BOULDER COUNTY BUSSINESS REPORT \$1



REAL ESTATE'Green' Class A offices sprout up in Broomfield



AEROSPACE SAS' expert engineers help launch big dreams

Volume 31 | Issue 19 | Aug. 31-Sept. 13, 2012



JONATHAN CASTNER

Bicycle racers in the sixth stage of the USA Pro Challenge speed along 17th Street near Pearl Street in Boulder on Aug. 25. The sixth stage of the statewide, weeklong race started in Golden and traveled more than 100 miles on a loop route that went through Boulder twice and Lyons once before ending atop Flagstaff Mountain.

Was bike race a local winner? City, businesses weigh impact

Survey of Pro Challenge onlookers to be used for planning future events

BY BETH POTTER

bpotter@bcbr.com

BOULDER — As many as 70,000 people watched the second annual USA Pro Challenge whiz through Boulder twice on Saturday, Aug. 25, based on estimates from a variety of economic sources.

During the race, watchers were surveyed along Broadway, up Flagstaff Mountain and at various locations downtown to get information for an economic impact report expected out in a couple of weeks, said Brian Lewandowski, research associate at the Business Research Division at the Leeds School of Business at the University of Colorado-Boulder.

Boulder city officials will spend up to \$10,000 for the information, Lewandowski said. Boulder City Council members plan to discuss crowd numbers at a Tuesday, Sept. 4, meeting, said Sarah Huntley, a city spokeswoman.

The sixth stage of the statewide, weeklong race started in Golden and traveled more than 100 miles on a loop route that went through Boulder and Lyons before ending atop Flagstaff Mountain.

Anecdotally, Lewandowski said survey-takers handed out \$1,750 worth of \$5 gift cards for Downtown Boulder Inc. businesses to non-Boulder residents who filled out the CU survey. That meant that they talked to about 370 people

➤ See Race, 14A

Health-care costs affect workers' comp rates

Increase/decrease varies depending on industry

BY BETH POTTER

bpotter@bcbr.com

BOULDER — With the economy picking up, the cost of workers' compensation insurance is expected to be a bigger issue in the coming year as companies begin to hire more workers.

Workers' compensation insurance rates increased an average 3.7 percent in 2012 to cover rising medical costs and an increased number of claims, according to Marianne Goodland, a spokeswoman at the state Division of Insurance, which regulates the insurance industry in Colorado.

Workers' compensation insurance rates previously were flat for about a decade as many companies across the state focused on safety and cost containment, Goodland said.

In 2012, some industries experienced higher percent increases than others, according to the Division of Insurance. Goods and services companies saw an average 4.8 percent increase in workers' compensation insurance rates, according to the division. Contractors in construction-related industries saw an average 4.5 percent increase. Manufacturing companies saw an average 1.9 percent increase; office and clerical companies saw a 1.2 percent increase.

To calculate rates for each profession, insurance brokers use a job-classification table with rates set by the state. Those rates — as well as rate increases — are approved by the Division of

➤ See Workers,18A

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CU's tech-transfer director leaving for Arizona

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

BY BUSINESS REPORT STAFF

news@bcbr.com

BOULDER — David Allen, the University of Colorado-Boulder's technology transfer guru, is moving to the University of Arizona to take on a similar role with more responsibilities.

Allen will serve as the first executive director of Tech Launch Arizona, a program to commercialize technology, which was formed at the university in recent months. He starts the new job Tuesday, Sept. 4. Allen has served 10 years as associate vice president for technology transfer at CU.

In his new job in Arizona, Allen said, he'll oversee university research parks, incubators and a "seed fund" to help promising university-related projects move forward.

In his CU job, Allen oversees an office that focuses on intellectualproperty licensing. During his tenure, 93 companies have been started based on intellectual property created at CU. In the past 10 years under Allen,

CU's tech-transfer office has received 2,120 invention disclosures, filed 1,420 patents and executed 325 exclusive licenses and options, according to university statistics.

A CU spokesman did not immediately return a call for comment about how the empty slot will be filled. The university's four-campus technology transfer office is often mentioned as a contributor to the region's vibrant startup community in areas such as bioscience.

Posted Aug. 23.

Sunflower founder faces jail

BOULDER — Michael Gilliland, founder of the Sunflower Farmers Market natural grocery store chain, faces five months in jail after pleading guilty to a felony count of attempted pandering in Arizona.

Gilliland, 53, originally was charged with one count of child prostitution after getting caught in a police sting in Phoenix in February 2011. He resigned from his position as chief executive at Sunflower after the arrest.

Gilliland will be sentenced on Tuesday, Oct. 9, and is expected to start serving his sentence then, said Jerry Cobb, a spokesman for the Maricopa County Attorney's Office in Arizona.

He faces supervised probation for an unspecified period after the jail sentence, according to court documents.

According to a police report, Gilliland was arrested after agreeing to pay \$100 to an undercover police officer posing as a prostitute at a hotel. The officer asked Gilliland to bring cigarettes because she was too young to purchase them and the store would not take her fake ID, according to the report.

Sprouts Farmers Market acquired Sunflower Farmers Market in March. Sunflower operates 36 stores in eight states, including 12 stores in Colorado. Sprouts has plans to open stores in Longmont, Denver and Grand Junction.

Posted Aug. 28.

Hearing-aid firm gets capital

BOULDER — Hearing device manufacturer Sophono Inc. has received \$7 million in growth capital financing, the company said.

Wexford Capital LP in Greenwich, Connecticut, led the Series B round of financing. Sophono immediately plans to add 12 to 15 new sales and marketing employees as well as administrative staff as a result of the new funding, said Jim Kasic, the company's president and chief executive. As the company continues to grow, Kasic also plans to hire more manufacturing employees and expand the company's existing opera-

BCBR Opinion Poll Our online question:

Are you glad the Denver Broncos acquired QB Peyton Manning and traded QB Tim Tebow to the N.Y. Jets?

Yes 74%

- 81 Responses from Aug. 7-27, 2012

This poll is not scientific and reflects only the opinions of those Internet users who have chosen to participate. The results cannot be assumed to represent the opinions of Internet users in general, nor the public as a whole.

Take the BCBR Opinion Poll online at BCBR.com.

tion at 3022 Sterling Circle in Boulder.

Sales have been growing about 10 percent per month, after the device received U.S. Food and Drug Administration approval about a year ago, Kasic said. About 2 million people - representing a \$120 million market that's growing about 30 percent per year - could benefit from using the implantable hearing device, Kasic said. Posted Aug. 27.

➤ See BCBRdaily, 27A

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"U.S. Bank's line of credit afforded us an opportunity to purchase the building next door, which, in turn, allowed us to expand operations and double in size. As a result, I was able to buy more trucks and increase my client base."

Jim Saxton

President, Excel Services Network

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D seeks money for north-area study

BY DALLAS HELTZELL

dheltzell@bcbr.com

DENVER — The Regional Transportation District hopes stakeholders in the north and northwest transit corridors will contribute to the cost of a new study of options for express service to the areas.

Residents of Boulder and Broomfield counties already have paid \$93.4 million and \$24.6 million in taxes, respectively, for the FasTracks commuter-rail program since voters approved the tax in 2004. However, since the vote, a deep national recession meant that sales-tax receipts fell far below projections and the cost to build a commuter rail line from Denver to Boulder and Longmont using Burlington Northern Santa Fe railroad tracks increased last year to \$1.7 billion from \$894 million.

Pauletta Tonilas, RTD's FasTracks public information specialist, said the new study is needed to better assess the views of residents and governments along the U.S. Highway 36 and Interstate 25 corridors given the new economic realities.

"We went to the stakeholders two, three, four weeks ago and asked what they thought the scope of the study and the cost should be," she said. "We then came back to them with an expanded scope, especially given that folks in Longmont were talking about extending the North Metro line from (its current planned terminus at) 162nd Street up along Interstate 25 toward Longmont."

RTD estimated that the new study could cost from \$2.5 million to \$3.5 million, "depending on how extensive we get with the study," Tonilas said.

"This is just RTD's proposal. The survey is to determine the best way to service the northwest area now that the costs have pretty much doubled. We asked stakeholders and the public, but we did not get any clear message" about whether there was a consensus for rail, bus rapid transit or a hybrid

Dedicated lanes for a bus rapid transit system along U.S. 36 corridor toward Boulder already are under construction, she said, but some elements of that system "are

➤ See RTD, 5A

Guilt-free delights



Rich Bradfield of Nova Monda LLC works with growers in Ecuador and Nicaragua to create communities that support each other and to regenerate rain forests.

Nova Monda's chocolate sustainable, responsible

BY ELIZABETH GOLD

news@bcbr.com

LAFAYETTE — Rich Bradfield doesn't think regular doses of chocolate will directly rival antidepressant medications, but he's sure they'll definitely make people happier.

"Our chocolate is minimally processed, and it has a lot of minerals like magnesium and copper," he said. "Chocolate is also a precursor for dopamine."

Research shows that chocolate stimulates opiate and production of dopamine, sometimes referred to as one of the molecules of happiness making chocolate lovers a cheerful crowd to be around.

Bradfield, managing member of Nova Monda LLC, takes the pleasure factor a few steps further by making sure the farmers who grow the cacao get a shot at some happiness, too.

Along with partners Gregory

55 There are lots of companies out there that don't provide a taste experience that delights, and that's something we want — for our customers to have a uniquely wonderful chocolate experience.

Rich Bradfield MANAGING MEMBER NOVA MONDA LLC

Landua and Jack Heimsoth, Bradfield started the company that goes by the trade name Nova Monda Cacao & Chocolate with a mission to blend great taste with sustainability.

Cacao trees grow pods about the size of footballs and contain seeds that function as the foundation for chocolate. Bradfield said a common way of growing and harvesting the pods is by using slave and child labor.

Instead, Nova Monda works with growers in Ecuador and Nicaragua to create communities that support each other and to regenerate rain forests. Following fair-trade practices, the company educates farmers on effective and cost-saving farming methods.

Using organic ingredients, minimizing the company's carbon footprint and helping growers create premium cacao are also included in the mix.

"This year we worked with our partners to find heritage cacao and were able to propagate seedlings from those seeds," Bradfield said. "Heritage seeds are the Holy Grail of cacao and thought to be a hybrid cacao that was

➤ See Chocolate, 13A

Bird's eye view aids conservation

British anthropologist Jane Goodall paid a visit to DigitalGlobe Inc.'s headquarters in Longmont earlier this month for a private meeting to recognize DigitalGlobe's continued contribution to the Jane Goodall Institute's conservation efforts.

Back in 2007, she paid a visit here when her institute began using Digital-Globe's high-resolution images taken from its QuickBird satellite to make conservation decisions. The photographs provided information about the status of chimpanzee habitats and where and how people use their land in Tanzania and the eastern Democratic Republic of the Congo.

With the aid of satellite imagery, the institute has mapped human structures, footpaths, farms and forests that have been used in village land-use plans in the USAID-funded Greater Gombe Ecosystem Program. Satellite imagery also has been used to map tree canopies for assessing chimpanzee food availability and feeding behavior research in Gombe National Park. In remote places such as the Masito-Ugalla Ecosystem, satellite imagery is used to explore large swaths of terrain.

Goodall established the institute in 1977. Today, the institute is a global organization supporting the research at Gombe in addition to many other programs.



COURTESY DIGITALGLOBE INC

DigitalGlobe's CEO Jeffrey R. Tarr and Dr. Jane Goodall at DigitalGlobe's headquarters.



Emerging Ventures Event

Thursday, September 6th 8:30am -- 4:00pm **UCAR Conference Center, Boulder**

Full-day event for scalable businesses with high growth goals—including bioscience, IT, aerospace, cleantech, outdoor and natural products and other key industries. Three breakout tracks: Access to Capital, Building for Growth, Bridge to Technology and R&D

Attendance is no charge to qualified ventures. RSVP required — contact Sharon King directly at 303-442-1475 x3 or sharon.king@boulderchamber.com





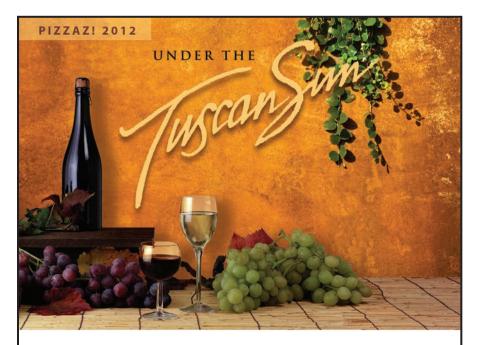












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- Enjoy an exceptional live auction and fine art created on the spot by some of

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Symplified's new CEO focuses on rapid growth

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

BOULDER — The new chief executive of Symplified Inc., a Boulderbased startup developing security tools for cloud, web and mobile applications, said his goal for Symplified is to quadruple its customer base within a year.

Shayne Higdon has taken over the CEO position and joined Symplified's board of directors.

Higdon will focus on accelerating the company's growth and strengthening its position in the identity and access management, or IAM, market.

"Symplified was an early disruptor and could be even more of a disruptor," Higdon said. His focus will be leveraging Symplified's early position in the market into something bigger.

"It's really about how do we put fuel on the fire in the right places to grow the company," he said.

Outgoing CEO and co-founder Eric Olden will become Symplified's executive chairman. Olden will remain involved in day-to-day operations regarding product strategy and development and Symplified's overall corporate vision, Higdon said.

Higdon said Symplified's strategy is to help companies feel comfortable and secure as employees use more cloudand web-based applications such as Salesforce and mobile devices and apps. Symplified provides security tools such as single sign-on capability, which gives users one secure identity across several programs and devices

Symplified's near-term goal is to expand the services it offers, Higdon

"Today the market really is about single sign-on," Higdon said. "I see us continuing to grow our portfolio to allow customers to move from single sign-on to auditing and compliance to (other services)," he said.

Higdon declined to discuss Symplified's revenue, its number of employees or number of customers.

In January, Symplified announced it had 3.8 million subscribers and had



Shayne Higdon, new chief executive of Boulder-based Symplified Inc., will focus on accelerating the company's growth and strengthening its position in the identity and access management market.

tripled revenue during 2011. IDG News Service recently reported Symplified had 80 employees in a questionand-answer story with co-founder and chief technology officer Darren Platt.

Symplified raised a \$20 million Series C round in January. In total, Symplified has raised \$38.8 million since 2009. The company was incorporated in 2006.

Higdon joins Symplified after working at Quest Software Inc. (Nasdaq: QSFT), an information technology-management company. Higdon was a Quest senior vice president and general manager, and was in charge of mergers and acquisitions, corporate strategy and investments for Quest.

Higdon's time at Quest made him well acquainted with Symplified. Quest was a strategic investor in Symplified's Series B round, and Higdon became an advisor to Symplified's board of directors.

"I've been intimately involved with the company and seen its skyrocketing growth," Higdon said.

Higdon will relocate to Boulder from California to take the job, he said.

Boulder County

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Heather Bulk, co-founder and chief executive of Boulder-based Special Aerospace Services LLC, uses employees and subcontractors to help clients solve problems that arise while working on aerospace projects, including meeting safety requirements, system engineering services and hardware development.

Boulder firm finding work in commercial space flight

SAS offers services to private, public sectors

BY HEATHER McWILLIAMS

news@bcbr.com

BOULDER — A vision of success that shoots for the stars requires big dreams. Boulder-based Special Aerospace Services LLC helps companies launch those dreams. With the space industry rocketing into new commercial territory, the possibilities for undiscovered opportunities are

Special Aerospace Services, founded in 2006, offers a variety of services to private companies, government agencies and departments in the aerospace industry.

"The company offers very senior, experienced individuals in human space flight system engineering and program engineering development," said Tim Bulk, co-founder and executive director for Special Aerospace Services.

The company uses employees and subcontractors to help clients solve problems that arise while working on aerospace projects, including meeting safety requirements, system engineering services and hardware development.

'Our passion is really to support space providers for NASA, the Department of Defense and commercial flight providers," said Heather Bulk, chief executive officer and cofounder of Special Aerospace Ser-

Space flight runs on three different models right now, said David Klaus, a University of Colorado associate professor of aerospace engineering sciences and the associate director of BioServe Space Technologies. The traditional NASA model, where the government-funded agency pays for and owns all equipment. The second is a hybrid or commercialized model where companies contract with NASA for specific services.

"NASA is providing some of the funding but the company is also putting in their own funds, and they will essentially own the space craft and sell the flights to NASA," Klaus said. NASA recently announced a new round of funding for this type of commercialized endeavor with Louisville-based Sierra Nevada Corp. being awarded a 21-month contract worth \$212.5 million.

While Special Aerospace Services doesn't name specific clients, they do work with companies locally, across the country and around the globe to

➤ See Space, 19A

RTD from 3A

not yet fully defined," Tonilas said. "We're not asking stakeholders to pay for that part of the study. That's on RTD's nickel."

RTD is asking stakeholders – especially in cities such as Longmont, Lafayette, Louisville and Broomfield - to split the cost of a wider look at the north and northwest ends of the system, she said. Tonilas reminded those who are resisting pumping more money into the stalled FasTracks plan for that area that "When you're a funding partner, you have a bigger seat at the table. To get this done, we need to get beyond the frustration. We're frustrated, too."





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Boulder's path to municipal utility still unclear

City, Xcel Energy may head to court over takeover bid

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

BOULDER — It has been 10 months since Boulder residents gave the city the authority to create a municipal utility, and the roles of major players on the local, state and federal levels remain unclear.

Last November, voters narrowly approved a ballot measure giving Boulder City Council the authority to create a city-owned utility. The city is required to meet several benchmarks related to reliability, rates and the amount of renewable energy used. Staff and outside consultants are working to see if a utility would be financially and technically feasible.

Creating the utility would require Boulder to obtain the existing distribution system from Xcel Energy Inc., which has vowed to fight Boulder's takeover.

Litigation in state court is a possibility if Boulder uses eminent domain to take the grid. Both Boulder and Xcel Energy agree the Federal Ener-

gy Regulatory Commission would decide what Xcel is owed for "stranded costs," investments it has made in Boulder that it would lose. But a recent case shows that the Colorado Public Utilities Commission, Xcel Energy's chief regulator, could be involved — although at this point even it is not sure what role it would take.

The PUC regulates private electric and gas utilities such as Xcel Energy.

the hook financially for incentives and programs used by Boulder customers.

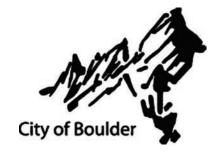
The PUC rejected Xcel Energy's request without prejudice, but it asked the parties involved to give their opinions on some vital questions, including how and when it should get involved in Boulder's municipalization effort. The PUC's questions indicated its interest was in making sure customers outside Boulder are not negatively impacted by Boulder's decision.

present the plan to the city council on Tuesday, Aug. 28, after the Boulder County Business Report went to press.

The plan outlines a rough timetable that would have Boulder complete its technical, legal and financial studies by early next year. At that point, the city council could decide if the plan is feasible and whether Boulder should take the initial legal steps to form a utility.



VS.



When Xcel Energy asks to raise rates or change the services it offers to customers, the three-person commission must approve the plan first.

