boulder Community Dialogue, a study which was conducted in 2007 and published in January 2008 by the National Research Center. The Community Dialogue was initiated

► See **Diversity, 23A**

Busaba serves genuine Thai food in Louisville

Family-owned restaurant relies on mom's recipes to offer taste of Thailand

BY LAURIE BUDGAR
news@bcbr.com

LOUISVILLE — JonShan Phairatphiboon and her brother, Oak, have worked in their fair share of Thai restaurants — all of which are now closed due to financial challenges.

So they know, firsthand, how difficult it is for a restaurant to succeed, especially in this economy. But when their most recent employer shut down, they knew the time was right to open Busaba Thai in Louisville.

"We'd been thinking about it for a long time, but nothing (until then) really pushed us to do it," Phairatphiboon said.

STEPPING OUT

Phairatphiboon, who owns Busaba Thai with her brother and mother, knows that to stay afloat her restaurant has to distinguish itself from all the other Asian eateries in Boulder County. She never understood why Siamese Plate — which previously occupied the same storefront where Busaba Thai now operates — served sushi.

"We only want to do things we can do really well," instead of infringing on other cultures' cuisine.

And Phairatphiboon's mother, Cat, does really, really well with Thai dishes.

"Mom is the one with the recipes," Phairatphiboon said.

Back in Thailand, she used to sell cakes and other sweets, but when the family moved to the U.S. about 14 years ago, friends who tasted her mealtime cooking begged her to open a restaurant. "We try to make it as good as we would at home," Phairatphiboon said. "Some people might make things more to suit an American palate — but we try to make it as close to what we eat at home as possible, so you get an idea of what food would be like in Thailand." For example, the basil chicken is made with ground



MICHAEL MYERS

Cat Phairatphiboon serves customers at Busaba Thai. Phairatphiboon and her two children, JonShan and Oak, own the Thai food restaurant in Louisville. "We try to make it as good as we would at home," JonShan Phairatphiboon said.

chicken, not the chunks of chicken breast that Americans seem to prefer in everything from McNuggets to boneless "wings."

That's not to say the food adheres to a strictly traditional menu, however. "I think we put some creativity in some of our dishes — things you might not find in other restaurants, like our som tum (salads)." Traditionally, som tum is a bed of shredded green papaya, with long beans, tomatoes, fish sauce and peanuts. At Busaba, the papaya is fried, giving it a satisfying crunch. For a sweet alternative in the warmer months, get the strawberry som tum — papaya salad topped with lime-soaked berries.

But Phairatphiboon admits that the restaurant's lineup of curries steal the show — at least when it comes to sales. Drunken noodles and pad Thai lead the list of other customer favorites.

If the fresh, authentic flavors aren't enough to distinguish the restaurant from its competitors, its atmosphere surely will. "I don't think there's one (nearby) that represents a really nice

and chic restaurant for Thai food," Phairatphiboon said. "Our décor is very modern, on the minimalist side. My sister is the one who redesigned the place, and she ... got her bachelor's (degree) in interior architecture in Thailand. She likes the minimalist, modern look — no clutter, open space — you feel more relaxed."

Phairatphiboon acknowledges that Busaba Thai has already encountered a few operational glitches, but none of the sort that have sunk other restaurants. Her issues have involved making sure there's adequate communication between the front and back of the house, that the computer system is working properly, and that it's adequately staffed for busy periods. The latter, in fact, has been the restaurant's biggest problem.

"Word of mouth has really spread throughout the office community in Louisville. We've been building up pretty quickly — more quickly than we really expected," she said. So there are days, it seems, when all of the glitches hit at once. "But we have a lot of regulars who understand."

With its comfortably upscale vibe, creatively authentic menu and convenient location, it's likely to get even more regulars.

BUSABA THAI

133 MCCASLIN BLVD.
Louisville, CO 80027
303-665-0330

Monday-Friday, 11 a.m.-9 p.m.
Saturday-Sunday, noon-9 p.m.

Appetizers: \$4-\$7
Soups and salads: \$5-\$12
Entrees: \$6-\$16

Business Lunch & Dining



Tasty, fast, conveniently located and affordable; what more could you want for a successful lunch hour? Plus, the restaurant accommodates people with soy and gluten allergies, as well as vegetarians, making it an easy choice for the whole office.

After hours



Busaba's owners hope the restaurant's ambiance makes you feel relaxed, but if that doesn't do the trick, the full bar should. Order a mangosteen margarita, a guava martini or a glass of wine. If you want a beer, though, you'll have to step away from the usual Boulder microbrews and experiment with a Thai brew — it's all Busaba carries. Beers are \$5-\$8; Thai whiskey and cocktails are \$6-\$8.

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COMPLETION from 21A

"We're really proud of what we're doing here. We've built a gem of an art house cinema."

The Dairy Center is trying to raise funding for the second phase of its renovation. With Western Disposal Services Inc. in Boulder leading the way with a \$300,000 donation, Harris hopes that other sponsors won't be far behind.

"We started on this journey a year and a half ago, and the Boedecker Foundation has really been an angel," he said. "Now that the cinema is built, we're back in fundraising mode. We need to garner several significant donations, whether corporate or private, and we're hoping that the opening of the cinema will jump-start the rest of the fundraising."

DIVERSITY from 21A

to give Boulder residents an opportunity to voice both their appreciations and concerns about living in Boulder, identifying the most important issues facing the community.

The findings of the study, which focused on economic, social and environmental sustainability, particularly pinpointed four areas of concern expressed by those surveyed: A high and escalating cost of living, particularly the cost of housing; the lack of jobs available, an unwelcoming environment and lack of acceptance of people of color, and an increasingly exclusive and elitist social atmosphere creating an economically and socially divided community.

While reading the report, Dadone and his staff were particularly struck by the concerns raised over maintaining Boulder's increasing social and cultural diversity. It seemed a perfect opportunity for the museum to step in and try to make a difference.

"I was interested in enhancing social sustainability by providing an outreach and developing policies at the museum that would address these needs in the community," he said. "I wanted to include the underserved and the underrepresented, so that we could all be a part of the community. That's why these findings inspired me and the museum staff to start the

Diversity Project."

Dadone decided to bring in a group of artists to live in Boulder for a two-week residency, meeting with community leaders and nonprofit staff members, talking to people on the street and exploring the different local communities.

Dadone said that one important consideration was to insure that the artists in the Diversity Project had no previous relationships with the museum, so that there wouldn't be any preconceptions or expectations about Boulder. Another important element would be one of artistic freedom.

"We have not set any parameters or limitations," Dadone said. "We are facilitating the meetings with community leaders, but the artists are free to explore whatever they want. Then, the artists will go back to their studios and develop a project that represents the impressions they got from the community."

Seth Wulsin

Four artists — Seth Wulsin, Gustavo Artigas, Lahle Mehran and Christopher Coleman — were chosen by Dadone and his staff to bring the Diversity Project to life.

Based in Bogota, Colombia and Brooklyn, New York, Seth Wulsin has exhibited extensively in shows in New York and throughout South

America. In 2006, he gained international attention for "16 Tons", an art project documenting the demolition of the infamous Caseros prison in Buenos Aires. Wulsin shaped pixilated portraits made by hammering out glass tiles from the prison's façade, thus creating a monument to those who had disappeared behind its walls.

Gustavo Artigas

The works of Mexican artist Gustavo Artigas have been shown in major exhibitions worldwide. His most recent projects involve game formats that invite spectators or specific groups to interact within a given framework — such as "The Rules of the Game," an art performance work shown recently in California and Mexico, in which two Mexican soccer teams and two American basketball teams play against each other.

Artigas, who completed his two-week exploratory trip in December, spoke to audiences at Boulder's Chautauqua Community House about his findings before returning home to being work on his project.

Mehran/Coleman

Based in Denver, artists Lahle Mehran and Christopher Coleman are working as a team for the project. Mehran's works have been exhibited in world renowned venues such as the

Andy Warhol Museum. Coleman's works have been exhibited in Europe, Asia, and the U.S. — most notably in New York's Time Square. Both artists teach at the University of Denver.

Wulsin, Mehran and Coleman will come to Boulder in February and give a similar community talk at Chautauqua at 6 p.m. Feb. 22.

All three art projects will show simultaneously, from June 23 to Sept. 11, in the three galleries that comprise the museum.

The Diversity Project has received funding and support from the Colorado Chautauqua Association, which is housing the artists during their stay in Boulder, the Denver Foundation, Ideal Market, Whole Foods Market, the Mexican Consulate, the Mexican Cultural Center, and the Scientific and Cultural Facilities District. However, Dadone said that the museum is still seeking additional funding for the exhibit.

While Dadone hopes that the Diversity Project will help bring a wider audience to the museum, he and his staff are looking far beyond audience numbers in their goal of reaching out to the community through artistic expression.

"This is a museum for the Boulder community and for everyone," he said. "We want to embrace all the Boulder groups and communities through art, which is a beautiful thing."

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BOULDER VALLEY REAL ESTATE WATCH

EXISTING HOME SALES

December 2010 Statistics

Year-to-Year Comparison

Location	Total# Sold	Inventory	Avg. Sales Price	Avg. Days to Contract	Median Sales Price	Total # Sold			Average Sales Price			Average Days to Contract			Median Sales Price		
						12/1/08-11/30/09	12/1/09-11/30/10	%chg	12/1/08-11/30/09	12/1/09-11/30/10	%chg	12/1/08-11/30/09	12/1/09-11/30/10	%chg	12/1/08-11/30/09	12/1/09-11/30/10	%chg
Boulder	38	291	\$619,964	121	\$469,800	561	631	12.5	\$650,810	\$655,263	0.7	76	79	3.9	\$528,808	\$535,000	1.2
Broomfield	29	139	\$422,857	125	\$342,000	352	333	<5.4>	\$355,820	\$376,682	5.9	89	83	<6.7>	\$317,000	\$335,000	5.7
Erie	18	119	\$327,879	96	\$286,900	274	271	<1.1>	\$333,123	\$342,760	2.9	77	88	14.3	\$312,000	\$325,000	4.2
Lafayette	18	107	\$390,767	104	\$311,000	221	223	0.9	\$348,375	\$358,011	2.8	72	67	<6.9>	\$308,000	\$310,750	0.9
Longmont	60	372	\$234,083	68	\$190,000	892	840	<5.8>	\$238,429	\$256,363	7.5	74	72	<2.7>	\$219,000	\$230,000	5
Louisville	13	55	\$376,150	79	\$350,000	199	191	<4>	\$392,090	\$442,422	12.8	63	54	<14.3>	\$359,000	\$395,000	10
Superior	4	30	\$430,225	78	\$424,900	131	105	<19.8>	\$414,040	\$425,180	2.7	61	51	<16.4>	\$387,000	\$410,300	6
Mountains	18	243	\$487,861	93	\$480,000	207	228	10.1	\$416,699	\$411,860	<1.2>	145	133	<8.3>	\$343,000	\$357,500	4.2
Plains	33	270	\$645,462	118	\$415,000	232	326	40.5	\$631,504	\$613,206	<2.9>	116	98	<15.5>	\$475,000	\$475,671	0.1
Total	231					3,069	3,148										