Earlier this year, Xcel Energy asked the PUC to allow it to change the terms of the SolarRewards and demand-side management programs for Boulder customers. The company argued that Boulder's possible municipalization could leave Xcel Energy and its other customers on

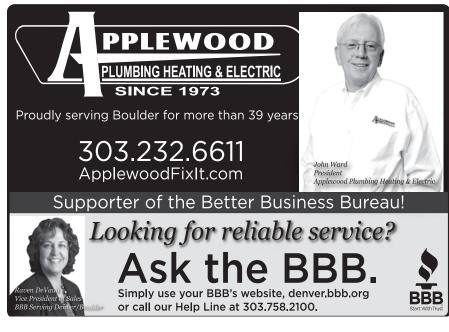
Not surprisingly, Xcel Energy and Boulder are on different sides, as legal opinions filed in mid-August show.

Xcel Energy still believes "the time to act is now," according to its response, but it outlined several points in the future where the PUC could act.

Xcel Energy based its findings on a work plan city staffed created that outlines how it is approaching municipalization. Staff was scheduled to Xcel Energy says in its filing that the plan puts Boulder on a "very aggressive timeline" and the city is showing no uncertainty or hesitation about forming a utility. The PUC should respond by engaging as soon as the city moves to the implementation phase, it said.

Boulder says the time for the PUC to act is much farther down the road, after the city has decided whether

➤ See Utility, 18A



GREEN BUILDING EDUCATION

A NEW CITY OF BOULDER EXISTING COMMERCIAL BUILDING PILOT PROGRAM: BENCHMARKING ENERGY EFFICIENCY

Benchmarking or rating your commercial building's energy performance is a great way to identify energy and money saving opportunities.

Elizabeth Vasatka, from Boulder's Local Environmental Action Division (LEAD) will provide an overview of the city's evolving interest in helping commercial property owners move toward greater energy efficiency and will introduce a new voluntary benchmarking pilot program.

When: September 6, 2012 Noon -1pm Where: REI Community Room

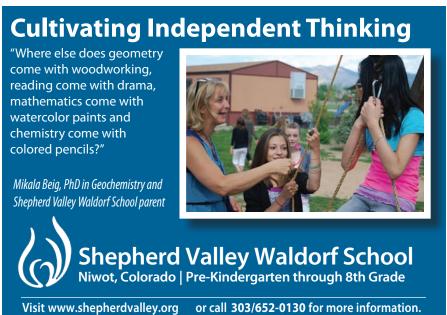
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Centennial muscles into market with Millennium

entennial Bank — including a local downtown location at 2500 Broadway in Boulder — just got a little more muscular.

Centennial Bank's Denver-based parent holding company CIC Bancshares Inc. recently completed a merger with Edwards-based Millennium Bancorp Inc.

The combined operation has about \$400 million in assets and nine branches, including one in Boulder. Centennial Bank is the moniker of the combined operation.

Longtime local banker Charles Holmes is at the helm of the local Boulder branch, which opened in February. His sweet spot is making small-business loans of \$500,000 to \$3 million.

Before the merger, the bank reported about \$140 million in assets.

Congrats to Coleman

Congratulations go to Joe Coleman, who is now the JPMorgan Chase & Co. business banking market manager for Colorado, overseeing 55 Chase bankers around the state and close to 100,000 small-business customers.

Coleman's previous title was area manager for Northern Colorado business banking and senior vice president for Boulder County and the region.

Coleman is bullish on small-business lending across the state.

He'll get to watch it for now from his downtown Boulder office at 1301 Canyon Blvd.

Summer lending activity has been strong — up 28 percent in Colorado in the second quarter, Coleman said. Chase does not release specific rev-

enue figures. "There's

increased opti-



BANK NOTES
Beth Potter

mism in the business community and strong outreach from our bankers in being able to convert new lending opportunities into

booked loans," Coleman said.

Companies in Boulder County's well-known outdoor-recreation industry have been a driver of the increased loan activity, as have some medical companies and some owner-occupied new construction, Coleman said.

"Individual companies are seeing stronger balance sheets," Coleman said, "which translates into a willingness to invest in their businesses."

'Healthy' funding

Natural and organic food companies in the region have a new \$2.2 million pot of cash to tap.

Companies can get small-business loans of up to \$250,000 each from

the new Colorado Fresh Food Financing Initiative program, said Ceyl Prinster, president and chief executive officer at the Colorado Enterprise Fund, a Denver-based funding group that's done quite a bit of work in the Boulder area in the past.

The idea is to loan more money to local small farmers, as well as the farmers' markets and food cooperatives where they sell their food, so that more fresh food can get out to low-income customers, Prinster said. Such enterprises can come to her agency for help if they don't qualify for traditional bank loans, Prinster said. Small grocers also are being targeted, she said.

"The whole program is about improving food access," Prinster said.

The Colorado Enterprise Fund also has money available in the form of working capital, inventory loans, equipment loans and commercial real-estate loans.

SBA update

Loans continue to flow to local companies from the federal Small Business Administration.

Boulder County companies received about \$13 million in SBA loans in the past three months or so, based on statistics from the state office.

Mornings with Charlie

Finally, a few Silicon Valley Bank

bankers in Broomfield now are working in Boulder on Wednesday mornings — at the co-working office space Scrib at 2060 Broadway, to be exact.

Bankers can help entrepreneurs develop financial models for new companies or introduce them to new potential investors, said Charlie Kelly, head of the central division of the bank's venture capital services team in Broomfield.

"Working with Scrib, we will have the opportunity to be there when inspiration strikes," Kelly said in a press statement.

Silicon Valley Bank is the Santa Clara, California-based bank subsidiary and commercial banking operation of SVB Financial Group (Nasdaq: SIVB) in London. In Broomfield, eight people work in the division headquarters, while another 50 or so support clients across the country.

What are the target industries for these bankers? Across the globe, Silicon Valley Bank does financial work for technology companies, lifesciences companies, clean technology companies (the label given to alternative energy companies) and venture-capital companies. Also featured on the company website are "premium wine businesses."

Cheers!

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



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

Fill out the nomination form below and submit it by Sept. 7 or go online to:

www.bcbr.com

Nominate your innovation today!

Company	What is the primary market, and who are the major competitors?
Address	
ZipTelephone	
City	
Web Site	Key people involved in the development
Company contact phone and e-mail	Source of financing
CEO	2011 revenue from product or service
Describe the product or service in detail**	Name of nominator
	E-mail

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

Return the nomination form to: Doug Storum, the Boulder County Business Report, 3180 Sterling Circle, Suite 201, Boulder, CO 80301-2338

e-mail to news@bcbr.com, or fax at 303-440-8954. If you have any questions, please call the Business Report at 303-440-4950.

















OFFICIAL REGISTRATION SPONSOR



Aerospace leaders wary of looming cuts

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

BOULDER — The looming threat of drastic cuts to defense spending and federal restrictions on exporting aerospace technology are major challenges faced by Colorado aerospace companies, industry leaders told a highranking government official Aug. 22.

Francisco Sanchez, U.S. undersecretary of commerce, visited Ball Aerospace and Technologies Corp. for a roundtable on the importance of aerospace and defense-industry exports. Sanchez' focus at the Department of Commerce is international trade, and the visit was part of the department's "Made in America" tour.

This is an uncertain time for a growing industry, said Steve Eisenhart, the Space Foundation's senior vice president for strategic and international affairs. The Space Foundation is a nonprofit advocacy group headquartered in Colorado Springs.

"We are facing a perfect storm in the coming year," Eisenhart said. The chief worry is potential budget cuts known as "sequestration," which could cut \$500 billion from the defense budget in 2013.

The cuts could lead to mass layoffs across the industry, said Joseph Lehman, an aerospace consultant with Lehman Strategies LLC.

"The president and Congress have not shown a sense of urgency that we



Francisco Sanchez, U.S. undersecretary of commerce, said Washington recognizes there is great potential in overseas markets for aerospace and defense companies, but lawmakers are wary that exported technology could be converted to military use and used against the United States.

feel in the industry," Lehman said.

Sanchez acknowledged the problem. His view is that the cuts will be changed before they go into effect, but most likely through a temporary solution passed by a lame-duck Congress after the election.

"Congress will do what it needs to do," Sanchez said. "Unfortunately, it won't be in a timely manner.

"It's pretty dangerous to predict anything in Washington these days,

but if I had to bet I'd say they'll fix it (during the lame duck session) to allow the new Congress to fix it."

Patrick Kelly, the United Launch Alliance's director of global trade controls, asked Sanchez whether it is realistic to expect the government to change strict export regulations. The restrictions exist because of concerns that foreign companies could use exported equipment and technology for military use, which makes reforming them politically sensitive.

Reforming the policies requires the cooperation of the departments of Defense, State and Commerce, Sanchez said. Officials are working on modifications and have made some proposals to Congress, he said.

Washington recognizes there is great potential in overseas markets for aerospace and defense companies, Sanchez said. But lawmakers are wary that exported technology could be converted to military use and used against the United States.

"It is first, second, third, fourth and fifth about national security," Sanchez said.

The civil, commercial and military aerospace industry is one of the most important sectors in Colorado, according to Vicky Lea, Metro Denver Economic Corp.'s aviation and aerospace industry manager. The average salary in the industry is \$140,000, she said, which is the highest average wage for an industry in Colorado.

Natural pet products in Whole Foods' stores

BY BUSINESS REPORT STAFF

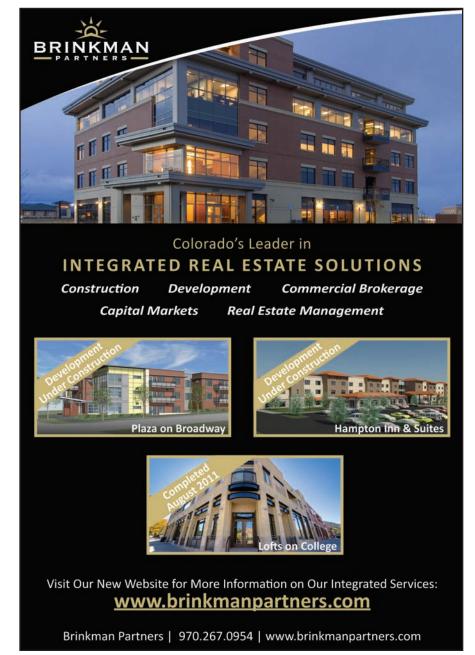
news@bcbr.com

BOULDER — An online petcare store based in Boulder that recently introduced the "I and love and you" brand has launched its new line of products into 26 Whole Foods Market stores in the region, the company announced Monday.

"I and love and you" is a line of 55 natural pet products formulated by a holistic veterinarian. The product line includes pet food, treats, vitamins and nutritional supplements, grooming care, and flea and tick protection.

Only Natural Pet Store's chief executive Marty Grosjean created "I and love and you" along with Brendan Synnott, founder of Bear Naked granola; Chris Bentley, cofounder of Aspen Pet; and Steve Ball, former brand manager at Nestle, General Mills and Small Planet Foods. Revelry Brands, owned by Synnott, invested \$3.5 million in the company earlier this year.

The company has one retail location in Boulder. "I and love and you" products are made with premium ingredients and are free of any artificial preservatives, colors, additives and fillers, according to a company press statement. The products are created in the United States.



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BUSINESS LIST EMPLOYEE BENEFITS COMPANIES

(Companies in Boulder and Broomfield counties ranked by number of groups in force.*)

RANK Prev. rank	Company	No. groups in force No. employees covered No. licensed producers Represent all Colorado carriers?	Members of CSAHU** Combined years licensed experience Specialize in min./max. size groups HR/admin support?	Person in charge Year founded Website
4	VOLK & BELL BENEFITS LLC 2040 Terry St., Suite 101	670 10,000	Yes 250	Clair Volk, manager John Bell, principal
		·	1/750	John Bell, principal 1987
011 Rank: 1	Longmont, CO 80501 303-776-3105	15 Yes	Yes	www.vbbenefits.com
	DAVID A. MARSHALL & ASSOCIATES	482	Yes	Dorothy Marshall, vice president
)	2150 N. Sixth St., Suite E	7	119	David A. Marshall, president
	Broomfield, CO 80020	6	1/500	1991
11 Rank: 3	303-516-0522/303-516-0246	Yes	Yes	www.davidamarshall.com
	FIRST MAINSTREET INSURANCE LLC	453	Yes	Kurt Mann, chief benefits consultant
3	275 S. Main St.	4,303	93	1905
	Longmont, CO 80501	22	4/500	www.firstmainstreet.com
111 Rank: 5	303-776-5122/303-776-5495	Yes	Yes	
<u> </u>	BLILEY INSURANCE GROUP LLC	300	Yes	John H. Bliley, owner
4	4730 Table Mesa Drive, Suite G-200	N/A	N/A	1977
11 Rank: 8	Boulder, CO 80305	3 Yes	1/500	wwww.blileyinsurancegroup.com
I I I I I I I I I I I I I I I I I I I	303-494-8866/303-499-9853	res	Yes	
	HOFGARDBENEFITS	270	Yes	James Marsh, president
5	5353 Manhattan Circle, Suite 200	1,750	N/A 1/1500	1956
11 Rank: 6	Boulder, CO 80303 303-442-1000/303-449-0243	2 Yes	1/1,500 Yes	www.hofgard.com
I I naik. 0	303-442-1000/303-449-0243	res	165	
	PROFESSIONAL FINANCIAL SPECIALISTS INC.	150	Yes	Regan Turner, president
5	4735 Walnut St., W-200	N/A	N/A 1/500	1988
11 Rank: 2	Boulder, CO 80301 303-444-1234/303-444-6124	6 Yes	1/500 Yes	www.psfi.net
TT Natik. 2	303-444-1234/303-444-0124	ies	165	
7	SABO FINANCIAL GROUP INC.	70	Yes	Steven Sabo
/	5360 Arapahoe Ave., Suite G	400	33	1989
11 Rank: NR	Boulder, CO 80303 303-938-2690/303-444-2716	2 Yes	2/49 Vos	www.sabofinancial.com
I I NAIIK. INN	01 /2-444-20 /U5/0402-60k-cuc	res	Yes	
	TAGGART & ASSOCIATES	N/A	No No	Denise Dougherty, employee benefits department manager
3	1600 Canyon Blvd.	N/A	N/A	Mike Taggart, president
	Boulder, CO 80302	3	5/500	1933
111 Rank: 9	303-442-1484/303-442-8822	Yes	Yes	www.taggartinsurance.com

^{*}Number of groups in force refers to the number of businesses enrolled by the agency.

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

Researched by Mariah Gant

Source: Business Report Survey

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FOCUS: SOCIAL MEDIA

10 Tips to a winning social-media strategy

Every business knows about social media. Many businesses have some sort of social media presence. But very few have implemented a comprehensive and successful social media strategy that maximizes benefits and mitigates risks.

Why is this?

The answer is simple: The Three "C's."

Most businesses take an approach to social media that is often too narrow. They are far too worried about content and not focused enough on context and conditions.

They view social media solely based on Facebook or Twitter content, which they believe is just a marketing, public relations and website function. But to be truly successful, social media needs to be implemented at the senior level and trickle down into the DNA of the entire organization as a core competence.

Senior leaders must understand the context of the environment in which social media operates. This means understanding their industry, their competition and their internal environment. Then they must be responsible for creating the Conditions necessary for its successful implementation in their organization.

Of course, Facebook and Twitter will be an integral part of any good strategy, but in today's business community there must be a more holistic approach to answer the tough questions executives are faced with, such as:

How does this help achieve my business goals? What are the benefits and how do I manage the risks? How do I write a social companywide media policy, enforce it and update it? How do I get everybody on the same page?

Here are 10 tips to help business leaders understand the three C's and succeed in social media:

Get with the program: Social media is here to stay. Think of how far it has come in the last five years and then imagine where it will be in the next five. Embrace it or be left

behind.



GUEST OPINIONSteve Nicholls

Be the architect, be the leader: As the CEO or leader you need to create a vision of what social media looks like for your entire organization – just like an architect has a

model of the building that he is going to construct. Really support social media at the senior level not just the people that look after your website.

Understand culture, mindset: Defense contractors, for instance, will have more of a closed culture because of the nature of their business as compared with a company with a Silicon Valley feel to it. Opening a company's culture is perhaps the greatest challenge a CEO faces. Banning social media is not a solution any longer, even autocratic political regimes have failed to do so, but using it within a conducive yet regulated cultural framework is the ideal response to the Internet revolution.

Create common language: This is crucial so that everyone companywide knows their part and what they are trying to achieve. Create a common language so that everyone can participate in the discussion, not a just a few experts who know the jargon.

Achieve your business goals:

SENIOR LEADERS MUST UNDERSTAND THE CONTEXT

of the environment in which social media operates. This means understanding their industry, their competition and their internal environment. Then they must be responsible for creating the Conditions necessary for its successful implementation in their organization.

Create social media goals in the context of how they will achieve the business goals. The organizational goal could be to increase the repeat customer percentage in order to increase revenue by a predetermined percentage. Another goal could be to have a more effective customer relationship management strategy. You need to develop the social media strategy to support your goals.

Understand benefits: Most view social media as a way to interact directly with customers. In addition to that function, there are other business opportunities that can benefit your company both internally and externally through communication, collaboration, collective intelligence and community opportunities.

Avoid dangers of dark side: Social media can open a company up to danger and risk including security issues, PR issues and human resources issues. While these risks are very real, it is essential not to let them inhibit progress. Social media is too important in global culture. The key is to develop a sound social media policy that identifies the risks and mitigates them.

Craft strong policy: Work with legal and social media experts to develop a safe and effective social media policy that makes clear what is and is not acceptable. This will protect the organization and the employees while maximizing benefits and mitigating risks. Just because a policy is written does not mean it will be followed. Many "unwritten" rules will take shape and the company needs to be vigilant and continuously reshape policy to match what is happening "on the ground."

Have step-by-step formula: A winning social media strategy will be one that is adaptable, implemented step-by-step and is an ongoing model within the context of the organization that sets the right conditions for successful implementation.

Time: Rome was not built in a day, and the same goes with social media. Time is the most significant cost. Implementing a social media project hastily may bring more problems than benefits, which is why CEOs need to weight the time factor properly and make sure the project is carefully studied before and during its application.

Steve Nicholls is the author of the best-selling "Social Media in Business," international speaker, and social media strategist who helps business executives implement a winning social media strategy into their organization.





TECHNOLOGY

13A | Data-Storage Companies

FOCUS: DATA STORAGE



COURTESY DOT HILL SYSTEMS CORP.

The AssuredSAN Pro 5000 is Longmont-based Dot Hill Systems Corp.'s newest data-storage product. It is designed to provide intelligent, real-time tiered storage.

Dot Hill regroups to focus on growth

Longmont-based data-storage firm's plan: Get back to basics

BY DOUG STORUM

dstorum@bcbr.com

LONGMONT — Data-storage firm Dot Hill Systems Corp. is implementing a plan announced at the start of the year that includes winding down its unified virtual storage business in order to focus investments on core storage opportunities that could result in strong revenue growth in 2013.

Dot Hill (Nasdaq: HILL) reported revenue of \$47.8 million but recorded a loss of \$5 million for the quarter ending June 30. Chief executive and president Dana Kammersgard believes the new plan, which includes the launch of new storage products, will strengthen the Longmont-based company's financial future.