EXISTING CONDO SALES

December 2010 Statistics

Year-to-Year Comparison

Location	Total# Sold	Inventory	Avg. Sales Price	Avg. Days to Contract	Median Sales Price	Total # Sold			Average Sales Price			Average Days to Contract			Median Sales Price		
						12/1/08-11/30/09	12/1/09-11/30/10	%chg	12/1/08-11/30/09	12/1/09-11/30/10	%chg	12/1/08-11/30/09	12/1/09-11/30/10	%chg	12/1/08-11/30/09	12/1/09-11/30/10	%chg
Boulder	38	345	\$309,547	105	\$280,000	622	616	<1>	\$305,978	\$307,120	0.4	88	132	50	\$244,000	\$250,000	2.5
Broomfield	3	38	\$200,233	106	\$156,200	62	57	<8.1>	\$216,316	\$210,910	<2.5>	114	90	<21.1>	\$203,000	\$206,000	1.5
Erie	2	15	\$111,000	280	\$98,000	30	32	6.7	\$214,627	\$237,148	10.5	85	83	<2.4>	\$192,377	\$188,000	<2.3>
Lafayette	2	37	\$223,450	64	\$214,900	95	86	<9.5>	\$186,426	\$171,996	<7.7>	76	52	<31.6>	\$175,900	\$161,000	<8.5>
Longmont	15	108	\$231,101	94	\$223,000	189	158	<16.4>	\$171,617	\$171,149	<.3>	113	77	<31.9>	\$170,000	\$158,999	<6.5>
Louisville	3	23	\$146,500	112	\$151,500	66	45	<31.8>	\$205,260	\$205,295	0	85	85	0	\$207,000	\$190,000	<8.2>
Superior	2	9	\$184,750	62	\$140,000	45	30	<33.3>	\$268,809	\$238,608	<11.2>	72	80	11.1	\$210,000	\$222,500	6
Mountains	0	4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Plains	6	38	\$254,962	91	\$260,000	84	105	25	\$184,955	\$183,667	<.7>	99	95	<4>	\$159,900	\$164,000	2.6
Total	71					1,193	1,129										

For more information contact: Kenneth Hotard 303.442.3585 • khotard@barastaff.com Datasource: IRES-Information Real Estate Services

Cascade Tek ramps up lab near Longmont

LONGMONT — A mechanical and environmental testing lab is coming to the Longmont area and looking to take over a fertile but underserved market.

Cascade Technical Sciences Inc., which is based in Hillsboro, Oregon, is opening a testing facility at 1530 Vista View Drive in the Vista View Commercial Center, located east of Longmont in Weld County. The company, which will do business as Cascade Tek Front Range, will perform mechanical and environmental tests for clients.

Cascade Tek took possession of the building in early January and plans to open by the end of March or early April, vice president of operations Terry Candlish said. Cascade Tek is equipping the 15,525-square-foot space with about \$1 million worth of equipment. The lab will employ four or five people when it opens, but the staff could grow to as many as 15 people. The employees will be hired locally, Candlish said.

Candlish expects business to be brisk. The area has been without a major mechanical and environmental testing lab since Oracle Corp. closed the Advanced Product Testing lab to outside companies in 2010. The

Redwood Shores, California-based software company acquired the testing lab when it bought Sun Microsystems Inc.

“Oracle was really the only game in town. They cut a lot of companies off that were left with nowhere else to turn,” Candlish said.

Cascade Tek already has hired staff from APT to try to retain former customers, Candlish said.

Cascade Tek also has formed a partnership with EMC Integrity Inc., an electromagnetic compatibility lab located at 1736 Vista View Drive. The labs are located a few hundred yards apart.

“It’s going to be very convenient for us to share customers with each other,” said Vince Greb, EMC Integrity’s president.

Tim Conarro, Audrey Berne

and Miles King of the Colorado Group represented the landlord. Ken Kanemoto of Prudential Rocky Mountain represented Cascade Tek.

BOULDER

BARKER HOUSE: The historic Hanna Barker House at 800 Arapahoe Ave. has been donated to Historic Boulder Inc.

The home, which was built in the late 1880s, was designated a local landmark by the Boulder City Council and is eligible for inclusion in the National Register of Historic Places.

Historic Boulder, a nonprofit organization, and the city have been considering ways to preserve and restore the home, a press release announcing the donation said. The home requires immediate stabilization and restoration measures, although a significant

amount of original features remain intact, the release said.

Barker was an early resident of Boulder and was a philanthropist, civic leader, teacher and businesswoman.

The building was donated by its previous owner, West Arapahoe LLC.

CAMERA BUILDING: The owner of the longtime home of the Daily Camera newspaper announced Jan. 5 it has selected the architects who will redesign the historic property after the newspaper relocates this month.

Karlin Real Estate LLC, a Los Angeles, California, based real estate development company, has selected Shears-Adkins-Rockmore Architects

► See **Real Estate, 25A**



REAL ESTATE
Michael Davidson



The historic Hanna Barker House at 800 Arapahoe Ave. in Boulder has been donated to Historic Boulder Inc. The home, which was built in the late 1880s, was designated a local landmark by the Boulder City Council and is eligible for inclusion in the National Register of Historic Places. From left, circa 1885, circa 1900 and 2007.

COURTESY HISTORIC BOULDER INC.

REAL ESTATE from 24A

LLC and Tryba Architects, both of Denver, to redesign the site at the corner of 11th and Walnut streets in Boulder.

Karlin Real Estate bought the property in August for \$9 million.

Shears-Adkins-Rockmore has helped design a number of projects in Boulder, including The Academy on University Hill and the Walnut luxury condominiums.

The firms collaborated on the design of Clayton Lane, a mixed-use project in Denver's Cherry Creek area.