The Longmont-based company has signed contracts with a number of new original-equipment manufacturers and channel partners to push Hill's forthcoming data-storage products for midrange computers.

In general, midrange refers to computers that are more powerful and capable than personal computers but less powerful and capable than mainframe computers.

Historically, midrange computers have been sold to small- to mediumsized businesses as their main computer and to larger enterprises for branch or department-level operations.

"Early results from investments give me greater confidence today that we will indeed start to see tangible returns on our investments beginning in 2013," said Kammersgard. "Our growth will likely **66** Early results from investments give me greater confidence today that we will indeed start to see tangible returns on our investments beginning in 2013.

Dana Kammersgard
CHIEF EXECUTIVE AND PRESIDENT,
DOT HILL SYSTEMS CORP.

come from our forthcoming midrange products, from new OEM prospects, from competitive consolidation and from continued channel sales traction."

New offerings

Several key channel partners have signed on to support the company's two new storage offerings — the Assured-SAN Pro 5000 Series and the Assured-SAN 4000 Series.

The AssuredSAN Pro 5000 Series is a midrange storage product that takes tiered storage and data access to a new level, beyond automated tiering to real-time data tiering.

The AssuredSAN 4000 Series is a next-generation, storage solution designed to deliver greater reliability and improved streaming throughput to meet the demanding performance requirements of customers in the business intelligence, media and entertainment, telecom, high-performance computing and cloud storage markets.

"We developed the AssuredSAN Pro 5000 Series to address the top storage issue in most data centers, which is managing storage growth," said Jim Jonez, senior director of

marketing for Dot Hill. "This product is seriously smart storage, using realtime analysis and data movement to completely automate storage management."

Dot Hill is introducing the Assured-SAN Pro 5000 Series through channel partners who offer organizations ready-to-go solutions. The move is designed to broaden the reach of Dot Hill and its channel partners into the midrange storage market.

"Our channel partners play a vital role in creating integrated hardware and software go-to-market solutions," said Brad Painter, vice president for channel sales for Dot Hill.

Dot Hill Connections channel partners are required to complete Dot Hill sales and technical training.

New territory

"Dot Hill is changing the way companies manage storage, by providing not just automated, but autonomic, tiered storage solutions that move data in real time," said Charles Bass, vice president for alliances at Promark Technology. "Today's automated tiered storage products ... are not able to quickly adapt to data access spikes in real time. The Dot

Hill AssuredSAN Pro 5000 Series, however, is suitable for many applications such as ticket sales, news sites, video hosting sites, Twitter feeds and others that can experience huge volumes of spur-of-the-moment activity."

Rick Crane, CEO and president at Pac Data, said that traditionally, storage companies have designed their products with high bandwidth to move large files or high speeds to manage high-volume transactions.

"The Dot Hill AssuredSAN Pro 5000 Series and the AssuredSAN 4000 Series address both of these requirements concurrently," he said.

Dot Hill's AssuredSAN Pro 5000 Series is able to identifying data hot spots, segments of data that can experience sudden increases or decreases in user access. Data can be very hot one hour and cold the next hour, or even the next minute. Common examples of hot-spot scenarios include email, web servers, airline and event ticketing, customer databases, university class registration, tax preparation, financial and accounting databases.

Brian Garrett, vice president of the Enterprise Strategy Group, which conducts equipment analysis, said testing showed significant response time improvements for business critical application workloads including email, database queries and online ordering.

According to International Data Corp., a market research and analysis firm specializing in information technology, the midrange storage market increases Dot Hill's potential total addressable market for 2013 from \$4 billion to nearly \$10.6 billion.

DATA-STORAGE COMPANIES

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

RANK	Company	Revenue 2011 Revenue 2010	No. employees in Boulder & Broomfield counties Employees companywide	Products/Services	Headquarters Public/Private Stock exchange:Stock ticker	Person In Charge Year Founded Website
1	IBM CORP. 6300 Diagonal Highway Boulder, CO 80302 303-924-6300	\$106,900,000,000 \$99,870,000,000	3,4001 433,362	Computer software, hardware and services.	Armonk, New York Public NYSE:IBM	Pete Lorenzen, Boulder senior location executive 1911 www.ibm.com
2	ORACLE 500 Eldorado Blvd. Broomfield, C0 80021 303-464-4000/303-272-9065	\$35,622,000,000 \$26,820,000,000	N/A 115,000	Computer software, hardware and services.	Redwood Shores, California Public Nasdaq:ORCL	Lawrence J. Ellison , CEO 1977 www.oracle.com
3	SEAGATE TECHNOLOGY LLC 389 Disc Drive Longmont, CO 80503 720-684-1900	\$11,000,000,000 \$11,400,000,000	1,120 N/A	Hard disk, solid state and hybrid drives. storage solutions for enterprise, desktop, mobile computing, consumer electronics and retail markets.	Cupertino, California Public Nasdaq:STX	Steve Luczo, CEO 1979 www.seagate.com
4	WESTERN DIGITAL CORP. 1951 S. Fordham St. Longmont, CO 80501 720-494-1949	\$9,526,000,000 \$9,850,000,000	N/A 103,111	Hard drives for personal computers.	Lake Forest, California Public NYSE:WDC	John F. Coyne, CEO 1970 www.wdc.com
5	LSI ESG 5400 Airport Blvd., Suite 100 Boulder, CO 80301 303-449-2228/303-381-4348	\$2,043,958,000 \$1,869,654,000	N/A 4,588	Designs and manufactures high-performance modular enterprise storage platforms and storage management software.	Milpitas, California Public NYSE:LSI	Abhijit Y. Talwalkar, CEO 1972 www.lsi.com
6	QUANTUM CORP. 1172 Century Drive, Suite 280 Louisville, CO 80027 720-406-5700/720-406-5792	\$657,000,000 \$672,270,000	48 2,000	Proven global expert in data protection and big data management, providing specialized storage solutions for physical, virtual and cloud environments.	San Jose, California Public NYSE:QTM	Jon W. Gacek, president, CEO 1980 www.quantum.com
7	DOT HILL SYSTEMS CORP. 1351 S. Sunset St. Longmont, CO 80501 303-845-3200/303-845-3655	\$197,461,000 \$252,490,000	322 322	Designs and delivers storage networking solutions to channel partners worldwide. Products include the SANnet II family of storage systems and RIO Xtreme storage solutions.	Longmont Public Nasdaq:HILL	Dana W. Kammersgard, CEO 1999 www.dothill.com
8	QUALSTAR CORP. 5480 Valmont Road Boulder, CO 80301-2367 303-444-1012	\$18,302,000 \$15,270,000	N/A N/A	Tape library data-storage systems, tape drives and utility software.	Simi Valley, California Public Nasdaq:QBAK	Lawrence Firestone, CEO 1984 www.qualstar.com
9	ROCKYNET INC. 382 S. Arthur Ave. Louisville, CO 80027 303-444-7052/303-786-9102	\$1,200,000 \$2,600,000	10 N/A	Data Center specializing in colocation, managed servers and virtual cloud machines. We provide 24-7-365 onsite support, multiple GigE ports and UPS/Generator power.	Louisville Private N/A:N/A	Paul Mako, CEO, president 1996 www.rockynet.com
10	INTELLIPROP INC. 105 S. Sunset Street, Suite N Longmont, CO 80501 303-774-0535/303-774-0535	\$1,000,000 \$1,000,000	10 10	Provider of SATA, SAS and RAID-based IP Cores, Bridges, Port Multipliers. ASIC and FPGA customized designs. Provider of SSD Chip.	Longmont Private N/A:N/A	Ami Patel, general manager 1999 www.intelliprop.com
11	ISUPPORTU LLC 1825a Pearl St. Boulder, CO 80302 303-351-1787	\$412,500 \$127,000	10 10	Business IT support/ consulting, website design, computer/phone repair, phone systems.	Boulder Private N/A:N/A	Shaun Oshman, founder, CEO 2009 http://isupportu.biz
NR	SPECTRA LOGIC CORP. 6285 Lookout Road Boulder, CO 80301 303-449-6400/303-939-8844	N/A2 N/A	355 N/A	Defines, designs and delivers innovative data protection through tape, de-duplication and disk-based backup, recovery and archive storage solutions.	Boulder Private N/A:N/A	Nathan C. Thompson, CEO, chairman 1979 www.spectralogic.com

1 IBM will only release statewide employment. Employment listed here is a Business Report estimate.

2 Spectra Logic Corp. declined to provide revenue figures.

Source: Business Report Survey

CHOCOLATE from 3A

developed by the Maya."

He described heritage cacao as fragile, highly susceptible to pests and lost in part to hurricanes.

"We found these rows of heritage cacao on an isolated farm," he explained. "Our goal is to grow robust hybrids by planting these seeds alongside other plants.

"Most small-artisan companies in the United States use the beans, but we're starting a tree."

Unlike a lot of chocolate producers, Nova Monda leaves a lot of production to the communities that grow the cacao trees.

"Traditionally, seeds are taken out, and the pulp around the seeds is put in a box, fermented, dried and then shipped to chocolate companies," Bradfield said.

The product is then roasted, seeds are crushed, and husks around them are blown away.

"We reduce the weight, volume and shipping expenses as well as create jobs for people there," he added, explaining that his company purchases the chocolate paste and powder after those communities complete these parts of the process.

Nova Monda chocolates include soy, nut and dairy-free options as well as vegan products — all ranging from \$1.50 to \$35. They include cocoa powder, which is created by separating cacao oil from the whole bean, and cacao beans. Chocolate bars will be

added in the fall.

Bradfield credits his part of the business to advice from an entrepreneurial friend who suggested mentoring other entrepreneurs. His background includes serving in the Marines, working with Steve Jobs at NeXT Computer and owning a chain of wireless retail stores.

As principal backer of Nova Monda, Bradfield tags startup costs at "a couple of hundred thousand dollars." Friends and family have been primary contributors with angel investors in the near future.

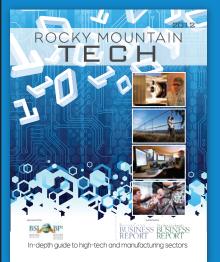
"Foundationally, we need products that consumers like," he said. "There are lots of companies out there that don't provide a taste experience that delights, and that's something we want — for our customers to have a uniquely wonderful chocolate experience.

"A business isn't sustainable in its own right, however, unless it makes money."

With Nova Monda products available in 14 outlets nationwide as well as through the company's website, reaching that goal is within sight.

"This year sales will be five times more than last year, and we expect to triple sales in 2013 with the introduction of the bars. We'll be cash-flow neutral by 2013."

With eight employees, including the three partners, Nova Monda produces its chocolate products in a commercial kitchen in Lafayette.



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Chamber plans membership drive

Business, community leaders captain teams in competition



Fourteen business and community leaders in Boulder have volunteered to lead teams tasked with building the Boulder Chamber's membership base. The drive, in the form of a competition between teams, will take place Sept. 25-26. Participating as team leaders are: back row, from left, Mike Bohn, Bruce Dierking, Anne Heinz, Peter Braun, Elizabeth Dining, Stephen Tebo and Irene Shaffer. Front row, Frank Bruno, Barb Truan, Emily Ditty, Lou Della Cava, Pat O'Brien. Not pictured are John Tayer and Donatella Scanniello. If you would like to get involved in the membership drive, contact Jane Lewis, memberaervices@boulderchamber.com, call 303-938-2070 or the chamber office at 303-442-1044.

RACE from 1A

from out of town.

Separately, organizers said beforehand that they would hand out 30,000 free wristbands to people who hiked up Flagstaff Mountain to watch. Some workers at businesses on Pearl Street said it was the busiest they had seen the city in the past year.

"The thing to remember is, with the economic and fiscal impact from the visitors, there is more benefit to the city than just the visitor spending number," Lewandowski said. "There's the 'Boulder brand,' and the advertising that took place as it was televised."

Streams of people, some in Spandex, others in capes and other costumes, rode their bikes or hiked up the closed Flagstaff Road to watch the race finish. Scores took in the race on gigantic TVs set up on the street and strolled around to race-related booths on the east end of the Pearl Street business district.

"It certainly was packed. It was extremely crowded," said Sean Maher, executive director at Downtown Boulder Inc., the business organization.

Full Cycle Inc. sold large numbers of bike locks and a surprising number of bicycles that day, said Josh Nolff, sales manager. Sales of branded jerseys and other apparel were hot as well, Nolff said. The day of the bike race was "busy," but also pretty typical for a Saturday in late August or early September, Nolff said.



Bicycle racers blur by onlookers in Boulder during the Pro Challenge. Crowds in both Boulder and Lyons reportedly were well-behaved and traffic control seemed to operate smoothly. The economic impact of the race still is being tallied.

"The big seller was locks. People got downtown and realized they

At Buffalo Exchange consignment didn't have a lock with them," Nolff said. "There were a lot more locals in our front door, I think, than folks from out of town."

Sales of official USA Pro Challenge race apparel came to about \$4,500 in Boulder, according to figures from

Nearby, Ted's Montana Grill Inc. restaurant was doing a brisk business with fresh-squeezed lemonade sold on the sidewalk, said proprietor

Lavonne Prescott.

shop, the number of people through the door was lower than normal for a Saturday, however, said Marika Evanger, store manager.

"It's worth the sacrifice for a day," Evanger said. "I've never seen this many people on Pearl Street, so it's bittersweet. I wish more people would come inside."

The women's sports clothing store Title Nine saw more customers, but sales were "pretty normal," said Sarah

Shea, a sales associate.

"It's been fun. People are coming in in their biking gear," Shea said.

Food and drink were big sellers up and down Pearl Street, as were cowbells to ring at the finish. Hotel rooms were estimated at 89 percent capacity late Friday before the race.

In Lyons, the number of people who came to town to watch the race was "unbelievable," said Jacque Watson, economic development and communications manager. Boulder paid an estimated \$250,000 to be a host of the event; Lyons was a pass-through town on the loop, Watson pointed out. A large number of people already were in Lyons for the Kinfolk Celebration music festival, and they may have swelled numbers on the streets as well, she said.

"It was claustrophobic on both sides of the street (when the race came through town)," Watson said. "Physically, it was unbelievable, at three deep to four deep."

Crowds in both Boulder and Lyons seemed to be well-behaved and traffic control seemed to operate smoothly, Lewandowski and Watson said.

A final economic tally of the race's economic impact across the state is expected to be released in the next few weeks by the race-hired, St. Louis-based research group IFM Global. Last year's inaugural event drew an estimated 1 million spectators, delivering an \$83.5 million economic impact to the state.

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REAL ESTATE & DEVELOPMENT

16A | Top quarterly leases

17A | Commercial vacancy rates

18A | Commercial property sales

Hines completes Class A office building

EOS at Interlocken built on speculation touts green features

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

BROOMFIELD — The team behind the new EOS at Interlocken has finished its 186,000-square-foot Class A office building. Now its job is to fill it.

Hines, a Houston-based realestate investment and develop-

ment company, opened the doors to EOS on Thursday, Aug. 16, hosting a reception for real estate professionals and officials from the city and county of Broomfield.



Hines

The four-story building at 105 Edgeview Drive is touted by Hines and CBRE, which is listing it, as "the 'greenest' office alternative for all of the Northwest Submarket." The U.S. Green Building Council is reviewing the building for LEED certification, and it could receive a platinum rating, CBRE senior vice president J. David Hart said. Hart and Chris Phenicie, also a CBRE senior vice president, are representing Hines in the search for a tenant.

Hines is touting EOS' solar pan-



DOUG STORUM

EOS at Interlocken is a new 186,000-square-foot Class A office building built by Hines, a Houston-based real-estate investment and development company. Hines is seeking a LEED platinum rating from the U.S. Green Building Council. Green features include electric-vehicle charging stations.

els, electric-vehicle charging stations and the salvaged wood it used in the lobby, taken from trees killed by pine beetles. The company also is playing up the environmental angle in the property's name, which Hart said is an acronym for Environmental Office Space but also is the name of the Greek goddess of the dawn.

The project is valued by the city of

Broomfield at \$12.6 million, according to building department records. The building was designed by Forum Architects of St. Louis, and Whiting-

➤ See Office, 16A



COURTESY CONFLUENCE COS. LLC

Confluence Cos. LLC plans to break ground by the end of August on North Main at Steel Ranch, a 228-unit luxury apartment complex in the Steel Ranch development in Louisville. The complex will have seven buildings, and the first building is expected to be ready for tenants early next summer.

Luxury apartments coming to Steel Ranch in Louisville

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

LOUISVILLE — Work is about to begin on the final two major residential developments in Louisville, including a \$36 million luxury apartment complex.

Golden-based Confluence Cos. LLC plans to break ground by the end of August on a 228-unit luxury apartment complex in the Steel Ranch development. The complex will have seven buildings, and the first building is expected to be ready

for tenants early next summer, said Tim Walsh Confluence's president.

Confluence is branding the complex North Main at Steel Ranch. The project is at the northwest corner of Colorado Highway 42 and South Boulder Road.

Confluence plans to capitalize on Louisville's growing reputation for its quality of life, great schools and easy access to Boulder and Denver, Walsh said.

"We really liked Louisville as a great little small town, with a

➤ See Luxury, 17A

TOP 10 OFFICE LEASES IN BOULDER AND BROOMFIELD COUNTIESApril 1 to June 30, 2012

Broomfield Jones Lang LaSalle; Joe Heath, Don Misne Jones Lang LaSalle; Joe Heath, Don Misne Jones Lang LaSalle 3 Ames Construction Inc. 20,434 500 Eldorado Blvd., Broomfield 4 Trimble Navigation Ltd. 14,806 4730 Walnut St. No. 200, Boulder Beld Lisey, W.W. Reynolds Cos. 5 Zia Consulting Inc. 13,120 5525 Central Ave., Boulder Dunsmore, Dean Callan & Co., Scott Garel, Newmark Knight Frank Frederick Ross;	
Broomfield Jones Lang LaSalle; Joe Heath, Don Misne Jones Lang LaSalle; Joe Heath, Don Misne Jones Lang LaSalle 3 Ames Construction Inc. 20,434 500 Eldorado Blvd., Broomfield 4 Trimble Navigation Ltd. 14,806 4730 Walnut St. No. 200, Boulder Bill Baldwin, Cresa Partners; Chad Henry, Nate Litsey, W.W. Reynolds Cos. 5 Zia Consulting Inc. 13,120 5525 Central Ave., Boulder Dunsmore, Dean Callan & Co., Scott Garel, Newmark Knight Frank Frederick Ross;	nsmore, e
Broomfield 4 Trimble Navigation Ltd. 14,806 4730 Walnut St. No. 200, Boulder Nate Litsey, W.W. Reynolds Cos. 5 Zia Consulting Inc. 13,120 5525 Central Ave., Boulder Boulder Dunsmore, Dean Callan & Co., Scott Garel, Newmark Knight Frank Frederick Ross;	
No. 200, Boulder Nate Litsey, W.W. Reynolds Cos. 5 Zia Consulting Inc. 13,120 5525 Central Ave., Boulder Becky Callan Gamble, Hunter Barto, Dryden Dunsmore, Dean Callan & Co., Scott Garel, Newmark Knight Frank Frederick Ross;	S
Boulder Dunsmore, Dean Callan & Co., Scott Garel, Newmark Knight Frank Frederick Ross;	
Ashley Overton, Keys Commercial	
6 Lijit Networks Inc. 13,100 1710 29th St., Boulder James Jon Ditzel, Freeman Myre Inc.; Boulder JT Fulton, Macerich	
7 Aurora Organic Dairy Corp. 14,806 1919 14th St., Chad Henry, Nate Litsey, W.W. Reynolds Cos. Boulder	
8 OmniVision 11,851 1450 Infinite Dr., Alex Hammerstein, Marty Knape, Bob Steir Technologies Inc. Louisville CBRE Inc.; Michael Crane, Jones Lang LaSa	,
9 Gnip Inc. 10,814 1050 Walnut St., Alex Hammerstein, Marty Knape, CBRE Inc.; Boulder Becky Callan Gamble, Hunter Barto, Dean Calla	ın & Co
10 RoomLinx Inc. 10,499 11101 W. 120th St., Colorado Group; Chris Phenicie, J. David H Broomfield Joe Serieno, CBRE Inc.	art,

TOP 10 INDUSTRIAL LEASES IN BOULDER AND BROOMFIELD COUNTIES

	oril 1 to June 30, nant	Square	Address	Listing / Selling
		Footage		Agency- Broker(s)
1	EnerSys Advanced. Systems Inc	29,114	1751 S. Fordham St., Longmont	Scott Garel, Newmark Knight Frank Frederick Ross, Becky Callan Gamble, Dean Callan & Co.; Robert Kontour, UGL Equis
2	Adams Polishes Inc.	16,540	587 S. Taylor Ave., Louisville	Jason Kruse, The Colorado Group Inc.; Dean Callan & Co.
3	Arete Associates	12,300	2500 Trade Centre Ave., Longmont	Scott Garel, Newmark Knight Frank Frederick Ross, Becky Callan Gamble, Hunter Barto, Dryden Dunsmore, Dean Callan & Co.; Corporate Realty Associates Inc
4	Upslope Brewing Co.	12,150	1898 S. Flatiron Court, Boulder	Becky Callan Gamble, Hunter Barto, Dryden Dunsmore, Dean Callan & Co., Scott Garel, Newmark Knight Frank Frederick Ross; Wade Wimmer, Brady Alshouse, Jones Lang LaSalle
5	Boomerang Enterprises Inc.	11,200	1401 Ken Pratt Blvd., Longmont	Jason Kruse, The Colorado Group Inc.; Prudential
6	Corab USA Inc.	10,000	685 S. Arthur Ave., Louisville	Tom Newman, Freeman Myre Inc
7	Boulder Path Inc.	9,820	1500 Cherry St., Louisville	Todd Walsh, The Colorado Group Inc
8	Community Hospital. Assoc	8,826	2000 Central Ave., Boulder	Wade Arnold, Scot Smith, Steve Johnson, The Colorado Group Inc.; Becky Callan Gamble, Hunter Barto, Dryden Dunsmore, Dean Callan & Co., Scott Garel, Newmark Knight Frank Frederick Ross
9	College Student Storage Inc.	6,000	1779 Valtec Lane, Boulder	Hunter Barto, Dean Callan & Co.; Danny Lindau, The Colorado Group Inc.
10	SMART Storage. Systems Inc	5,813	1880 Industrial Circle, Longmont	Scott Garel, Newmark Knight Frank Frederick Ross, Becky Callan Gamble, Hunter Barto, Dryden Dunsmore, Dean Callan & Co.; Zack Gordon, Zall Co.

Source: Survey of commercial real estate firms

Source: Survey of commercial real estate firms

TOP 10 RETAIL LEASES IN BOULDER AND BROOMFIELD COUNTIES

Αŗ	oril 1 to June 30), 2012		
Tei	nant	Square Footage	Address	Listing / Selling Agency- Broker(s)
1	1. Bed Bath & Beyond	8,500	5455 Spine Road, Boulder	Jim Fisher, The Colorado Group Inc.; Irwin & Hendrick
2	Fate Restaurants LLC Exchange	7,000	1600 38th St., Suite A,, Boulder	James Hower, Patrick Weeks, Gibbons-White Inc.; Wade Arnold, Scot Smith, Jim Fisher, The Colorado Group Inc.
3	Forgotten Ink Living Arts Studio	5,875	1055 Courtesy Road, Louisville	Tebo Development Co.
4	Under the Sun	5,274	627A S. Broadway, Boulder	Chad Henry, Nate Litsey, W.W. Reynolds Cos.
5	Bullshark Inc. dba Jason's Deli	5,160	1933 28th St., Suite B, Boulder	Jon Weisiger, CBRE Inc., Colliers; Tebo Development Co.
6	Christina Guerrero. dba Lady Bugs Thrift and	4,940 d Gift Longmo	43 S. Main St. nt	Tebo Development Co.
7	Alison Zemanik	2,075	439 Main St., Longmont	Hunter Barto, Dryden Dunsmore, Dean Callan & Co.
8	Taco Boulder LLC	2,072	1175 Walnut St., Boulder	Tebo Development Co.
9	Yoga Kaala LLC	1,934	633N S. Broadway, Boulder	Brit Banks, Dean Callan & Co.; Chad Henry and Nate Litsey, W.W. Reynolds Cos.
10	HTD Consulting LLC dba School of Rock	1,922	11970 Quay St., Broomfield	Dan Ferrick, Michael-Ryan McCarty, Gibbons - White Inc.; Eli Boymel, Crosbie Real Estate Group Source: Survey of commercial real estate firm

Denver firm to market project near hospital

BY BETH POTTER

bpotter@bcbr.com

LAFAYETTE — The SoLa development — 82 acres of mostly undeveloped land north of Exempla Good Samaritan Medical Center in Lafayette — has a new project manager and marketer.

Denver-based real estate brokerage NAI Shames Makovsky took over as marketer, and Henry & Wallace LLC of Knoxville, Tennessee, took over as project manager in April when Raufeisen Development Inc. based in Rock Island, Illinois, dropped out as project manager and marketer.

"This is a little bit of a reboot of the project to get it back out to the market," said Brian Bair, a spokesman at NAI Shames Makovsky.

Brokers are marketing 28 acres of commercial land, which is zoned for retail and office buildings, Bair said. Two hotel sites have been approved, he said. While there's nothing to announce yet, Bair said brokers expect to see a mix of retail, gas stations, restaurants, hospitality companies and medical office space at the site, at the northeast corner of U.S. Highway 287 and Exempla Circle.

Another 20 acres on the site is set aside for office/commercial business

park types of uses, as well as buildings that would house services for seniors, Bair said.

"It's a phenomenal opportunity for senior care and senior living," Bair said. "The hospital is very supportive of development on this property, particularly services for their employees, patients and families."

Separately, Milestone Development Group in Denver is expected to start construction soon on the new 240-unit apartment complex named Prasana to the east of the planned commercial area, Bair said. Milestone already built the Prana 264-unit apartment complex on that site.

First, South Lafayette Drive must be completed through the property, however, said Phillip Patterson, Lafayette's assistant city administrator and community development director. South Public Road has been extended through the development and connected with Exempla Drive; the South Lafayette Drive piece of the road is almost complete, he said.

SoLa Inc., registered as the property owner, is a group of physicians from Illinois, Bair said, without giving details. In Colorado, the company's registered agent is Packard & Dierking LLC, a Boulder law firm, according to the Secretary of State's office.

OFFICE from 16A

Turner Construction was the general contractor. Construction began last fall.

The reception was hosted on the EOS' unfinished fourth floor, and was significant enough that Gerald Hines, the 87-year-old founder and chairman of the company, paid a visit

Hines built EOS on speculation, and as of now a tenant has not been found. That didn't seem to be a concern of Gerald Hines.

"We think the timing is right. We like this part of the city and think we have a good idea," Hines said of the decision to build on spec during a lagging economy. "We view Denver as one of the major expansion areas in the United States."

Hines and CBRE are hoping to find a tenant that will take up all four floors, but Hines is willing to divide the building for the right tenants, Hart said. EOS has 46,500-square-foot floor plates. The listed rate is \$21 to \$25 per square foot, with a triple-net lease.

The team is working with prospects from Boulder and out of state that are looking to relocate or consolidate offices within the region, Hart said.

But Hines is thinking bigger. EOS is planned to be the first building in

HINES AND CBRE

are hoping to find a tenant that will take up all four floors, but Hines is willing to divide the building for the right tenants. The listed rate is \$21 to \$25 per square foot, with a triplenet lease.

a four-building campus that would have up to 850,000 square feet. The project would be the anchor eastern Interlocken has lacked since it was developed in the 1980s.

The ideal tenant could take up the entire campus, Gerald Hines said. Hines suggested that a deal with a tenant that would fill EOS and at least one yet-to-be-constructed building could be approaching frui-

"We seem to have a number of major clients that are interested, and hopefully will have a major announcement in the next four months," Hines

LUXURY from 15A

vibrant downtown," Walsh said.

North Main at Steel Ranch is targeted for a demographic that currently lacks many options in the city because they are priced out.

"We also feel that Louisville needs a little more diversity in its housing type. (We will) provide young professionals and young families the opportunity to live in a great small town," Walsh said.

Confluence will develop, build and own the community, Walsh said. It has been involved in the planning for about two years, working with RMCS LLC.

The project has a budget of \$36 million, according to Confluence. Confluence along with other investors on Aug. 14 closed on the approximately nine acres on which North Main will be built.

The company Confluence formed to make the acquisition, Steel Ranch South Apartments LLC, paid \$4.22 million to acquire the property from RMCS, according to property records.

The complex will have 108 one-bedroom units with an average price of about \$1,200, 108 two-bedroom units with an average price of about \$1,400 and 12 three-bedroom units with an average price of about \$1,600.

More town homes

In addition to Confluence's project at North Main, Boulder Creek Builders LLC is planning to build 58 town homes on six acres in the Steel Ranch area.

The project will be called the Overlook at Steel Ranch, and Boulder Creek Builders has set up an interest list on its website.

Boulder Creek Builders president David Sinkey said his company is wrapping up the entitlement and design process. Boulder Creek Builders likely will close on the deal to purchase the land in the next few We really liked
Louisville as a great
little small town, with a
vibrant downtown.

Tim Walsh
PRESIDENT,
CONFLUENCE COS. LLC

weeks.

Boulder Creek Builders' goal is to have a model home built by Spring 2013, Sinkey said.

Homes in the Overlook will be smaller and have a lower price point than the patio homes Boulder Creek is selling at Steel Ranch, which is the subdivision immediately north of the Overlook and North Main at Steel Ranch.

The Overlook and North Main will close a gap between the subdivisions currently being built at Steel Ranch and Louisville's downtown and help make the area more walkable, especially when an underpass beneath South Boulder Road is completed in the future.

"It creates the very critical link between Steel Ranch and Main Street, and the downtown area," Sinkey said.

Ryland Homes is building singlefamily homes in the Steel Ranch development as well.

The property the Overlook will be built on was purchased by Takoda Properties Inc. last week for \$2.7 million, according to property records. RMCS was the seller but remains involved in the project.

RMCS principal Justin McClure said the people involved are eager to get the project started.

"We always set an aggressive schedule. We like to keep the sense of urgency strong," McClure said. "We've got strong demand for residential use, and there's not a lot of options to provide for that kind of demand."

	oril 1 to June 30, 2012	Addison	-	D.J.
ви 1	yer Ramco Gershenson Properties L	Address 210 Ken Pratt Blvd. Longmont and additional properites	Type Harvest Junction North shopping center	Price \$35,520,000
2	Ramco Gershenson Properties L	205 Ken Pratt Blvd. Longmont and additional properites	Harvest Junction North shopping center	\$33,550,000
3	Nexgen Boulder Holdings LLC	2870 28th St. Boulder	Walgreen's drug store	\$7,389,400
4	Hakabert LLC	1700 17th St. Boulder	Apartment complex	\$3,000,000
5	Ramco Harvest	110 Ken Pratt Blvd. Longmont	Vacant lots at Harvest Junction North shopping center	\$2,661,000
6	955 Plaza LLC	955 Broadway, Boulder	Fraternity house	\$2,400,000
7	Red Clay LLC	1555 S. Hover Longmont	Oskar Blues Homemade Liquids And Solids	\$1,525,000
8	Emergency Family Assistance Association	1606 Garfield Ave. Louisville	Apartment building	\$1,500,000
9	ENT Holdings LLC	4745 Arapahoe Ave Boulder	Medical office suite	\$1,497,500
10	M & M Real Estate Holdings LLC	3082 Sterling Circle Boulder	Office/Flex space	\$1,370,000

Commercial Vacancy Rates

Tracked by Xceligent Inc. Second quarter 2012

	Occoria q	dartor 2012	
Туре	Total (sq. ft.)	Vacant (sq. ft)	Vacancy Rate
Boulder			
Office	8,070,801	677,910	8.4%
Flex	5,533,409	438,514	7.9%
Industrial	4,126,643	165,847	4.0%
Broomfield			
Office	2,528,734	357,046	14.1%
Flex	1,351,873	114,493	8.5%
Industrial	3,203,042	326,753	10.2%
Erie			
Flex	19,420	0	0
110%	10,120	Ü	ŭ
Lafayette			
Office	231,204	14,555	6.3%
Flex	907,162	150,699	16.6%
Industrial	703,438	26,200	3.7%
Longmont			
Office	1,325,818	170,730	12.9%
Flex	8,535,144	405,080	4.7%
Industrial	5,232,649	755,122	14.4%
Louisville			
Office	957,913	118,263	12.3%
Flex	2,815,851	303,580	10.8%
Industrial	2,061,443	18,335	0.9%
Superior			
Office	184,009	40,469	22.0%
Total			
Office	13,321,167	1,378,973	10.4%
Flex	19,390,987	1,501,785	7.7%
Industrial	15,327,215	1,292,257	8.4%
Duildings lorger than 10	000 aguara faat		

Buildings larger than 10,000 square feet

Tracked by CB Richard Ellis Second guarter 2012

Туре	Total (sq. ft.)	Vacant (sq. ft)	Vacancy Rate
Boulder			
Office	5,811,264	662,484	11.4%
Industrial	14,129,199	1,299,886	9.2%
Longmont			
Office	974,909	116,014	11.9%
Industrial	6,058,675	793,686	13.1%
D: Latin and Laurence Manage 40,000 and	4 4 4	and a supplied and a supplied and a supplied of the supplied and a	

Buildings larger than 10,000 square feet, excluding government, medical and single tenant owner buildings

Tracked by economic developers Second quarter 2012

Туре	Total (sq. ft.)	Vacant (sq. ft)	Vacancy Rate
Broomfield			
Office	6,270,891	935,823	14.9%
Industrial and Flex	4,892,220	618,470	12.6%
		Source: Broomfield Econol	mic Development Corp.
Longmont			
Office flex and industr	ial 8 713 877	1 542 373	17 7%

Source: Longmont Area Economic Council (includes city of Longmont plus surrounding unincorporated areas of Boulder and Weld counties).

HA 2 X 2.25

UTILITY from **6A**

to municipalize and only if legally required good-faith negotiations with Xcel Energy over the grid's value have failed.

At that point, the dispute would have reached a state district court, which oversees condemnation hearings. A jury or a special panel appointed by the court would determine what Boulder would have to pay Xcel for the grid.

As the PUC tries to determine its role, others could emerge as the process moves forward.

One important player could be a third-party evaluator hired by the city to vet the work it has done so far. The independent reviewer could be hired early next year as the city moves on to the implementation phase, Boulder spokeswoman Sarah Huntley said.

The reviewer could either validate the city's findings, make suggestions that lead to revisions or find "a fatal flaw" that convinces the city council to abandon the project, Huntley said.

The city also plans to keep the process open to public input, with

A RECENT CASE SHOWS THAT THE COLORADO

Public Utilities Commission, Xcel Energy's chief regulator, could be involved — although at this point even it is not sure what role it would take.

opportunities for activists and the business community to participate, Huntley said.

Other state entities might weigh in on the process, but their impact remains to be determined and could be minimal.

The PUC has its own staff of advisers and analysts that can advocate positions before the PUC. The staff, frequently referred to as the "trial staff" in PUC filings, works with lawyers the state attorney general's office assigns to provide it counsel.

The trial staff has advocated positions that would alter the course of municipalization if followed. In May, it suggested Boulder might need another election in which vot-

ers approve the city's acquisition plan, but it has since reconsidered. It now agrees that the 2011 election was enough to give Boulder city council the authority to proceed.

In August, the trial staffsaid the PUC should make Xcel Energy place a value on its Boulder assets and submit the total to the PUC by the end of the year. Xcel Energy's response is that it should not have to disclose a valuation until after Boulder has condemned the property and proposed its own valuation.

Although the trial staff takes positions and its members are PUC employees, the commissioners and administrative law judges do not base their decisions on the trial staff's recommendations, PUC spokesman

Terry Bote said. The trial staff's recommendations are weighed alongside those of all the other parties, Bote said.

The Office of Consumer Counsel is another body that can make recommendations to the PUC. The OCC is part of the Department of Regulatory Affairs, and its purpose is to represent residents and small businesses before the PUC. It too gets its legal advice from lawyers appointed by the attorney general's office.

Although lawyers from the attorney general's office represent both PUC staff and the OCC, it is up to the respective offices to decide what positions it takes, said Carolyn Tyler, a spokeswoman for the attorney general. The relationship between the entities is analogous to that between clients and a law firm, she said, with the attorney general's office acting as the state's law firm.

Filings made by the OCC or PUC trial staff should not be construed as opinions independently reached by the attorney general, Tyler said.

WORKERS from 1A

Insurance after annual hearings with groups such as the National Council on Compensation Insurance Inc., a private industry group, and consultants.

Since workers' compensation insurance rates for small businesses are calculated per \$100 worth of payroll, the rate increases add up as payroll rises, said Tony Gagliardi, the state director of the National Federation of Independent Business, an industry trade group. That may keep companies from hiring new employees as quickly as they need to, Gagliardi said.

"It is an impediment," Gagliardi said. "When you raise the cost of employment on anything like workers' comp or unemployment taxes go up, companies are affected."

In Boulder County, some industry classifications have seen workers' compensation insurance rates increase from 5 percent to 10 percent so far this year, said Doug Bollman, vice president for business develop-

ment at Taggart Insurance in Boulder.

As an example, a restaurant without any workers' compensation claims the previous year with \$350,000 in annual payroll would pay about \$150 more per year with the statemendated rate increase, Bollman said.

Numerous variables come into play for each business, he said. New companies can't take advantage of "experience" discounts approved by the state, for example, and pay higher rates, Bollman said.

Also, rates rise dramatically for companies that have workers' compensation claims, Bollman said. When a company deals with a workers' compensation claim, for every \$1 that's paid out, a business will pay \$2 to \$3 in increased premium costs over the next three or four years, a process and cost mandated by the state Division of Insurance, Bollman said.

That certainly is the case at the Boulder recycling nonprofit Eco-Cycle Inc., where a higher number of claims has led to two years of "big increases" in insurance rates, said Eric Lombardi, executive director. Lombardi did not give dollar amounts.

Anecdotally, the Boulder Chamber has heard that local restaurateurs are struggling with higher workers' compensation insurance rates as well, said Angelique Espinoza, a Boulder Chamber spokeswoman.