Karlin and the architects plan to open the design process to extensive community involvement, said Vicky Canto, Karlin Real Estate's project manager. That likely will include a number of public meetings to solicit what Boulder residents think about the future of one of the largest downtown properties to come on the market in years.

Karlin and the architects are in what Canto described as "a feasibility period" as they consider options.

"We don't have a firm timeline about that, but it will be soon," Canto said.

Christopher Shears, a principal of Shears-Adkins-Rockmore, said the goal is to create a landmark project that embodies Boulder's unique character.

"This is a project that needs to be about Boulder's future. You can't think about doing an ordinary project," Shears said.

Beyond that, the architects "have no preconceptions" about the project going into the public input period.

"We don't want to restrict ourselves in the way we're thinking," Shears said.

Dates for meetings with the public have not yet been set but will be announced in late January or early February, Shears said.

Tryba Architects is officially known as David Owen Tryba Architects, a Public Corporation.

CONSULTANTS EXPAND: The local office of environmental and sustainability consulting firm WSP Environment and Energy is doubling its size as part of an upcoming expansion.

The firm, a subsidiary of the London-based WSP Group plc, employs six people in its Boulder office at 507 Canyon Blvd. That number will increase to 14 as the company reorganizes and expands, said Evan Evans, WSP's vice president and director of its sustainability and energy group.

"We have an aggressive growth plan over the next couple of years," Evans said.

The office's expansion is part of a multiyear plan for WSP to increase its sustainability consulting services, Evans said. WSP's focus has been on traditional environmental consulting such as pollution remediation and regulatory compliance.

The new effort will emphasize capabilities such as greenhouse gas emissions management and corporate sustainability strategies.

The new positions will not be filled immediately, Evans said.

"It will take a couple of years to fully fill that space with bodies," he said.

WSP will remain in its current office. The expansion takes over an adjoining suite and will expand the company's office space to 2,487 square feet. The building is owned by Wonderview Corp., a Boulder-based

real estate investment firm.

Andrew Freeman and Barbara Rosenthal of Freeman Myre were the listing brokers.

SPECIAL TRANSIT: Special Transit moved into its new \$11.6 million home on Boulder's east side Jan. 10.

The nonprofit, which provides transportation to older adults and people with disabilities, built the new facility at 2855 N. 63rd St. The building doubles the size of the organization's old offices from 18,000 square feet to 36,000 square feet. The 6.8 acre property also provides much more room for the group's fleet of vehicles than its previous 1.3 acre location at 4880 Pearl St.

Special Transit runs a fleet of 108 buses and has 220 employees. It serves 18 communities in five counties and has a budget of \$12 million.

The building was designed by OZ Architecture Inc., which is based in Boulder, and built by Golden Triangle Construction Inc., which is located in Longmont. It features a number of green features including a solar panel array, energy-efficient glass and water-reducing plumbing fixtures.

Special Transit will show off its new home Friday, Feb 4, with community open houses from noon to 2 p.m. and from 4 to 6 p.m.

HISTORIC HOUSE SELLS: The Oliver Bowman Building at 2229 Broadway has sold for \$1.175 million. The property was built in 1881 as a residence, but it has been redesigned to accommodate office spaces. Eric Rutherford and Tom Hill of Wright Kingdom Real Estate represented the seller. Chris Boston

of Gibbons-White Inc. represented the buyer.

GREEN BANKING: Wells Fargo & Co. is scheduled to open its newest Boulder branch Jan. 21 with a ribbon-cutting ceremony at 4 p.m.

The company (NYSE: WFC) is touting the outlet's green features. The bank at the Twenty Ninth Street retail district was designed to meet LEED Silver standards and features insulation made of recycled cotton and paper, water-saving plumbing fixtures and windows designed to allow more natural light into the building that are expected to reduce energy usage by 20 percent.

The bank will host an open house from 9 a.m. to 4 p.m. on Saturday Jan. 22.

LEASE SIGNED: PoshSplat LLC signed a lease for two retail spaces near the Pearl Street Mall. The space is 2,620 square feet at 1468 Pearl St., Suites 120 and 010. Todd Walsh of the Colorado Group represented the selling company. The property is owned by Pearl Street Mall Properties Inc.

LONGMONT

POTTERY STUDIO MOVES: Crackpots Inc., a pottery studio in Longmont, is moving one door down.

The studio's new space will be at 505 Main St. The space previously was occupied by the Free University.

Crackpots' old space was 501 Main St. The move will take place in April and is timed to coincide with the studio's 10th anniversary.

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

CONOCOPHILLIPS from 3A

have to go back before the planning commission and city council for reconsideration.

Delays "are not unusual on projects of this size," Manning said. "It takes a lot of work to make sure you have it right."

Louisville's leaders want the project to move along as fast as possible. The ConocoPhillips site could accommodate 7,000 workers at build-out, although the company has not said how many people it plans to employ.

City officials also understand big projects take time.

"They keep reassuring us they're working on it. They've been saying not to worry, and I take them at their word," Fleming said.

"It's clear they're doing a lot of work internally," Louisville mayor Chuck Sisk said. "I'm more convinced now than ever that this is going to happen and will make us all proud."

Sisk said companies the size of ConocoPhillips, which ranked

CONOCOPHILLIPS SPENT

\$58.5 million to buy the land from Sun Microsystems, and has spent another \$3 million on other land in Louisville. In November 2008 the company began "deconstruction" of the 1.7 million-square-foot, 20-building campus.

sixth on the 2010 Fortune 500 list, move on their own schedules.

Sisk also said the delays are not hurting local businesses, even though references to the ConocoPhillips project have become de rigueur when developers announce new projects in the area or experts make economic forecasts.

"It can be frustrating, but I would not take it in a negative way. I have not gotten any sense this has had a chilling effect on any businesses in Louisville," Sisk said.

Manning said the delay should

not be interpreted as a sign that ConocoPhillips' commitment to the project is waning.

"We are very excited about it," Manning said.

A statement on the ConocoPhillips website devoted to the Louisville project expands on that issue. The statement is phrased as an answer to the question "Do the economic challenges facing the energy industry threaten the new campus?"

"We continue to experience a tough global economy, but even

so we continue to make prudent, forward-looking investments," the statement said. "While this project falls into that category, it must compete with other strategic investments for capital. Accordingly, decisions regarding the design, construction and operation of this campus will be done in a business-like manner just as any other business decision we make."

Although construction has not started, ConocoPhillips has committed a great deal of money and attention to the project, Fleming said.

ConocoPhillips spent \$58.5 million to buy the land from Sun Microsystems, and has spent another \$3 million on other land in Louisville. In November 2008 the company began "deconstruction" of the 1.7 million-square-foot, 20-building campus. The process demolished the buildings and recycled the scrap material in an environmentally responsible way.

OPINION

EDITORIAL

CU should push hard to capture solar observatory

Now we're talking. While proposed technology centers for ConocoPhillips and the Aerospace Clean Energy Manufacturing and Innovation Center have garnered much of the region's attention — with potential for 7,000 and 10,000 jobs respectively — we're pleased to see efforts by the University of Colorado and local economic-development officials to land a smaller number of jobs: 60.

As Michael Davidson reports in this edition of the Boulder County Business Report, CU is attempting to become the new home for the National Solar Observatory, a project "intended to be one of the premier solar research institutions in the United States." The NSO would consolidate some operations from other sites.

The center would be located in the university's East Campus Research Park, which also houses the Laboratory for Atmospheric and Space Physics. CU is competing against six other institutions in the South and West. At stake are 60 scientists and administrators for the NSO, with a decision expected in May.

While we hope the ConocoPhillips and ACE plans reach fruition, efforts to bring the NSO to Boulder could reap many benefits for the Boulder Valley — and represent a more-attainable goal in the near term.

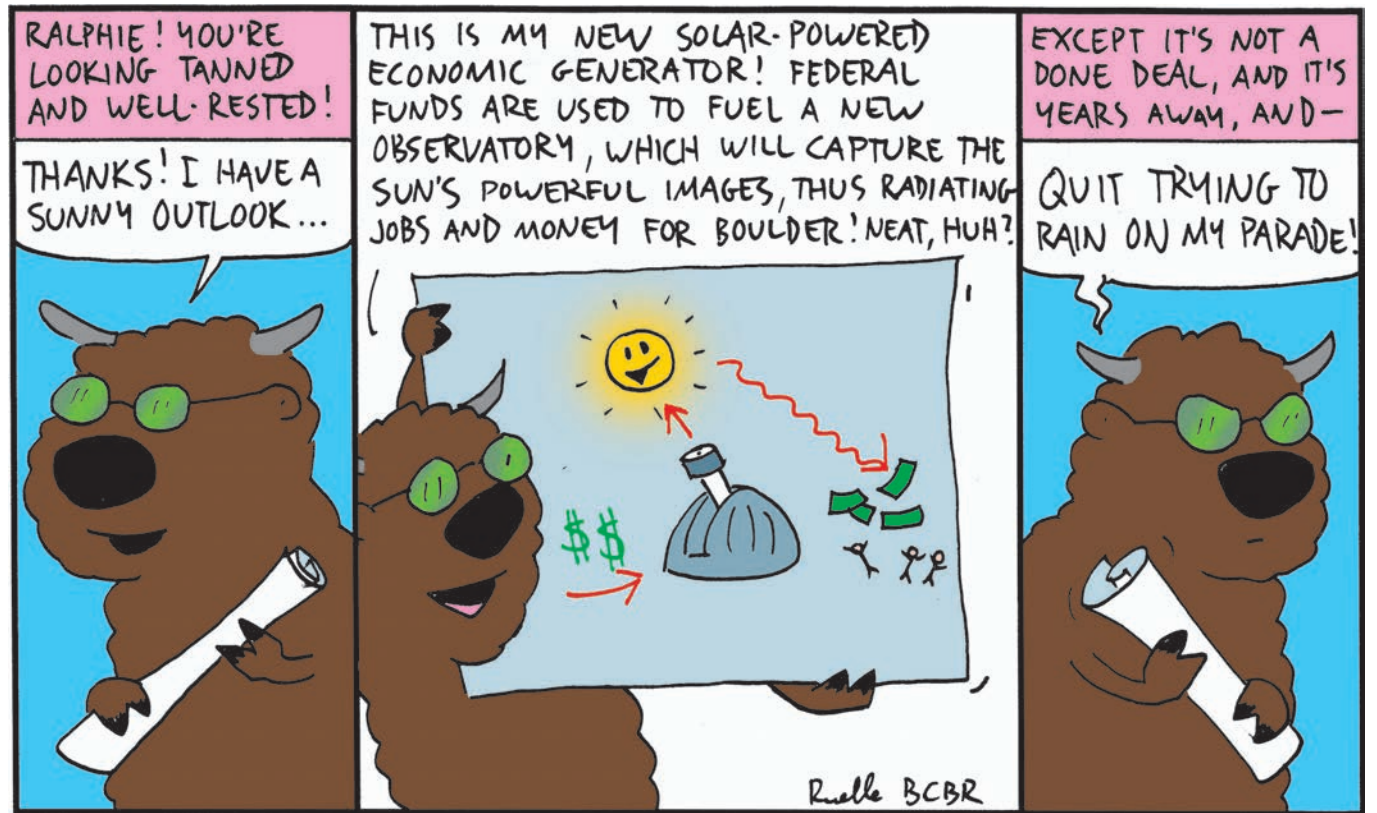
The solar observatory meshes perfectly with other science institutions in the region, including the National Center for Atmospheric Research, the National Renewable Energy Laboratory, the National Oceanic and Atmospheric Administration, LASP and many others.