On the other side of the spectrum is Western Disposal Services Inc., which incurred a "negligible" increase in workers' compensation insurance rates, said Laura Alberts, human resources manager for the trash hauling and recycling company. Western Disposal receives a variety of discounts for its low claim history and a cost-containment program, among other things, Alberts said. "There's no way anything like that affected us."

In the region and across the state, workers' compensation insurance rates increased an average of 3.4 per-

cent in 2011, Goodland said.

All in all, the rate increases take into account factors such as the number of claims per number of workers, the length of claims, the number of treatments for each claim, the severity of injuries, increasing medical costs and the overall costs of covering workers' compensation claims, the Division of Insurance said.

Hard economic times mean there are fewer employers to pay in, which also causes rates to go up, Gagliardi said.

Many companies across the state put an increased focus on safety during the past several years, which lowered rates, Bollman said. Insurance companies such as Pinnacol Assurance in Denver, the largest workers' compensation insurance provider in the state, has paid back big dividends to policyholders in recent years, Bollman said. Pinnacol paid \$41 million back to 85 percent of its policyholders in 2011, according to the company's annual report.



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FOR THE RECORD -

Bankruptcies

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

Foreclosures Includes notices

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

State Tax Liens

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

This information is obtained from SKLD Information Services.

Judgments

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

Warranty Deeds

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

BANKRUPTCIES

Boulder County Chapter 7

EDGAR WILLIAM SMITH, 8925 MARATHON ROAD, NIWOT; CASE #2012-25938. DATE FILED: 8/1/2012.

MICHAEL CHRISTOPHER COLE, 806 LASHLEY ST, LONGMONT; CASE #2012-25974, DATE FILED: 8/1/2012.

ALEXANDRA VERON, 855 35TH ST, BOULDER; CASE #2012-25977, DATE FILED: 8/1/2012.

STEVEN THOMAS SMITH, 202 E SIMPSON ST, LAFAYETTE; CASE #2012-25988, DATE FILED: 8/1/2012.

MICHAEL TODD ANSTED, 4140 AURORA AVE, BOULDER; CASE #2012-25995, DATE FILED: 8/1/2012.

NICOLE SHARAE GOLD, 1338 TER-RACE DRIVE, LONGMONT; CASE #2012-25999. DATE FILED: 8/1/2012.

CATHLEEN CASSULO, 950 LARA-MIE BLVD, BOULDER; CASE #2012-26001, DATE FILED: 8/1/2012.

TIFFANY MARIE MONROE, 626 AMERICANA ROAD, LONGMONT; CASE #2012-26003, DATE FILED: 8/1/2012.

COURTNEY B STRONG, 1665 LEYNER DRIVE, ERIE; CASE #2012-26004. DATE FILED: 8/1/2012.

JC RAPTIS INC, 719 WALNUT STREET, BOULDER; CASE #2012-26013, DATE FILED: 8/1/2012.

STACY LYNETTE FORD, 2443 SCOTT COURT, LONGMONT; CASE #2012-26017, DATE FILED: 8/1/2012.

VALENTE RODARTE, 138 PLACER AVE, LONGMONT; CASE #2012-

26033, DATE FILED: 8/1/2012. **DANIEL RICHARD IRELAND,** 655 W

LILAC CT, LOUISVILLE; CASE #2012-26151, DATE FILED: 8/1/2012.

ANDREW DALE WHITE, 2201

EMERY ST APT C, LONGMONT; CASE #2012-26152, DATE FILED: 8/1/2012.

KATHRYN DUNNE KURTZ, 5000 BUTTE ST, BOULDER; CASE #2012-26166, DATE FILED: 8/1/2012.

EVELYN E ORTEGA, 320 4TH AVENUE, LONGMONT; CASE #2012-26172, DATE FILED: 8/1/2012.

TERESA M EVANS, 2201 14TH AVENUE APT 3102, LONGMONT; CASE #2012-26228, DATE FILED: 8/2/2012.

DAVID P ASTROM, 2209 BARN SWALLOW DR, LONGMONT; CASE #2012-26238, DATE FILED: 8/2/2012.

PATRICIA ANN YARMER, 9179 ALJAN DRIVE, LONGMONT; CASE

#2012-26291, DATE FILED: 8/3/2012.

JOYCE LYNNE KNEEBONE, 9458

ANHAWA AVE, LONGMONT; CASE

#2012-26311, DATE FILED: 8/4/2012.
RICHARD MATHEW HAMP, 2995

EAGLE WAY #28, BOULDER; CASE #2012-26367, DATE FILED: 8/5/2012.

RICKY JAMES DARNELL, 3286 BIL-LINGTON DRIVE, ERIE; CASE #2012-26374, DATE FILED: 8/6/2012.

STEPHANIE WHITE, PO BOX 844, LAFAYETTE; CASE #2012-26376, DATE FILED: 8/6/2012.

JOHN PHILIP LAREAU, 314 JUD-SON, LONGMONT; CASE #2012-26390, DATE FILED: 8/7/2012.

SILVER LACE LANDSCAPE INC, 314 JUDSON, LONGMONT; CASE #2012-26392, DATE FILED: 8/7/2012.

DONNA JEAN MERTEN, 55 S 32ND ST, BOULDER; CASE #2012-26422,

DATE FILED: 8/7/2012.

SHERRY RENAY GRATTAN, 1272 DORIC DR, LAFAYETTE; CASE #2012-26424, DATE FILED: 8/7/2012.

HEATHER M NORIEGA, 5120 WIL-LIAMS FORK TR #113, BOULDER; CASE #2012-26425, DATE FILED: 8/7/2012.

BRADLEY SCOTT LOCKHART, 5433 WOLF ST, LONGMONT; CASE #2012-26471, DATE FILED: 8/8/2012.

LARRY D FITZPATRICK, 1562 WES-TIN DRIVE, ERIE; CASE #2012-26499, DATE FILED: 8/8/2012.

KOOROS ZAND SHIRAZI, PO BOX 861, LOUISVILLE; CASE #2012-26507, DATE FILED: 8/8/2012.

PATRICIA WILCOX, 1840 WHITE FEATHER DRIVE, LONGMONT; CASE #2012-26631, DATE FILED: 8/9/2012.

MEGAN ELIZABETH PENFOLD, 1716 SUNLIGHT DRIVE, LONG-MONT; CASE #2012-26668, DATE FILED: 8/10/2012.

LAVERNE ZELLA HELD, PO BOX 17682, BOULDER; CASE #2012-26710, DATE FILED: 8/10/2012.

TERRY LYNN NELSON, 650 RID-GEVIEW DRIVE, LOUISVILLE; CASE #2012-26734, DATE FILED:

Chapter 13

BRADLEY EUGENE PAQUETTE, 1235 PTARMIGAN DRIVE, LONG-MONT; CASE #2012-26141, DATE FILED: 8/1/2012.

ELLIS WILHELM TRIVETT, 2713 SLATE COURT, SUPERIOR; CASE #2012-26187, DATE FILED: 8/2/2012.

COREY A PAPASTATHIS, 7404 SINGING HILLS DRIVE, BOULDER; CASE #2012-26359, DATE FILED: 8/4/2012.

LANA LEE LANIER, 722 KIMBARK, LONGMONT; CASE #2012-26722, DATE FILED: 8/10/2012.

Broomfield County Chapter 7

CHRIS WAYNE HAWKINS, 13593 VIAVARRA ROAD #1310, BROOM-FIELD; CASE #2012-26062, DATE FILED: 8/1/2012.

JEFFREY A STEINFURTH, 3882 W 126TH AVE, BROOMFIELD; CASE #2012-26221, DATE FILED: 8/2/2012.

CONNIE JEAN YOUNUS, 1069 E 9TH AVE #202, BROOMFIELD; CASE #2012-26307, DATE FILED: 8/4/2012.

SARA LOUISE FINFROCK, 13900 LAKE SONG LN C2, BROOMFIELD; CASE #2012-26329, DATE FILED: 8/4/2012.

PHILLIP ALLEN DAVIS, 11505 WADSWORTH BLVD, BROOMFIELD; CASE #2012-26460, DATE FILED: 8/8/2012.

JIMMY DEAN BRACK, 215 FLINT WAY, BROOMFIELD; CASE #2012-26478 DATE FILED: 8/8/2012

JACQUELINE INSKEEP, 4907 PASA-DENA WAY, BROOMFIELD; CASE #2012-26610, DATE FILED: 8/9/2012.

Chapter 13

PATTY PETERSON, 9880 WEST-CLIFF PKWY APT 1916, BROOM-FIELD; CASE #2012-26078, DATE FILED: 8/1/2012.

MICHAEL JASPER, 253 GREEN-WAY CIRCLE WEST, BROOMFIELD; CASE #2012-26465, DATE FILED: 8/8/2012.

DALE GONZALES, 3360 BRIAR-WOOD DR, BROOMFIELD; CASE #2012-26617, DATE FILED: 8/9/2012.

FORECLOSURES

Boulder County

BORROWER: CARL STULL, 6476 CORALBERRY CT, LONGMONT. LENDER: US BANK NATIONAL ASSOCIATION T, AMOUNT DUE: \$1818781. CASE #3236426. 7/13/2012

BORROWER: MARC J & ANNA V LUCERO, 3180 E YARROW CIR, SUPERIOR. LENDER: BANK AMERICA, AMOUNT DUE: \$. CASE #3236623. 7/16/2012

BORROWER: VIOLA & FRANK MARTINEZ, 1133 FALL RIVER CIR, LONGMONT. LENDER: BANK AMER-ICA, AMOUNT DUE: \$181852. CASE #3236624. 7/16/2012

BORROWER: DAVID M HARWELL, 7446 SINGING HILLS DR # J207, BOULDER. LENDER: EQUICREDIT CORP AMERICA, AMOUNT DUE: \$105321. CASE #3236995. 7/17/2012

BORROWER: CHRISTY A BOLIVAR, 375 TYNAN DR, ERIE. LENDER: US BANK NATIONAL ASSOCIATION T, AMOUNT DUE: \$205887. CASE #3236996. 7/17/2012

BORROWER: TOMMY HOLLEY, 1205 TRAIL RIDGE RD, LONGMONT. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$157536. CASE #3237227. 7/18/2012

BORROWER: PAUL H HILGERT, 117 TILGHMAN RD, WARD. LENDER: BANK AMERICA, AMOUNT DUE: \$169742. CASE #3237228. 7/18/2012

BORROWER: COLIN & KATHERINE FARRELL, 536 ADAMS AVE, LOUIS-VILLE. LENDER: BANK NEW YORK MELLON TRUSTEE, AMOUNT DUE: \$43172. CASE #3237229. 7/18/2012

BORROWER: THOMAS G HOH, 376 LEFTHAND CANYON DR, BOUL-DER. LENDER: BANK NEW YORK MELLON TRUSTEE, AMOUNT DUE: \$632001. CASE #3237230. 7/18/2012

BORROWER: JAMES A AVELINE, 2313 EMERY PL, LONGMONT. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE:

\$159435. CASE #3237710. 7/19/2012 **BORROWER:** TERESA A PARKER, 112 GENESEE CT, BOULDER. LEND-ER: BANK AMERICA, AMOUNT DUE: \$324548. CASE #3237711. 7/19/2012

BORROWER: STEVEN A & LAU-RIE A LEE, 1620 20TH AVE, LONG-MONT. LENDER: DEUTSCHE BANK NATIONAL TRUST C, AMOUNT DUE: \$137381. CASE #3237982. 7/20/2012

BORROWER: L J ASHFORD, 13820 N 95TH ST, LONGMONT. LENDER: JPMORGAN CHASE BANK NATION-AL A, AMOUNT DUE: \$1246152. CASE #3237983. 7/20/2012

BORROWER: ROSEMARY & PHIL-LIP GLYNN, 2990 DARTMOUTH AVE, BOULDER. LENDER: BANK NEW YORK MELLON TRUSTEE, AMOUNT DUE: \$308449. CASE #3237984. 7/20/2012

BORROWER: BARBARA J ESCA-JEDA, 1159 HARPER LAKE DR, LOU-ISVILLE. LENDER: BANK AMERICA, AMOUNT DUE: \$244132. CASE #3237985. 7/20/2012

BORROWER: TERESA TAYLOR & CHARLES F TATE, 161 CHERRY-WOOD LN, LOUISVILLE. LENDER: BANK AMERICA, AMOUNT DUE: \$329330. CASE#3237986.7/20/2012

BORROWER: SHIRLEY ROBINSON, 10 ANCHORAGE CT, LONGMONT. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$169120. CASE #3237987. 7/20/2012

BORROWER: ADAM T HELLER,

1401 NOMA CIR, LAFAYETTE. LEND-ER: BANK WEST, AMOUNT DUE: \$230532. CASE #3237988. 7/20/2012

BORROWER: MICHAEL A & JEAN-NIE M SCATA, MULT PROP, . LEND-ER: BANK DENVER, AMOUNT DUE: \$498525. CASE #3238255. 7/23/2012

BORROWER: ADELIO JOHN & CELIA B MARTINEZ, 8969 NELSON RD, LONGMONT. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$550000. CASE #3238256. 7/23/2012

BORROWER: GREGORY J & AMAN-DA P DOLAN, 1545 CHAPMAN LN, LONGMONT. LENDER: CITIMORT-GAGE INC, AMOUNT DUE: \$113096. CASE #3238257. 7/23/2012

BORROWER: ROBERT W D ALES-SANDRO, 6994 FIREROCK CT, BOULDER. LENDER: US BANK NATIONAL ASSOCIATION T, AMOUNT DUE: \$395968. CASE #3238258. 7/23/2012

BORROWER: CHRISTOPHER J MENNE, 8383 THUNDERHEAD DR, BOULDER. LENDER: BANK AMERI-CA, AMOUNT DUE: \$400000. CASE #3238259.7/23/2012

BORROWER: MARK A & DEBBIE A CLINE, 777 GLENARBOR CIR, LONGMONT. LENDER: OCEAN 18 LLC, AMOUNT DUE: \$15818. CASE #3238474. 7/24/2012

BORROWER: TED & CYNTHIA DORR, 1865 TERRY ST APT 10, LONGMONT. LENDER: GSAA HOME EQUITY TRUST 2004 11, AMOUNT DUE: \$103445. CASE #3238831. 7/25/2012

BORROWER: REAGAN J & CHRISTINE L PERRY, 2110 STONEHENGE CIR, LAFAYETTE. LENDER: US BANK NATIONAL ASSOCIATION N, AMOUNT DUE: \$389340. CASE #3238832. 7/25/2012

BORROWER: DEREK J & KATH-ERINE L OTT, 1350 S LINCOLN ST, LONGMONT. LENDER: CITIMORT-GAGE INC, AMOUNT DUE: \$124235. CASE #3238833. 7/25/2012

BORROWER: JAMES E SR & PAME-LA JANE GRIFFIN, 7280 GLACIER VIEW RD, LONGMONT. LENDER: CENLAR FSB, AMOUNT DUE: \$215203. CASE #3238834. 7/25/2012

BORROWER: PEO & CAROLINE AKESSON, 2891 PRINCE CIR, ERIE. LENDER: BANK AMERICA, AMOUNT DUE: \$227675. CASE #3238835.

BORROWER: KENDRA M & STE-VEN J WARD, 1103 WYNDEMERE CIR, LONGMONT. LENDER: JPM-ORGAN ALTERNATIVE LOAN TRUS, AMOUNT DUE: \$559000. CASE #3238836.7/25/2012

BORROWER: MARK & SUSAN HUTCHENS, 8532 STRAWBER-RY LN, NIWOT. LENDER: BK AM, AMOUNT DUE: \$4296725. CASE #3239178. 7/26/2012

BORROWER: RICHARD D DIL-LON, 536 ATWOOD ST, LONG-MONT. LENDER: COLO HOUSING FIN AUTHORITY, AMOUNT DUE: \$126390. CASE #3239179. 7/26/2012

BORROWER: SARA DUNCAN CONRAD, 2310 GLENWOOD DR, BOULDER. LENDER: WELLS FARGO BK, AMOUNT DUE: \$426122. CASE #3239180. 7/26/2012

BORROWER: SEAN L & BRIDGET M TEEUWE, 2348 SHERMAN ST, LONGMONT. LENDER: BK AM, AMOUNT DUE: \$175572. CASE #3239181. 7/26/2012

BORROWER: JOSE R & NORMA D RIOS, 1625 WILLODENE DR, LONG-MONT. LENDER: METLIFE HOME LOANS, AMOUNT DUE: \$154394. CASE #3239700. 7/27/2012

BORROWER: SCOTT C & SAMAN-THA ANDERSON, 38069 BOULDER CANYON DR, BOULDER. LENDER: JP MORGAN MORTGAGETRUST 2007 S, AMOUNT DUE: \$568000. CASE #3239701. 7/27/2012

BORROWER: JOSHUA W PREUSS, 2122 HACKBERRY CIR, LONGMONT. LENDER: BANK AMERICA, AMOUNT DUE: \$164408. CASE #3239702. 7/27/2012

BORROWER: MARC A & PAMELA J JUSSEAUME, 7418 MOUNT SHER-MAN RD, LONGMONT. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$356241. CASE #3239703. 7/27/2012

BORROWER: CHERYL BAKER, 3367 HICKOK PL, BOULDER. LENDER: BANK WEST, AMOUNT DUE: \$40260. CASE #3239704. 7/27/2012

BORROWER: THEAIYEL S ALOTAIBI, 963 LARAMIE BLVD UNIT A, BOUL-DER. LENDER: BK AM, AMOUNT DUE: \$120047. CASE #3239705. 7/27/2012

BORROWER: JANICE M ZBLEWSKI, 8071 WOODLAND RD, LONGMONT. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$388570. CASE #3240424. 7/31/2012

BORROWER: DENISE M RAMUNDA, 357 CARIBOU PASS CIR, LAFAY-ETTE. LENDER: GMAC MORTGAGE LLC, AMOUNT DUE: \$208485. CASE #3240425. 7/31/2012

BORROWER: DANIEL J & BARBARA S ONEILL, 1431 LOMBARDI ST, ERIE. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$254379. CASE #3240426. 7/31/2012

BORROWER: TOMMY & VIRGINIA HOLEMAN, 4202 RILEY DR, LONG-MONT. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$192618. CASE #3240427. 7/31/2012

BORROWER: DENNIS R & KYLE L MAURER, 242 STICKNEY ST, LYONS. LENDER: BANK AMERICA, AMOUNT DUE: \$347835. CASE #3240428. 7/31/2012

BORROWER: MARCUS J HUB-BARD, 658 W 3RD ST, NEDERLAND. LENDER: BANK AMERICA, AMOUNT DUE: \$167988. CASE #3240429. 7/31/2012

BORROWER: COBAN BASSETT, 1712 TULIP ST, LONGMONT. LEND-ER: ONEWEST BANK FSB, AMOUNT DUE: \$172787. CASE #3241025. 8/1/2012

BORROWER: ROBERT E & EDNA NADINE TURNBULL, 1599 S 76TH ST, LOUISVILLE. LENDER: JPM-ORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$319137. CASE #3241026. 8/1/2012

BORROWER: RANDALL S DEWITZ, 1600 MINOS CT, LAFAYETTE. LEND-ER: WELLS FARGO BANK, AMOUNT DUE: \$214960. CASE #3241028. 8/1/2012

BORROWER: RAMON LARA MARES, 884 ELLIOTT ST, LONG-MONT. LENDER: BANK AMERICA, AMOUNT DUE: \$217997. CASE #3241491. 8/2/2012

BORROWER: ADAM W HANLEY, 234 HARVEST ST, LONGMONT. LENDER: US BANK NATIONAL ASSOCIATION N, AMOUNT DUE: \$216567. CASE #3241492. 8/2/2012

BORROWER: KATHY AMUNDSEN, 624 BUCHANAN LN, LONGMONT. LENDER: BANK AMERICA, AMOUNT DUE: \$204218. CASE #3241493.