CU already boasts strong programs in solar research. The university is also part of the Center for Revolutionary Solar Photoconversion, a research program of the Colorado Renewable Energy Collaboratory.

According to the NSO's website, the organizations' mission is to advance knowledge of the Sun, both as an astronomical object and as the dominant external influence on Earth, by providing forefront observational opportunities to the research community."

Federal laboratories in the Boulder Valley and neighboring Golden represent an enormous driver for the Colorado economy. We know from past experience that other states covet these operations and the high-paying jobs that they create.

Landing the National Solar Observatory would be one more step in solidifying the region's dominance in energy, space, atmospheric and solar research.



Big ideas bring promise of jobs

I like optimism, but I'm not going to hold my breath

Big ideas. Let's see. We've got ConocoPhillips, now in its third year of planning, wanting more time before building its global training center in Louisville with the promise of 7,000 jobs over a 20-year span.

Let's see. We've got a group looking for a place to create the Aerospace and Clean Energy Manufacturing Innovation Park somewhere between Fort Collins and Boulder with the promise of 10,000 jobs over five years.

Wow — 17,000 jobs right there. Big number.

Big ideas like these are necessary. Make one happen, and it can move the unemployment needle. Yet, they take time, effort and money, and I say the odds of these big ideas becoming a reality any time soon are really long.

Crack my knuckles with a ruler, but when it comes to the lofty job numbers thrown around by the organizers of the big ideas, I am a Doubting Thomas. Ten thousand jobs? Hmm, that's about 10 Seagates in Longmont.

More realistically, job growth, I think, comes in small doses — like a small software company adding a

couple of code writers here, or a pharmaceutical company adding a couple of bioscience engineers there. Small seems more doable.

What if the 2,000 companies in the Boulder Valley all added just two jobs each in the coming year? Let's see. That's about 4,000 jobs. That's a big number, too.

Somewhere in between the big and small ideas live the area's economic-development organizations. They constantly are beating the bushes to find companies that may move into the area and bring jobs that need to be filled by the local work force.

For example, there's the Longmont Area Economic Council's Prospect No. 2002 — a waste-to-energy company looking for an existing 70,000-square-foot building with at least 18-foot-high ceilings, and it could mean 800 jobs. Companies that tap into the resources of the economic-development organizations tend not to exaggerate job numbers. Note: Prospects are never identified. Where is WikiLeaks when you need it?

But organizers of big ideas know that jobs are the hot-button topic, and I fear they are attaching unrealistic

job numbers to projects to generate excitement and goodwill. So do politicians: They play the jobs card to gain favor among voters.

Listen to new Colorado Gov. John Hickenlooper. During his first day in office he began beating the jobs drum. I'm eager to hear how he plans to do this without throwing taxpayer money at it.

Governor, please convince the Legislature to back off on costly rules and red tape that hamstringing small businesses, preventing them from adding a job or two.

In the past, unions have played havoc with job rosters, stunting a company's ability to grow a work force because of their extreme demands. So I was pleasantly surprised when the Colorado AFL-CIO held a Jobs Rally earlier this month and unveiled a new agenda called Reinvest in Colorado. Instead of promoting union jobs as they have in the past, unions said their focus now is on jobs for everyone that pay good wages and provide benefits. We'll see if this warm and fuzzy approach gains any traction.

The unemployed need jobs. Workers need raises. Economic developers need to keep a positive attitude. We do need some optimism. Keep the big ideas coming, just curb the jobs enthusiasm. Let us just see what jobs may come.

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OBSERVATIONS
Doug Storum

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CALENDAR

JANUARY

21 The Longmont Area Chamber of Commerce is hosting a **New Member Orientation** from 8 to 9 a.m. at the chamber office, 528 Main St. in Longmont. Admission is free. For more information, contact Shelley McLeod at 720-864-2878 or e-mail smcleod@longmontchamber.org.

23 Zonta Foothills Club of Boulder County presents **A Cappella Zing for Zonta, A Gift of Song for Women and Girls** at 1:30 p.m. at Mount Calvary Lutheran Church, 3485 Stanford Court in Boulder. Doors open for a silent auction at 1:30 p.m. and the a cappella performances begin at 2 p.m. For more information, contact Elise Marylander at 720-352-5697 or president@zontafoothills.org.

24 The Boulder Chamber is hosting a **Leads Group** from noon to 1 p.m. at the chamber office, 2440 Pearl St. in Boulder. To join the group, contact Peggy Goehringer at peggygoehring@aol.com or 720-280-1068.

The Boulder Economic Council will host **2011 Economic Forecast: Boulder & Beyond** from 4 to 7:30 p.m. at the University Corporation for Atmospheric Research Center Green Auditorium, 3030 Center Green Drive in Boulder. Introductions will be from 4 to 4:15 p.m., a panel discussion by Boulder economist Richard Wobbekind will be from 4:15 to 5:15 p.m., an economic forecast will be from 5:30 to 6:30 p.m. and a reception will be from 6:30 to 7:30 p.m. For more information, visit www.bouldereconomiccouncil.org.

25 Don Strankowski, author of "Get Hired! 10 Simple Steps for Winning the Job You Desire in Any Economy, New Strategies for a New Job Market," presents **Get Hired! 2011** from 9:30 a.m. to 3:30 p.m. at Ascend Career and Life Strategies, 4845 Pearl East Circle, Suite 101 in Boulder. For more information, call 303-245-7049 or e-mail don@ascendcareers.net.