BORROWER: LUIS AGUIRRE, 1326 17TH AVE, LONGMONT. LENDER: COLORADO HOUSING FINANCE AUTHO, AMOUNT DUE: \$137275. CASE #3241494. 8/2/2012

BORROWER: BRUCE M GRIFFING, 309 29TH ST, BOULDER. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$50000. CASE #3241495.

BORROWER: JULIE JEAN MARINO, 323 SOUTHRIDGE PL, LONGMONT. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$105572. CASE #3241496. 8/2/2012

BORROWER: GERARDO & ELA-DIO MEDINA, 1647 ALPINE ST, LONGMONT. LENDER: JPMOR-GAN CHASE BANK, AMOUNT DUE: \$269906. CASE #3241497. 8/2/2012

Broomfield County BORROWER: ALICIA ALLEN, 966

HIGHLAND PARK DR, BROOM-FIELD. LENDER: US BANK NATION-AL ASSOCIATION, AMOUNT DUE: \$243306. CASE #9150. 7/26/2012

BORROWER: SANDRA D PEARCE, 365 MULBERRY CIR, BROOMFIELD. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$174799. CASE #9151.7/26/2012

BORROWER: CHARLES W & MAR-GARET A THOMPSON, 340 JADE ST, BROOMFIELD. LENDER: WELLS FARGO BANK NATIONAL ASSO, AMOUNT DUE: \$180826. CASE #9356. 7/30/2012

BORROWER: EL DORADO RIDGE III LLC, 10901 W 120TH AVE, BROOM-FIELD. LENDER: WESTCORE EL DORADO LLC, AMOUNT DUE: \$11758568. CASE #9547. 8/1/2012

BORROWER: DENNIS L II & JANEL L DEVENPORT, 13050 KING CIR, BROOMFIELD. LENDER: CITIMORT-GAGE INC, AMOUNT DUE: \$113831. CASE #9713. 8/6/2012

BORROWER: JAMES M ZENUS, 202 INVERNESS ST, BROOM-FIELD. LENDER: COMPASS BANK, AMOUNT DUE: \$195173. CASE #9714. 8/6/2012

BORROWER: GABRIEL F ARMENTA, 580 REDSTONE DR, BROOMFIELD. LENDER: BANK AMERICA, AMOUNT DUE: \$473630. CASE #9837. 8/7/2012

JUDGMENTS

Boulder County

DEBTOR: MS PROPERTIES LLC, CREDITOR: ISBEL LOFTS CONDO ASSOC INC. AMOUNT: \$3421.44. CASE #C-2010C61676. DATE: 7/19/2012

DEBTOR: WGC GROUP INC, CRED-ITOR: DERRICK A QUALS. AMOUNT: \$250000.0. CASE #D-11-CV-01453-REB-KMT. DATE: 8/2/2012

DEBTOR: WGC GROUP INC, CRED-ITOR: DERRICK A QUALS. AMOUNT: \$200000.0. CASE #D-11-CV-01453-REB-KMT. DATE: 8/2/2012

DEBTOR: GEORGIA P NAUGHTON, CREDITOR: ALPINE CREDIT INC. AMOUNT: \$928.41. CASE #C-12C-002273. DATE: 7/16/2012

DEBTOR: CHERYL PETERSON, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$1354.48. CASE #C-12C-001135. DATE: 7/16/2012 DEBTOR: MICHAEL BENNETT,

CREDITOR: CHRISTOPHER E &

JULIA WBB AMOUNT: \$6029 42

CASE #C-12C-007284. DATE: 7/17/2012

DEBTOR: CAYD PAUL BADER, CREDITOR: FERGUSON ENTER-PRISES INC. AMOUNT: \$76884.83.

7/19/2012

DEBTOR: DURANGO VISIONS LLC,
CREDITOR: ERIN BECK. AMOUNT:
\$57922.09. CASE #C-07CV-000178.

DATE: 7/19/2012

CASE #D-12CV-000104. DATE:

DEBTOR: CLEANTECH SOLUTIONS LLC, CREDITOR: HAMILTON ZANZE CO. AMOUNT: \$35123.74. CASE #D-10CV-001260. DATE: 7/20/2012

DEBTOR: KIMBERLY & DANIEL E LOVEGROVE, CREDITOR: RIVER-WALK HOLDINGS LTD. AMOUNT: \$5892.23. CASE #C-11C-005525. DATE: 7/23/2012

DEBTOR: SANDRA E CHE-NOWETH, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$2008.89. CASE #C-12C-002065. DATE: 7/23/2012 DEBTOR: LENARD M SIPES,

CO. AMOUNT: \$11513.17. CASE #C-10C-001570. DATE: 7/23/2012 DEBTOR: VICTORIA A LANDER-MAN, CREDITOR: DISCOVER BK. AMOUNT: \$15471.33. CASE #C-09C-

CREDITOR: LEGAL COLLECTION

005105. DATE: 7/23/2012

DEBTOR: VICTORIA A LANDER-MAN, CREDITOR: CHASE BK USA. AMOUNT: \$5528.52. CASE #C-10C-

003142. DATE: 7/23/2012

DEBTOR: TERRI ANN VIEZBICKE,
CREDITOR: PROFESSIONAL
RECOVERY LONGMONT. AMOUNT:
\$12647.93. CASE #C-12C-001124.
DATE: 7/24/2012

DEBTOR: DUNLAP TRAILERS INC, CREDITOR: SUMMITBRIDGE CREDIT INVEST LLC. AMOUNT: \$355114.91. CASE #C-07CV-000337. DATE: 7/24/2012

DEBTOR: REGENA P & REGENA PEA PELTAN, CREDITOR: LEGAL COLLECTION CO. AMOUNT: \$11568.23. CASE #C-10C-002277. DATE: 7/25/2012

DEBTOR: MICHELLE MYERS, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$1644.09. CASE #C-12C-002275. DATE: 7/26/2012

DEBTOR: ROBERT G RIBBLE.

FOR THE **RECORD**

CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$1800.3. CASE #C-12C-002061, DATE: 7/26/2012

DEBTOR: LOUIS M HANKS. CREDI-TOR: CAVALRY PORTFOLIO SER-VICES LLC. AMOUNT: \$3167.0. CASE #C-12C-001459. DATE: 7/26/2012

DEBTOR: DEBI L LARSSON, CREDI-TOR: CAVALRY PORTFOLIO SERVIC-ES LLC. AMOUNT: \$1680.56, CASE #C-12C-001413. DATE: 7/26/2012

DEBTOR: CHRISTOPHER J WILKINSON, CREDITOR: BELLCO CREDIT UNION. AMOUNT: \$5303.78. CASE #C-12C-002350. DATE: 7/26/2012

DEBTOR: DWIGHT L LINDST-EDT, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$28880.85. CASE #D-11CV-001291. DATE: 7/26/2012

DEBTOR: VERA L SCHANTZ. CRED ITOR: CAVALRY SPVILLC. AMOUNT: \$10039.62. CASE #C-12C-002059. DATE: 7/26/2012

DEBTOR: HEATHER R UNDER-WOOD, CREDITOR: PARKWAY CENTER LLC. AMOUNT: \$10683.55 CASE #D-12CV-002202. DATE: 7/26/2012

DEBTOR: MICHELLE AUERBACH, CREDITOR: WINDING TRAIL VIL-LAGE HOMEOWNE. AMOUNT: \$948.77. CASE #C-12C-002404 DATE: 7/26/2012

DEBTOR: ANNE M SPECK, CREDITOR: CENTAUR VILLAGE WEST HOMEOWNER. AMOUNT: \$10759.82. CASE #C-12C-002590. DATE: 7/26/2012

DEBTOR: REZA MAHLOUJI, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$1089.62. CASE #C-12C-001598. DATE: 7/27/2012

DEBTOR: BARBARA GARDNER. CREDITOR: AM EXPRESS CENTURI-ON BK. AMOUNT: \$14253.58. CASE #C-09C-005752. DATE: 7/27/2012

DEBTOR: PATRICK C MANNING, CREDITOR: PINNACOL ASSUR-ANCE. AMOUNT: \$1020.11. CASE #C-06C18808. DATE: 7/30/2012

DEBTOR: VICKI UHLRY, CREDITOR: FORTIS CAPITAL LLC. AMOUNT: \$11227.52. CASE #C-12C-001825. DATE: 7/30/2012

DEBTOR: ETIVITY USA LLC. CREDITOR: ONE PARK CENTRE RLLP. AMOUNT: \$36880.97. CASE #D-12CV-000622. DATE: 7/30/2012

DEBTOR: JONATHAN TAYLOR & BAR NICHOLS. CREDITOR: PRE-MIER MEMBERS FED CREDIT UNI. AMOUNT: \$4834.57. CASE #C-12C-001102. DATE: 7/30/2012

DEBTOR: RACHNA RAWAT, CREDI-TOR: DISCOVER BK. AMOUNT: \$8373.84. CASE #C-11C-002697 DATE: 7/31/2012

DEBTOR: RAJEEV RAWAT. CREDI-TOR: DISCOVER BK. AMOUNT: \$7568.72. CASE #C-11C-002692 DATE: 7/31/2012

DEBTOR: JANIS L WILSON, CREDI-TOR: DISCOVER BK. AMOUNT: \$14852.11. CASE #C-11C-003972. DATE: 7/31/2012

DEBTOR: LISA A SCHIAVONE, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$1674.36 CASE #C-12C-001549. DATE:

DEBTOR: DORINDA JOYCE STILES, CREDITOR: DISCOVER BK. AMOUNT: \$4066.63. CASE #C-11C-003834 DATE: 7/31/2012

DEBTOR: DENISON C POWERS, CREDITOR: LVNV FUNDING LLC. AMOUNT: \$7713.27. CASE #C-12C-000778. DATE: 7/31/2012

DEBTOR: VALENTE PENA MIRE-LES. CREDITOR: DISCOVER BK. AMOUNT: \$7491.64. CASE #C-12C-

001491. DATE: 7/31/2012 DEBTOR: KATHERINE ONEIL,

CREDITOR: DISCOVER BK AMOUNT: \$5128.54. CASE #C-12C-001143. DATE: 7/31/2012

DEBTOR: NANCY L DREHER. CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$1852.53. CASE #C-12C-001548. DATE: 7/31/2012

DEBTOR: VIRGIL B SMITH. CREDI-TOR: LVNV FUNDING LLC. AMOUNT: \$1277.15. CASE #C-12C-002078.

DATE: 7/31/2012

DEBTOR: WALTER F RAMAGE, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$14257.27. CASE #C-12C-011336. DATE:

DEBTOR: JODY VUKAS, CREDI-TOR: AA WHOLESALE STORAGE LLC. AMOUNT: \$68331.18. CASE #D-12CV-002541, DATE: 8/1/2012

DEBTOR: RANDALL J & DIXIE A BLAYLOCK, CREDITOR: NBH BK. AMOUNT: \$494012.17. CASE #D-12CV-000820. DATE: 8/1/2012

DEBTOR: LAZARO VILLALOBOS, CREDITOR: WAKEFIELD ASSOCINC. AMOUNT: \$1865.26, CASE #C-12C-002259. DATE: 8/2/2012

DEBTOR: ROBERT WARTON, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$1533.82, CASE #C-06C-003894. DATE: 8/2/2012

DEBTOR: BENNY A TRUJILLO. CREDITOR: WOODBRIDGE STATION HOA INC. AMOUNT: \$1633.07. CASE #C-12C-051789. DATE: 8/2/2012

DEBTOR: ERIC STENROOS, CREDI-TOR: WOODBRIDGE STATION HOA INC. AMOUNT: \$1484.07. CASE #C-12C-051183. DATE: 8/2/2012

DEBTOR: DAVID HARWELL, CREDI-TOR: DISCOVER BK. AMOUNT: \$4889.55. CASE #C-12C-002669. DATE: 8/3/2012

Broomfield County DEBTOR: DAVID W & VICKIE WIL-SON, CREDITOR: BELLCO CREDIT UNIÓN. AMOUNT: \$9195.1. CASE #C-12C-000606, DATE: 7/30/2012

DEBTOR: MARK P ARO, CREDI-TOR: DISCOVER BK. AMOUNT: \$8944.88. CASE #C-11C-000458. DATE: 7/30/2012

DEBTOR: KRISTIE L KENEFICK, CREDITOR: LVNV FUNDING LLC. AMOUNT: \$9258.94. CASE #C-12C-000147. DATE: 7/30/2012

DEBTOR: MODHAFAR M & MARTY HUSSAIN, CREDITOR: DISCOVER BK AMOUNT: \$4828.76 CASE #C-12C-000690. DATE: 7/30/2012

DEBTOR: BETTY ESPINOZA, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$3412.13. CASE #C-12C-000143. DATE:

DEBTOR: DON WILHELM, CREDI-TOR: PORTFOLIO REĆOVERY ASSOC LLC. AMOUNT: \$1894.36. CASE #C-12C-000144. DATE: 7/30/2012

DEBTOR: MARGARET BON-GIOVANNI, CREDITOR: DISCOV-ER BK. AMOUNT: \$6457.7. CASE #C-12C-000733. DATE: 7/30/2012

DEBTOR: CREGG P & BOBBIE ANDERSON, CREDITOR: DISCOV-ER BK. AMOUNT: \$14999.89. CASE #C-10C-001865. DATE: 7/30/2012

DEBTOR: MOHAMMAD ABDUL LATIF, CREDITOR: DISCOVER BK. AMOUNT: \$15100.63. CASE #C-12C-000353. DATE: 7/30/2012

DEBTOR: ETIVITY USA LLC, CREDITOR: ONE PARK CENTRE RLLP. AMOUNT: \$36880.97. CASE #D-12CV-000622. DATE: 7/30/2012

DEBTOR: MELISSA E PLATTER, CREDITOR: PALISADES COLLEC-TION LLC. AMOUNT: \$5150.15. CASE #C-12C-000889. DATE: 8/1/2012

DEBTOR: ERIC STENROOS, CREDI-TOR: WOODBRIDGE STATION HOA INC. AMOUNT: \$1484.07. CASE #C-12C-051183. DATE: 8/1/2012

DEBTOR: ANDREW & LACE TRIP-PET, CREDITOR: IRWIN UNION BK TRUST. AMOUNT: \$30729.35. CASE #D-07CV-000147. DATE: 8/1/2012

DEBTOR: BENNY A TRUJILLO. CREDITOR: WOODBRIDGE STATION HOA INC. AMOUNT: \$1633.07. CASE #C-12C-051789. DATE: 8/1/2012

DEBTOR: RANDALL J & DIXIE A BLAYLOCK, CREDITOR: NBH BK. AMOUNT: \$494012.17. CASE #D-12CV-000820, DATE: 8/1/2012

DEBTOR: JODY VUKAS, CREDI-TOR: AA WHOLESALE STORAGE LLC. AMOUNT: \$68331.18. CASE #D-12CV-002541. DATE: 8/1/2012

DEBTOR: ANDREW WHEELER, CREDITOR: MIDLAND CREDIT MANAGEMENT INC. AMOUNT:

\$1526.94. CASE #C-11C-001800. DATE: 8/1/2012

DEBTOR: ARNOLD CASEY VAL-**DEZ.** CREDITOR: PARKSIDE SOUTH HOA INC. AMOUNT: \$3449.55, CASE #C-12C-050438. DATE: 8/6/2012

DEBTOR: JONATHAN DAMON NORRIS, CREDITOR: VILLAS AT BOULDERS ASSOC. AMOUNT: \$1835.85. CASE #C-12C-000164. DATE: 8/6/2012

DEBTOR: SOMDY SIHANATH, CREDITOR: LIBERTY ACQUISI-TIONS SERVICING. AMOUNT: \$3003.58. CASE #C-12C-000596. DATE: 8/7/2012

RELEASE OF JUDGMENTS

Boulder County

DEBTOR: SEW YOU LIKE IT INC, CREDITOR: KEYBANK. AMOUNT: \$0.0. CASE #D-2007CV2242. DATE: 7/19/2012

DEBTOR: WILLIAM T JR WELCH, CREDITOR: BC SERVICES INC. AMOUNT: \$0.0. CASE #C-11C1750. DATE: 7/20/2012

DEBTOR: BERNARDA GARCIA, CREDITOR: APOLLO CREDIT AGENCY INC. AMOUNT: \$0.0. CASE #C-05C4638. DATE: 7/27/2012

DEBTOR: MELISSA ROTH. CREDI-TOR: DRS INC. AMOUNT: \$0.0. CASE #C-12-C-45812. DATE: 7/17/2012

DEBTOR: TYSON F ECHOHAWK, CREDITOR: JOHANNA L ECHO-HAWK, AMOUNT: \$18708.89, CASE #D-09-DR-920. DATE: 7/18/2012

DEBTOR: CATHERINE PEACE. CREDITOR: CACH LLC. AMOUNT: \$5438.7. CASE #C-11C-004218. DATE: 7/26/2012

DEBTOR: DWIGHT L LINDST-EDT, CREDITOR: DISCOVER BK. AMOUNT: \$7031.73. CASE #C-10C-003214. DATE: 7/27/2012

Broomfield County

DEBTOR: SAMUEL H & EVELYN J MCGIBBON, CREDITOR: COLO ST REVENUE. AMOUNT: \$161.0. CASE #D-D802012CV800352. DATE: 7/30/2012

DEBTOR: DAVID A NICHOLS, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$0.0. CASE #C-10C1767. DATE: 8/3/2012

DEBTOR: MICHAEL R & JODI DURAN, CREDITOR: ASSOC RECOVERY SYSTEMS INC AMOUNT: \$0.0. CASE #C-07C1762. DATE: 8/3/2012

STATE TAX LIENS

Boulder County

3M CONSTR SERVICES LLC, \$2919.52, CASE #3237167, 7/17/2012.

AIR LIQUIDE AM SPECIALTY GASES, \$130.0, CASE #3239025,

BAGS INC, \$794.78, CASE #3237833, 7/19/2012.

BOULDER DISTRILLERY CLEAR SPIR, \$5827.08, CASE #3239019, 7/25/2012.

CHRISTOPHER ABUTLER, \$2699.31, CASE #3237170, 7/17/2012.

CAPTAIN BEAR LLC, \$3400.0, CASE #3239027, 7/25/2012

COLO BREWING CO LLC, \$1124.6, CASE #3239023, 7/25/2012

CW ENTERPRISES INC, \$140.81, CASE #3239022, 7/25/2012

DELI CIOSO WEST LLC, \$1185.09, CASE #3241075, 8/1/2012. DRAGON BULL ENTERPRISES LLC, \$1439.0, CASE #3239026,

ENCORE 4319 GROUP LLC, \$6705.29, CASE #3241076, 8/1/2012.