The Longmont Area Chamber of Commerce is hosting a **Leads for Success** from 11:30 a.m. to 1 p.m. at the Dickens Tavern, 300 Main St. in Longmont. Admission is free. For more information, contact Shelley McLeod at 720-864-2878 or e-mail smcleod@longmontchamber.org.

Longmont United Hospital presents **The Future of Health Care Seminar** from 4 to 5:30 p.m. at Longmont United Hospital, 1950 Mountain View Ave. in Longmont. A presentation will be given on the development of the current health-care system, attempts at health-care reform, new models of health care and how to become a better consumer of health care. For more information, call 303-485-4184 or visit www.luhcares.org.

Real Goods Solar Drink Night will be from 5 to 8 p.m. to celebrate 500 solar electric systems installed across the Front Range. RSVP for location by contacting Scott Skender at 720-879-1289 or scott.skender@realgoods.com.

The **Boulder Writer's Alliance** is hosting **The Possibility Curve: Creating Possibilities Through Innovation and Risk Taking** from 5:30 to 8:30 p.m. The premeeting happy hour will be at the bar of the St Julien Hotel, 900 Walnut St. in Boulder. The business meeting and program will be at the Boulder Public Library, 1001 Arapahoe Ave. in Boulder. For more information, visit www.bwa.org.

26 A Second Office is hosting **Preparing Your Year-End Financials Using Quick-Books Webinar** from noon to 1 p.m. at www.asecondoffice.com/trainingservices.html. Admission is \$79. For more information, visit www.asecondoffice.com.

The Superior Chamber of Commerce is hosting a **Leads Group** from noon to 1:15 p.m. at Summit Bank & Trust, 2002 E. Coaltion Road in Broomfield. For more information, call 303-554-0789 or e-mail info@superiorchamber.com.

27 The Boulder Chamber is hosting a **Leads Group** from noon to 1 p.m. at the chamber office, 2440 Pearl St. in Boulder. For more information, contact Thomas Ledder at 303-524-4944 or e-mail tledder@pedaltoproperties.com.

The Superior Chamber of commerce is presenting **Superior Women in Business** from noon to 1:15 p.m. at the chamber office, 122 William St. in Superior. For more information, call 303-554-0789.

The **Broomfield Annual Dinner and Celebra-**

tion will be from 5 to 9 p.m. at the Renaissance Boulder Suites Hotel at Flatiron, 500 Flatiron Blvd. in Broomfield. For more information, visit www.broomfieldchamber.com and click on events or e-mail jennifer.kerr@broomfieldchamber.com

The **American Society for Quality** is hosting its annual meeting at 5:30 p.m. at Quantum Boulder, 4001 Discovery Drive, Suite 1100 in Boulder. The featured topic is risk management in the medical device industry. For more information, contact Rebecca Jessep at 303-587-7067 or Rebecca.Jessep@covidien.com.

The Louisville Chamber of Commerce is hosting **Chamberstock** from 6 to 7 p.m. at The Gate House, 1055 S. 112th in Lafayette. Cocktails are at 6 p.m., and dinner is at 7 p.m. Come dressed in bell bottoms or favorite 1960s attire. Admission is \$35 per person. RSVP is required at 303-666-5747.

28 Vectra Bank is hosting **Navigation in the New Economic Reality** from 7:30 to 9:30 a.m. at the St. Julien Hotel & Spa, 900 Walnut St. in Boulder. Breakfast and networking will be at 7:30 a.m. with presentations beginning at 8 a.m. Admission is free. To register, visit www.vectrabank.com/boulder.

FEBRUARY

4 The Mental Health Foundation Serving Boulder and Broomfield Counties is hosting **Beyond Blue, A Community Breakfast** from 7:30 to 9:30 a.m. at the Plaza Hotel, 1900 Ken Pratt Blvd. in Longmont. Susan Polis Schutz, co-founder of Blue Mountain Arts, poet, filmmaker and mother of U.S. Representative Jared Polis, will present her film, "The Misunderstood Epidemic: Depression." Admission is \$25 per person. For more information, visit www.mhpcolorado.org or www.namibouldercounty.org.

9 The Colorado Solar Energy Industries Association is hosting **Solar Power Colorado**. The conference and expo will be from 7 a.m. to 5 p.m. each day at the Embassy Suites Loveland, John Q. Hammons Conference Center, 4705 Clydesdale Pkwy. in Loveland. Admission is \$100. For more information, call Melissa Munio at 303-333-7342 or visit www.coseia.org.

customers in Colorado.

"They are holding back at least part of those costs until they are convinced the value is there," Bote said. "Essentially, there will be some mechanism to return money to rate payers. As to what that amount will be, it hasn't been determined yet."

CU hires business school dean

BOULDER — The University of Colorado's Leeds School of Business named David L. Ikenberry as dean, effective Feb. 14.

Ikenberry, the associate dean in the College of Business at the University of Illinois at Urbana-Champaign, was chosen in a national search to succeed Manuel Laguna, the interim dean. Previous dean Dennis Ahlburg left in late 2009 to accept the presidency of Trinity University in San Antonio, Texas.

Business Week magazine has named Ikenberry one of the best college instructors in the nation for his work teaching investments and corporate finance. He also received teaching awards at both Illinois and Rice University in Texas. In his current job, Ikenberry oversees executive education at the University of Illinois' College of Business.

Green grants available

DENVER — More than \$755,000 in Green Jobs Training Program grants is available to businesses, schools and others that conduct renewable energy and energy efficiency training projects.

Applicants must submit their requests for the money by Monday, Jan. 31.