CLAUDIAFRAYRE, \$270.0, CASE #3239030, 7/25/2012.

FREEDOM HOME CARELLC, \$646.1, CASE #3239826, 7/27/2012.

GOLIATH SOLUTIONS LLC. \$2486.48. CASE #3239822. 7/27/2012.

GREENSPACE INC, \$979.08, CASE #3238059, 7/20/2012. MEAGANHANZLIK, \$456.0, CASE

#3239021, 7/25/2012.

JENNIFER GREANY LLC, \$3455.03, CASE #3239824, 7/27/2012.

JVA INC, \$28062.86, CASE

LILLIAN CKENNEDY, \$3874.0, CASE #3239029, 7/25/2012.

LIONS TOOTH LLC, \$751.76, CASE

LONGS PEAK TRANSPORT INC, \$2205.0, CASE #3239032, 7/25/2012.

#3239827, 7/27/2012.

MEXICAN EXPRESS GRILLE INC. \$843.86, CASE #3237168, 7/17/2012.

MORNINGSTAR BOUTIQUEBY MEG LTD, \$1731.0, CASE #3239033, 7/25/2012.

#3241533, 8/2/2012.

OLD NEW BORROWED BLUE LLC, \$3401.0, CASE #3239028, 7/25/2012.

DAVID POSTERMAN, \$531.12. CASE #3241074, 8/1/2012

PEARSON EDUCATION INC. \$7323.95, CASE #3238060,

CASE #3240149, 7/30/2012

PUNCH PRODUCTIONS INC, \$6199.54, CASE #3237834, 7/19/2012.

\$1497.0, CASE #3239020, 7/25/2012.

RMI LASER LLC \$28493.37, CASE

SALON ECLIPSE LLC, \$466.04, CASE #3240150, 7/30/2012.

STEVE BARRYS COLO LLC, \$4833.98, CASE #3239034, 7/25/2012.

\$225.0. CASE #3239024. 7/25/2012. SUGARLOAF ENTERPRISES INC.

\$2935.0, CASE #3239035, 7/25/2012. **TELANDER PAINTING INC, \$522.89,**

VALLEY EXCAVATING INC, \$8357.0, CASE #3238456, 7/24/2012.

WEST END SALON, \$982.01, CASE #3238455, 7/24/2012.

\$2492.0, CASE #3239031, 7/25/2012.

Broomfield County ELEVATED ENGINES MACHINING

RELEASE OF STATE TAX LIEN

HOMER & BETTYGOTSCHALL.

\$0.0, CASE #3241600, 8/2/2012. HOMER & BETTYGOTSCHALL,

HOMER & BETTYGOTSCHALL, \$0.0, CASE #3241599, 8/2/2012.

JOEL L SCHAFFER DDS PC. \$2167.35, CASE #3236332,

CASE #3238530, 7/24/2012. WILLIAM A & KATHLEENKING, \$0.0,

CASE #3238529, 7/24/2012.

CASE #3236619, 7/16/2012 TRIPLE J CONCRETE LLC, \$748.1, CASE #3241535, 8/2/2012.

UNITY COLOR WORKS INC. \$0.0. CASE #3237169, 7/17/2012.

Seller: JOHN EAND MARIE BACKER

Buyer, Buyer's Address: JANETTE K WILSON, 14156 SUN BLAZE LOOP UNIT B

Address: 14156 SUN BLAZE LOOP UNIT B, BROOMFIELD Price: \$238000

Date Closed: 7/22/2012 BR

Buyer, Buyer's Address: JOHN E

AND MARIE B ACKER IRREV, 2828 N

Address: 14156 SUN BLAZE LOOP UNIT E B, BROOMFIELD

Date Closed: 7/23/2012 BR

Seller: CHARLENE M KARIDES LIV-ING TRUS

Buyer, Buyer's Address: KIERAN & BRETT AYA LYNN, 14320 CRAFTS-MAN WAY

Address: 14320 CRAFTSMAN WAY. BROOMFIELD

Price: \$249500 Date Closed: 7/23/2012 BR

Seller: HI LEE Buyer, Buyer's Address: WON CLEE, 13845 DOGLEG LN Address: 13845 DOGLEG LN, BROOMFIELD

Date Closed: 7/25/2012 BR

Price: \$314000

Price: \$381000

Seller: JONATHAN & SHARON TOU-RYAN

Buver, Buver's Address: BIJAY SHRESTHA, 11845 RIDGE PKWY APT 1221

Address: 12554 ALCOTT ST, BROOMFIELD Price: \$264000

Date Closed: 7/25/2012 BR Seller: PULTE HOME CORP Buyer, Buyer's Address: WILLIAM R CLARK, 3421 HARVARD PL Address: 3421 HARVARD PL, BROOMFIELD

Date Closed: 7/25/2012 BR Seller: ARISTA INVESTORS COLO-

RADO II I Buyer, Buyer's Address: BARBARA G HUFF, 11206 COLONY CIR Address: 11206 COLONY CIR, BROOMFIELD

Price: \$292500 Date Closed: 7/25/2012 BR

Seller: RYAN TANAKA Buyer, Buyer's Address: ROBERT M WOLD. 13900 LAKE SONG LN UNIT N5

Address: 13900 LAKE SONG LN

UNIT N5. BROOMFIELD Price: \$184900

Date Closed: 7/26/2012 BR Seller: BRIAN & ANTONELLA BLY Buyer, Buyer's Address: REBECCAC SCUDDER, 447 RIFLE WAY Address: 447 RIFLE WAY, BROOM-

FIELD Price: \$320000

Date Closed: 7/26/2012 BR Seller: S A INVESTMENTS LLC **Buyer, Buyer's Address:** KRISTIN M CREHAN, 5130 W 126TH CIR Address: 5130 W 126TH CIR, **BROOMFIELD** Price: \$299900

Date Closed: 7/26/2012 BR Seller: GERALD M NUNNERY Buyer, Buyer's Address: JEAN DAN-IEL & SANDRA SILLION, 4705 PASA-

DENA WAY Address: 4705 PASADENA WAY, BROOMFIELD

Price: \$245000 Date Closed: 7/26/2012 BR

Seller: MARC & ALEJANDRA **DUFLOS** Buyer, Buyer's Address: ANDREA VANWOUDENBERG, 5053 GREY

WOLF PL Address: 5053 GREY WOLF PL, BROOMFIELD

Price: \$250000 Date Closed: 7/26/2012 BR

Seller: TATYANA KOSTYASHKINA **Buyer, Buyer's Address:** DAVID PAVEK, 1189 EAGLE RD Address: 1189 EAGLE RD, BROOM-

FIELD Price: \$377000 Date Closed: 7/26/2012 BR

Seller: CHRISTOPHER & VENESSA **PROVOST**

Buyer, Buyer's Address: CONGWU CHI, 4837 SPYGLASS DR Address: 4837 SPYGLASS DR. BROOMFIELD

Price: \$251800 Date Closed: 7/26/2012 BR

Seller: COLEMAN LIVING TRUST **Buyer, Buyer's Address:** DAVID & CHERYL ELLEN, 4750 RABBIT MOUNTAIN RD Address: 4750 RABBIT MOUNTAIN

RD. BROOMFIELD Price: \$425000 Date Closed: 7/29/2012 BR

Seller: DAVID RAY BURRITT

Buyer, Buyer's Address: JEFF & NICOLE DONDELINGER, 1350 BEL-LAIRE ST

Address: 1350 BELLAIRE ST, BROOMFIELD Price: \$366000

Seller: KELLY & ROBERT MEYER Buver, Buver's Address: DOUGLAS C & DAWN HARDY, 2802 DHARMA

Address: 2802 DHARMA AVE,

Price: \$225000

Buyer, Buyer's Address: SAMIR KECO, 260 BERTHOUD TRL

Price: \$300000

Seller: PARKWAY CIRCLE BROOM-

FIELD LLC Buyer, Buyer's Address: KEN SHI-NAN & MARY MEEIING LIU WU,

224, BROOMFIELD

Price: \$208500 Date Closed: 7/30/2012 BR

Seller: RAUL M & ROBERTA J MAR-TINEZ

VARRA #38 Address: 13400 VIA VARRA #G 18, BROOMFIELD

Seller: JEFEREY C SINDT RNS, 12624 IRVING CIR Address: 12624 IRVING CIR,

BROOMFIELD Price: \$285500 Date Closed: 7/30/2012 BR

Buyer, Buyer's Address: DONNA M CLARK, 4753 RAVEN RUN Address: 4753 RAVEN RUN,

BROOMFIELD Price: \$299900 Date Closed: 7/30/2012 BR

BAUGHT Buyer, Buyer's Address: PATRICIA A FRANK, 16708 ANTERO ST

Price: \$312500 Date Closed: 7/30/2012 BR

BROOMFIELD

SMITH Buver, Buver's Address: DAVID D & RITA A HERNDEN, 12540 GROVE ST Address: 12540 GROVE ST, BROOM-

FIFI D

Seller: MARTIN & LISA LOWREY Buyer, Buyer's Address: SEAN K & AMY L STEWART, 3255 ALEXAN-

DER WAY BROOMFIELD

Seller: SHIRLEY MANSFIELD Buyer, Buyer's Address: DAMON R RUNYAN FAMILY TRUST, 12565 SHERIDAN BLVD APT 108

Price: \$160000 **Date Closed:** 7/30/2012 BR

Seller: REBEL & MELODY LITTLE-Buyer, Buyer's Address: JENNIFER

BINE ST Address: 12257 SUNFLOWER ST. BROOMFIELD

Price: \$235000 Date Closed: 7/31/2012 BR

Buyer, Buyer's Address: JOHN T JR GRIFFO, 513 N SNOWMASS CIR Address: 367 MULBERRY CIR,

BROOMFIELD Price: \$180000

Seller: YONG WOOK & HAE JEONG

Buyer, Buyer's Address: $\ensuremath{\mathsf{JOHN}}$ & MEG K FINK, 14315 WATERSIDE I N Address: 14315 WATERSIDE LN,

#3237832, 7/19/2012.

LAW OFFICE BENNETT BRAVER-MAN P, \$4400.02, CASE #3238062,

#3239825, 7/27/2012

MEDWANA, \$1565.07, CASE

NEOPART LLC, \$1366.64, CASE

PRANA INVEST INC, \$1129.61,

RASHIDI ENTERPRISES LLC.

#3239823, 7/27/2012.

STONEBRIDGE GAMES INC.

CASE #3238061, 7/20/2012

WORLD TRIATHLON CORP,

LLC, \$3791.0, CASE #9768, 8/7/2012.

Boulder County

\$0.0, CASE #3241601, 8/2/2012

7/12/2012. WILLIAM A & KATHLEENKING, \$0.0,

CHRISTOPHERSANTORO, \$151.9,

TRIPLE J CONCRETE LLC, \$222.87. CASE #3241534, 8/2/2012.

WARRANTY DEEDS **Broomfield County**

Seller: JOHN E & MARIE B ACKER

VICTORIA DR

Price: \$

Date Closed: 7/29/2012 BR

BROOMFIELD

Date Closed: 7/29/2012 BR Seller: FANNIE MAE

Address: 260 BERTHOUD TRL, BROOMFIELD **Date Closed:** 7/30/2012 BR

13456 VIA VARRA UNIT 224 Address: 13456 VIA VARRA UNIT

Buyer, Buyer's Address: LAURA MOORE WALENTINE, 13456 VIA

Date Closed: 7/30/2012 BR Buver, Buver's Address: IAN STEA-

Price: \$15000

Seller: STANDARD PACIFIC COLO-

Seller: EDWARD J & ELSIE W

Address: 16708 ANTERO ST,

Seller: WILLIAM P II & SUSAN M

Price: \$319900 Date Closed: 7/30/2012 BR

Address: 3255 ALEXANDER WAY, Price: \$515000 **Date Closed:** 7/30/2012 BR

Address: 12565 SHERIDAN BLVD APT 108. BROOMFIELD

A WICKERSHAM, 14708 COLUM-

Seller: MATTHEW S & ERICA CZA-

Date Closed: 7/31/2012 BR

ON THE **JOB** -

ADVERTISING, COMMUNICATIONS

Boulder-based BlogFrog Inc. hired Jennifer Beaupre to lead its global marketing efforts. Beaupre will oversee all marketing programs, including digital media strategy, demand generation, marketing communications and public relations. Previously, Beaupre led global marketing at Acrolink. She's also held marketing jobs at SDL International, the American Marketing Association, Rally Software Inc. and eRealEstate.com.

Boulder-based BlogFrog Inc. hired Raviv

Turner to lead product management for its influencer-marketing platform. Turner will lead product strategy and execution. Prior to BlogFrog, Turner launched Guerillapps, a venturebacked. social gaming startup.



Turner

He also worked for NYKB, Digital Production Solutions - IDT Entertainment Co. and ZOE Interactive

BANKING, FINANCE

Boulder-based Chautauqua Capital Management named A. Douglas Rao as partner and co-portfolio manager. He will co-manage the Chautauqua International Growth Equity strategy and the Chautauqua Global Growth Equity strategy with Brian Beitner, CFA, founder and managing partner of Chautaugua Capital Management. Previously, Rao was portfolio manager of the Marsico Flexible Capital Fund.

EDUCATION

Louise Vale, director of internal audit for

the University of Colorado system, will start Sept. 10 as vice chancellor for administration CU-Boulder. at The position reports to Senior Chancellor Vice and Chief Financial Officer Kelly Fox. supervises a division of almost



700 employees and oversees an annual operating budget of \$112 million.

ENGINEERING

Marshall Davert will return in September to Broomfield-based MWH Global Inc., ta provider of wet infrastructure and environmental engineering, strategic consulting, sustainable construction and global engineering services. Davert will serve as director of strategic business growth for MWH's Government and Infrastructure team in the Americas. Davert originally joined MWH in 1997 and left the firm in August 2011 to become executive vice president for water in the Americas with AECOM. During his initial tenure for MWH, he held several leadership positions, most recently serving as president of Asia Pacific operations.

GOVERNMENT

Aaron Kennedy, who founded Noodles & Company in Boulder, a fast-casual restaurant serving a variety of noodles, was hired as Colorado's first chief marketing officer to integrate Colorado's brand into economic development efforts.

HEALTH CARE

Dr. Barbara Ryan, chief executive of Mental Health Partners. has been elected to chair the board of directors of the Center for Improving Value in Health Care, a nonpartisan, nonprofit statewide corporation created to coordinate statewide strategic initiatives

to improve health



Ryan

of Coloradans, contain costs and ensure better value. Created in 2008 by executive order of the governor, CIVIHC convenes influential decision-makers representing health-care consumers and advocates. providers, health plans, businesses and government leaders.

HIGH TECH

Boulder-based NeoMedia Technologies Inc. (OTC BB: NEOM), named Mark Lanphear as vice president of sales in North America. Lanphear will have responsibility for sales and business development of NeoMedia's core products, NeoReader and NeoSphere. He has more than two decades of experience in the wireless telecom industry. Lanphear was previously vice president of global sales and general manager of Zomm LLC in Boulder.

LAW

Heather K. Elkins has joined Boulderbased Caplan and Earnest LLP's healthcare group as an associate attorney. Her practice focuses on state and federal health-care regulations, including federal anti-kickback, Stark and HIPAA compliance, physician contracting and the formation of physician organizations.

NONPROFIT

The Imagine! Foundation has elected three new board members: Richard Ackerman and Lynn Curtis of Boulder and Chuck Sisk of Louisville. The nonprofit foundation is the fundraising arm of Imagine!, which serves individuals with cognitive disabilities in Boulder and Broomfield counties. Alexander (Sandy) Bracken will serve a second year as the foundation's board president.

Elyse Foster, a certified financial planner

at Boulder-based Harbor Financial Group Inc., was elected to the board of directors of the Humane Society of Boulder Valley. She will be working with other board members to further the nonprofit's mission to protect and en-



Foster

hance the lives of companion animals by promoting healthy relationships between pets and people.

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

FOR THE **RECORD**

Price: \$395000 Date Closed: 7/31/2012 BR

Seller: BK AM Buyer, Buyer's Address: HUD, 1050 OPAL ST UNIT 202 Address: 1050 OPAL ST UNIT 202,

BROOMFIELD Price: \$

Date Closed: 7/31/2012 BR Seller: STEVEN N & MARY C

Buyer, Buyer's Address: CHRISTIAN & EVELYN WALTER, 905 W 10TH AVE Address: 905 W 10TH AVE. BROOM-

Price: \$199000 **Date Closed:** 7/31/2012 BR

FIELD

Seller: WILLIAM R & GAYLE H KING **Buyer, Buyer's Address:** JOSEPH C & SALLY R SEITZ, 12634 IRVING CIR Address: 12634 IRVING CIR, **BROOMFIELD**

Price: \$314800 Date Closed: 7/31/2012 BR

Seller: EVERBANK Buyer, Buyer's Address: WILLIAM P & GRETCHEN N BLASE, 2597 LAKE ISLE LN

Address: 2597 LAKE ISLE LN, BROOMFIELD

Price: \$356500 Date Closed: 7/31/2012 BR

Seller: STANDARD PACIFIC COLO-RADO INC

Buyer, Buyer's Address: MARTHA C HNSON, 4760 RAVEN RUN Address: 4760 RAVEN RUN, BROOMFIELD

Price: \$308300 Date Closed: 7/31/2012 BR

Seller: PETER J & SUSAN S PLAGE Buyer, Buyer's Address: WILLIAM J & JOAN V NOVELLI, 16571 ANTERO

Address: 16571 ANTERO CIR, BROOMFIELD Price: \$358900 Date Closed: 7/31/2012 BR

Seller: FISERV ISS AND CO Buyer, Buyer's Address: STEPHEN W & DAWN M MILLER, 13264 COL-UMBINE CT

Address: 14681 IRVING ST, BROOM-Price: \$160000 Date Closed: 7/31/2012 BR

Seller: DEAVEN ANTHONY & MEGAN A CONTRERAS

Buyer, Buyer's Address: DAVID OLI-VERO, 13252 SHADOW CANYON

Address: 13252 SHADOW CANYON TRL, BROOMFIELD Price: \$240000

Date Closed: 7/31/2012 BR

Seller: JOHN F & MARGARET M BRADY Buver, Buver's Address: CAROLYN

BRADY, 16484 ALIANTE DR Address: 16484 ALIANTE DR, **BROOMFIELD**

Price: \$300000 Date Closed: 8/1/2012 BR

Seller: MARILYN D STAFF

Buyer, Buyer's Address: JO HAR-RISON 12640 HAZEL ST Address: 12640 HAZEL ST, BROOM-

Price: \$207000 Date Closed: 8/1/2012 BR

Seller: KENNETH W SR NIVEN **Buyer, Buyer's Address:** JONNENE & MCDONALD JEANNE MCFARLAND, 1631 BELERO ST # D

Address: 1631 BELERO ST # D, BROOMFIELD Price: \$174900

Date Closed: 8/

Seller: MARY C THOMS Buyer, Buyer's Address: BERNITA A GRIFFITH, 42 DOUGLAS DR S Address: 42 DOUGLAS DR S,

Price: \$198000 Date Closed: 8/1/2012 BR

Seller: CHARLENE M LIRBANCIC Buver, Buver's Address: MARC VERIKAS, 13162 BRYANT PL Address: 13162 BRYANT PL,

BROOMFIELD Price: \$220000 **Date Closed:** 8/2/2012 BR

Seller: KRISTIN A BRIGGS Buyer, Buyer's Address: MELISSA A GALLO, 1237 BOSQUE ST # D Address: 1237 BOSQUE ST # D, **BROOMFIELD** Price: \$183000

Date Closed: 8/2/2012 BR

Seller: CHRISTOPHER & PAMELA SOINE

Buyer, Buyer's Address: ANGEL &EUSTOLIA BARRIGA. 13080 GROVE

Address: 13080 GROVE WAY, **BROOMFIELD** Price: \$197000

Date Closed: 8/2/2012 BR

Seller: DANIEL & HERCILIA YOUNG-**BLOOD**

Buyer, Buyer's Address: THOMAS & SHANIN HARRIS BURKHOLDER.