Applicants are expected to suggest projects likely to result in job placement or business expansion, according to a press statement from the Colorado Department of Labor and Employment.

Priority will be given to programs that target entry-level workers and low-income adults and youth.

All written inquiries should be e-mailed to GreenJobsCouncil@state.co.us by 5 p.m. Wednesday, Jan. 12. More information is available online at <http://www.colorado.gov/cs/Satellite/CDLE-EmployTrain/CDLE/1251587017658>.

Film fest to honor Stone

BOULDER — The Boulder International Film Festival will present Oliver Stone with the festival's Master of Cinema award for his achievements in writing, directing and producing.

The tribute will include a film retrospective of Stone's work followed by a presentation of the award, an interview by Ron Bostwick, the festival's executive producer of special events, and an audience question-and-answer session.

Doors open at 7 p.m. Sunday, Feb. 20. The tribute will begin at 8:45 p.m. The evening begins with a reception featuring music, appetizers from Whole Foods Markets and special wine prices from Francis Ford Coppola Winery.

NONPROFIT NETWORK

Whole Foods Market's **Pearl Street Celebration** will be from 9 a.m. to 5 p.m. on Saturday, Jan. 22, at the newly expanded Whole Foods Market, 2905 Pearl St. in Boulder. A fundraiser for Fourmile Fire Rescue to raise \$25,000 will be held at the event with a silent auction, pancake breakfast and donation station. Whole Foods Market will kick off the donation drive with a \$5,000 contribution and will match another \$3,000 from shoppers. For more information, contact the store at 303-545-6611.

Greens Point Catering is hosting a benefit dinner with chef Christopher Pierce at 6:30 p.m. on Thursday, Jan. 27, at Greens Point Catering, 1240 Ken Pratt Blvd., Suite 3, in Longmont. The event will benefit The Young Fund for children and teens to help them meet financial expenses during the school year. Admission is \$65 per person. To reserve seats, call 303-772-2247.

The Imagine! Foundation is hosting **The Imagine! Celebration and Auction** from 5:30 to 10 p.m. on Friday, Jan. 28, at the Plaza Hotel, 1900 Ken Pratt Blvd. in Longmont. Admission is \$95 per person. All proceeds will benefit the foundation. For more information about sponsorships, auction items and featured activities at the event, visit www.imagine-colorado.org.

The Hutch Foundation/Services for Artists is hosting the **Chili Cook-off and Sizzlin' Jazz Benefit Concert** from 2 to 7 p.m. on Sunday, Jan. 30, at the historic Oriental Theater, 4335 Tennyson St. in Denver. Concert performances include Ken Walker and friends, Lynn Baker Quartet and Janine Santana Latin Jazz. All proceeds will benefit Fourmile Fire victims. For ticket info, cook-off entry forms and concert details, contact Jessica or Jimmy at 720-475-1182 or visit www.HatchFoundation.org.

The **Boulder Valley School District** is hosting the School Food Project fundraiser to promote healthier school meals throughout the Boulder Valley School District. The campaign's goal is \$250,000 by May 15. A 100,000 fundraising match has been committed by the Luff Family Foundation. For more information, visit www.bvsvd.giveo.com.

Rudi's Gluten-Free Bakery launched its Spread the Bread Program to benefit the National Foundation for Celiac Awareness. For every \$1 off coupon downloaded for a loaf of Rudi's gluten-free bread, Rudi's will donate \$1 to support the National Center for Celiac Awareness, up to \$20,000. Coupons are available at www.rudisglutenfree.com.

Oskar Blues Brewery raised more than \$20,000 and received close to 800 cans of food for the **OUR Center** at its Party with Purpose charity event and through collections at its restaurants. Two hundred people attended the Nov. 30 event, which was held at the Lyons-based brewery's restaurant in Longmont. Oskar Blues donated the food and the venue, Wendy's Kitchen in Longmont donated pies, Longmont locals Jeff and Karen Niggemeyer and Chris Orton donated the beer and Nomad Fish donated the music.

GRANTS

The Walmart Foundation and Colorado Advisory Council awarded **Community Food Share** a \$75,000 grant in support of its Feeding Families warehouse distribution program. In this program, families with children enrolled in the federal School Free Lunch program may go to the Community Food Share warehouse in Niwot once a week to select a grocery cartload of food.

The **Longmont Community Foundation** received 82 applications for funding from community agencies that serve residents of Longmont and the St. Vrain Valley. During the next three months, a 15-member volunteer committee will review the applications and conduct site visits to organizations seeking grants. Grant distributions will be made on April 8, 2011 at the foundation's Grants Celebration. The nonprofit distributed \$104,000 at its Grants Celebration in 2010.

BCBRDAILY from 2A

optimizer management and marketplace support services.

Mayer was with Yahoo (NYSE: YHOO) for seven years and was vice president of the company's search business. Mayer also worked on Yahoo's commerce businesses and front-page programming, the release said.

Wright held multiple leadership positions within account management and agency and channel sales teams. Most recently, he was senior director of search creative development at Yahoo, where he oversaw creative development and performance optimization for advertisers running Yahoo search-marketing campaigns.

PUC rules on smart-grid

BOULDER - Colorado Xcel Energy customers could get back an estimated \$4 on a future electricity bill, based on a regulatory decision to set aside \$15.6 million from the utility's SmartGridCity project in Boulder.

Public Utilities Commission members decided on Wednesday, Jan. 5, that rate payers across the state hadn't received \$44.5 million in value that represented the cost of the pilot project in Boulder and decided to hold back the \$15.6 million, said Terry Bote, a PUC spokesman.

The \$4 return estimate comes from a calculation made by the PUC chairman that rates could be \$5 million lower every year, Bote said, divided by the 1.3 million or so Xcel electricity

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