2880 CALLAN CT Address: 2880 CALLAN CT, BROOM-FIFI D

Price: \$431500

Date Closed: 8/2/2012 BR

Seller: RILEY FAMILY TRUST Buyer, Buyer's Address: KRISTEN M & DAVID J ROSSI, 16105 CAM-**ERON WAY** Address: 16105 CAMERON WAY,

BROOMFIELD Price: \$454500 Date Closed: 8/2/2012 BR

Seller: CHRISTOPHER R & CHRIS R CUILLA Buyer, Buyer's Address: KENNETH C & KRISTEN L NOWAK, 1143 E 12TH

Address: 1143 E 12TH AVE. BROOM-**FIELD**

Price: \$304000 Date Closed: 8/2/2012 BR

Seller: DANIEL & RITA CELESTE CONATY

Buyer, Buyer's Address: WESLEY KENISON, 13067 WESTLAKE PL Address: 13067 WESTLAKE PL. **BROOMFIELD** Price: \$220000

Date Closed: 8/2/2012 BR

Seller: GEORGE E & BERNADETTE **R LANGBEIN** Buyer, Buyer's Address: SARA ANN BRANDENBURG, 1237 CLUBHOUSE Address: 1237 CLUBHOUSE DR, **BROOMFIELD**

Price: \$409000 Date Closed: 8/2/2012 BR

Seller: MAE A UTTECHT Buyer, Buyer's Address: RONALD J & EKATERINA INGRAM, 980 W

11TH CT Address: 980 W 11TH CT, BROOM-**FIELD**

Price: \$362000 Date Closed: 8/2/2012 BR

Seller: KERCO LLC Buyer, Buyer's Address: JOAN F YATES, 945 E 9TH AVE Address: 945 E 9TH AVE, BROOM-

FIELD Price: \$242500 Date Closed: 8/2/2012 BR

Seller: NATHAN ALAN & CYNTHIA CAROLINE PARK

Buyer, Buyer's Address: WILLIAM &SCHUYLER MINCKLER, 2473 LAKE ISLE LN

Address: 2473 LAKE ISLE LN, **BROOMFIELD** Price: \$353000

Date Closed: 8/2/2012 BR Seller: CHAD & REBECCA ARM-

STRONG Buyer, Buyer's Address: CHERYL & FRANK PATTELLI, 13475 WILD

BASIN WAY Address: 13475 WILD BASIN WAY, BROOMFIELD

Price: \$451000 Date Closed: 8/2/2012 BR

Seller: MARK JONJAK

Buyer, Buyer's Address: MARK & MICHELLE M JONJAK, 13146 ALCOTT PL Address: 13146 ALCOTT PL

BROOMFIELD Date Closed: 8/2/2012 BR

Seller: STEVEN D & LYNICE M JEF-**FERS**

Buyer, Buyer's Address: SHATTA & DONNA MEJIA, 4713 SPYGLASS DR Address: 4713 SPYGLASS DR, BROOMFIELD Price: \$260000 Date Closed: 8/5/2012 BR

Seller: JACKLYNN A IHLY **Buyer, Buyer's Address:** JAMES & JANE CELIA BENSMAN, 4091

CORTE BELLA DR Address: 4091 CORTE BELLA DR, BROOMFIELD

Price: \$417000 Date Closed: 8/5/2012 BR

Seller: TOLL CO I LLC Buyer, Buyer's Address: KYLE R & KIMBERLY D TURNER, 13917 BAR-**BOUR ST** Address: 13917 BARBOUR ST,

BROOMFIELD Price: \$585700 Date Closed: 8/5/2012 BR

Seller: ARISTA INVESTORS COLO-RADO LLC

Buyer, Buyer's Address: 11203 COL-ONY CIRCLE LLC, 7 RITA RD Address: 11203 COLONY CIR. **BROOMFIELD** Price: \$225000

Date Closed: 8/5/2012 BR Seller: STANLEY T & MICHELLE B KIDD

Buyer, Buyer's Address: SANDRA K & SANFORD G KAISER, 14100 DORAL CT Address: 14100 DORAL CT, BROOM-

Price: \$550000 Date Closed: 8/6/2012 BR

FIELD

Seller: EVERBANK Buyer, Buyer's Address: HUD, 4703 RAVEN RUN Address: 4703 RAVEN RUN, BROOMFIELD Price: \$

Seller: WELLS FARGO BANK Buyer, Buyer's Address: JASON SYKORA, 110 PINE WAY Address: 110 PINE WAY, BROOM-FIELD

Price: \$144500 Date Closed: 8/6/2012 BR

Date Closed: 8/6/2012 BR

Seller: STANDARD PACIFIC COLO-RADO INC

Buyer, Buyer's Address: JONATHAN W & MARLA N MCGUIRE, 4761

Address: 4761 RAVEN RUN, **BROOMFIELD** Price: \$313200

Seller: SAMUEL CLINT & DANIELLE WALKER

Buyer, Buyer's Address: LYNDSY R WILLETTE, 3202 N PRINCESS CIR Address: 3202 N PRINCESS CIR. **BROOMFIELD**

Date Closed: 8/6/2012 BR

Date Closed: 8/6/2012 BR

Seller: PAUL MARY GAGNON FAM-ILY TRUST

Buyer, Buyer's Address: DRAKE & VIRGINIA FINK, 3475 W 125TH PT Address: 3475 W 125TH PT, BROOM-FIELD

Price: \$270000 Date Closed: 8/6/2012 BR

Seller: WILLIAM A & LANIE M CRAIG Buyer, Buyer's Address: MICHAEL T & THERESA M NICHOLS, 5923 STAR VIEW DR

Address: 5923 STAR VIEW DR, **BROOMFIELD**

Price: \$590000 Date Closed: 8/6/2012 BR Seller: DAWN M & CAMERON P

Buyer, Buyer's Address: JUSTIN A & LAURIE A PETRONE, 1104 S OAK CIR Address: 1104 S OAK CIR. BROOM-

Price: \$284000 Date Closed: 8/6/2012 BR

Seller: MAURICE CLARK AND AMIL-DA E CLA Buyer, Buyer's Address: DAVID V

CLARK, 13520 NEWTON CT Address: 13520 NEWTON CT, BROOMFIELD

Price: \$262000 Date Closed: 8/5/2012 BR Seller: WESLEY W ZERBE TAX

EXEMPTION T Buyer, Buyer's Address: TIMOTHY SHAWN & AMY DAWN CREECH,

13614 PLASTER CIR Address: 1032 ASPEN WAY, BROOMFIELD

Price: \$390000

Date Closed: 8/6/2012 BR

BUSINESS DIGEST-

OPENINGS

Former advertising employees at agencies Crispin Porter + Bogusky LLC and Sterling-Rice Group Inc. have formed the new agency **Grenadier** in Boulder, in partnership with a Kansas City, Missouri-based firm. Jeff Graham, Mark St. Amant, Rob Hofferman, Wade Paschall and Randy Rogers are partners in Grenadier, which is a subsidiary of Barkley LLC, said Graham. Grenadier's 3,000-square-foot office is at 1221 Pennsylvania Ave., in The Hill business district near the University of Colorado-Boulder campus.

Jeffrey Haskin has opened **HealthCare Solutions**, an insurance brokerage, at 801 Main St., Suite 210, Louisville. The company provides customized plans with the goal being to reduce cost of health-insurance premiums. Phone is 720-505-8440, email is Jeffrey@hcsolutionsusa.com.

CLOSINGS

Now & Zen, a retailer of acoustic alarm clocks, has closed its 1638 Pearl St. store in downtown Boulder after nearly 20 years and will move toward online sales. Clocks will be assembled and shipped to customers from 908 Main St., Louisville, which will not be a storefront location.

Boulder International Hostel, 1107 12th St., Boulder, has closed to make way for Sigma Alpha Epsilon, a fraternity previously located at 1101 University Ave. Another location is being sought for the hostel.

Boulder-based can manufacturer **Ball Corp.** plans to shut down manufacturing plants in Columbus, Ohio, and Gainesville, Florida, because of changing market demand. The Columbus plant employs approximately 110 people and operates two of four existing lines that produce standard 12-ounce cans. The Gainesville plant employs approximately 125 people and produces several different beverage can ends for standard can sizes.

MOVES

Longmont Cheese Importers has opened in its new location at 103 Main St., Longmont. The building, built in 1931, originally housed Longmont's electric utility. The store will have 11,000 square feet of space, compared with 8,000 square feet at its old location at 33 S. Pratt Parkway.

Commercial and home-remodeling contractor **Melton Design Build** moved to 3082 Sterling

Circle, Boulder. The company's phone number remains the same, 303-473-9542. Its new website URL is MeltonDesignBuild.com. The offices will include a new design selection center, interactive and unique product displays, multiple kitchen and bathroom vignettes, and room for growth.

NAME CHANGES

Boulder-based home and commercial remodeling contractor **Melton Construction Inc.** has changed its trade name to **Melton Design Build** and its website to MeltonDesignBuild. com to reflect that it provides both architectural design and construction services.

BRIEFS

The city of Longmont's sales- and use-tax collections increased 3.1 percent in July, compared with the same period a year ago, according to the city finance department's latest report. Longmont collected \$4,250,472 in July, compared with \$4,122,858 collected in July 2011. The collection in July represents sales made in June. The sales-tax component of collections increased by 3 percent from the same month the year before, and the use-tax component increased by 4.4 percent. Total sales- and use-tax collections for the year to date increased 2.6 percent compared with the same period in 2011, according to the report.

Broomfield-based **Level 3 Communications Inc.** (NYSE: LVLT) is offering its content-delivery network, or CDN, services in Latin American countries, targeting the services to businesses, government bodies and multimedia content providers that want access to an emerging market, according to a release from the company.

Boulder-based **Covidien Plc** will voluntarily recall some Cool-tip RFA electrode kits made before Aug. 30, 2011, after reports that four patients received serious burns from grounding pads in the kits. The kits in question are being recalled "due to a potential degradation of foil within the ... grounding pad," according to a press release from Dublin, Ireland,-based Covidien (NYSE: COV). "RFA" means radio-frequency ablation.

Boulder Housing Partners has joined 10 for Change, an initiative that challenges Boulder County businesses to save money by integrating sustainability practices in their operations. BHP is pursuing a wide-ranging sustainability

program with the intention of becoming the nation's first net-zero energy and zero-waste housing authority.

James L. Lieberman, who served as Boulderbased Array BioPharma Inc.'s manager of environmental health and safety from 2001 to 2010, agreed to pay a fine of \$147,628, according to court documents for insider trading, allegedly trading shares of Array's stock based on material nonpublic information related to an impending drug-development agreement with Novartis Inc. Lieberman neither admitted to nor denied the SEC's allegations.

The city of Boulder has launched inspireboulder.com, a website that citizens of Boulder can use to engage and communicate with city officials on civic projects and issues. The online exchange allows participants the opportunity to share ideas, second others' ideas, expand upon existing ideas, give feedback on initiatives and collaborate with city officials on a variety of topics online anytime, from any computer.

Office Evolution is growing nationwide by franchising its virtual office-services concept. The Boulder-based company offers virtual office services such as conference rooms, telephone answering, executive suites, reception and mail services, as well as a professional address. New franchises will be priced at \$141,000 to \$224,000. The privately held company's growth plan is to sell 100 new franchises around the nation in the next five years.

Boulder-based **Campus Publishers**, a division of Redrock Publishing Co., has added two guides to its family of 39 official University Visitor Guides. Middle Tennessee State University's guide will make its debut in summer 2013 and Florida State University's guide will launch in fall 2013. The guides each will reach 80,000 members of their respective university communities. Campus Publishers also publishes the University of Colorado's guide.

Boulder and Broomfield counties again fared better than the state and nation as a whole, in monthly unemployment figures released Aug. 17, by the Colorado Department of Labor and Employment. The Boulder-Longmont metropolitan statistical area recorded a jobless rate of 6.5 percent, by far the lowest along the Front Range urban corridor and unchanged from

June's figure. Broomfield County posted a 7.7 percent unemployment rate for July, up slightly from 7.6 percent in June. Colorado's statewide jobless rate for July edged up a tenth of a point to 8.3 percent, marking the first time since October 2005 that the state's rate matched that of the nation. The statewide rate had been 8.2 percent in June and 8.1 percent in May.

CONTRACTS

Broomfield-based **Level 3 Communications Inc.** (NYSE: LVLT) has signed a multi-year agreement with Time Warner Cable Inc. (NYSE: TWC) to expand Time Warner Cable's national network. Financial terms of the agreement were not disclosed. The agreement also includes the delivery of additional core infrastructure services that will enhance the redundancy and reliability of the cable network.

Boulder-based full-service advertising agency **Griff/SMC Inc.** has been selected by Lake Forest Park, Washington-based LifeForce Foods to design new packaging and labeling for the company's line of sprouts and micro-greens.

SERVICES

The Climb, which already runs three weekday routes each way between Gold Hill and Boulder along Fourmile Canyon, started weekday service between Boulder and Jamestown on Aug. 15. The new morning bus leaves the Jamestown Mercantile and post office at 7 a.m., making stops in Lefthand Canyon and along Lee Hill Road. It arrives at the Boulder Transit Center, 14th and Walnut streets, at 7:50 a.m., from where riders can transfer to Regional Transportation District buses to other points in the city and county of Boulder as well as toward Denver and Longmont. The new return trip will leave the Boulder Transit Center at 5:15 p.m., arriving in Jamestown at 6 p.m. The fare is \$3 each way, although residents living along the route can obtain a free pass, good through the end of the year, by visiting the-climb.com or contacting Phil Carter at pcarter@viacolorado.org or at 303-447-2848.

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

NONPROFIT **NETWORK**

BRIEFS

Nearly 1,200 volunteers completed 50 projects for local nonprofits and other organizations throughout Boulder and Broomfield counties on Aug. 17, setting a record for Foothills United Way's annual Day of Caring. In all, volunteers from local businesses and organizations put in 4,772 hours to landscape, paint, harvest, build and refurbish. That equates to \$105,127 worth of volunteer time put into the community on this one day. This year's volunteers represented local businesses and organizations including Ball Corp., Booyah Advertising, Boulder County Business Report, Boulder Housing Partners, Cable Television Laboratories Inc., the city of Boulder, Corden Pharma Colorado Inc., Covidien LP, Emerson Process Management Inc., Faegre Baker Daniels LLP, the Foothills United Way's board of directors, Hewlett-Packard Co., IBM, Kiwanis Club of the Golden Nuggets, Level 3 Communications Inc., Lexmark International Inc., Lockheed Martin, Mountainside Medical LLC, National Entertainment Network, Nordstrom Rack, NYCE Payments Network, Particle Measuring Systems Inc., Ricoh and Texas Instruments Inc. Sponsors for Day of Caring 2012 were: Platinum: Holland & Hart LLP; Gold: Blue Mountain Arts/ SPS Studios, CordenPharma, Covidien, First-Bank, IBM, Level 3 Communications, Pasta Jav's: Silver: Faegre Baker Daniels LLP. Ricoh: Bronze: Mountainside Medical, Lexmark.

Boulder-based Community Cycles, a nonprofit bike collective that serves Boulder County, is holding a **used bike collection drive** through Saturday, Sept. 15. The used bikes will be refurbished and recycled into the community through programs such its Earn-A-Bike and Fleet programs. Used bikes or accessories can

be donated at 2805 Wilderness Place, Suite 1000, Thursdays through Sundays or from noon to 6 p.m. Tuesdays. Community Cycles recycles 2,000 bikes annually. All donations are tax deductible. For more information, call 720-565-6019 or visit communitycycles.org.

Attention Homes, a Boulder-based residential treatment and counseling center and shelter for at-risk youth, is expanding its Broadway House shelter, increasing the number of shelter beds from 10 to 16 and increasing its daytime "drop-in" capacity to more than 40, up from 25. Its Broadway House building at 3080 Broadway in Boulder is more than 100 years old and required renovating to improve functionality. Attention Homes has moved its administrative office from that location to a new office at 1443 Spruce St.

Bridge House will open a resource center in October in the annex of First Presbyterian Church, 1603 Walnut St., Boulder, to make services for the homeless more accessible and effective. The center will be open on Tuesdays and Thursdays for a six-month pilot project. Bridge House will be the lead agency and will coordinate the participation of partners including nonprofits and government agencies.

FUNDRAISERS

HospiceCare of Boulder and Broomfield Counties will hold a fundraising event, **PIZZAZ! 2012: Under the Tuscan Sun**, from 3 to 7 p.m. Sunday, Sept. 16, on the grounds of Goldbranch Estates in Niwot. Included will be wine tastings and Italian fare from area restaurants including Bacaro Venetian Taverna, Mateo, Laudisio, Treppeda's, Radda Trattoria, Indulge Bakery, Bay Window Catering, Oliverde, The Bitter Bar and Greenbriar Inn. A live auction,

creation of fine art and a Frank Sinatra tribute are planned. Tickets are \$150 each or \$1,500 per reserved table for 10. Make reservations at hospicecareonline.org or 303-604-5236.

GOOD DEEDS

Sprouts Farmers Market and Sunflower Farmers Market donated \$100,000 to the Aurora Victim Relief Fund to benefit the immediate and long-term needs of victims of the mass shooting July 20 at the Century 16 Theaters. The contribution represents proceeds of the sale of excess equipment from Sprouts' recent merger with Sunflower.

Imagine! has received a \$5,000 donation from the Louis and Harold Price Foundation for family-support grants, and \$10,000 from the AEC Trust for the Dayspring Community Calendar Activities Program.

The **Elevations Foundation**, the philanthropic arm of Boulder-based Elevations Credit Union, presented a check Aug. 14 for \$36,312.59 to the Long Term Recovery Group of Northern Colorado to help provide temporary housing for people displaced by the High Park fire. The Long Term Recovery Group of Northern Colorado is a consortium of county, faith-based and nonprofit organizations that was assembled to aid in fire relief. The fund was launched June 16 with a \$10,000 challenge grant from the foundation. The rest was contributed by Elevations' members and business partners during the fundraising period that ended July 6.

Xcel Energy Inc., its employees and customers, raised \$113,000 for the Mile High Chapter of the American Red Cross. Xcel makes a \$25 donation for every customer who subscribes to Saver's Switch, a free program that helps manage short-term spikes in demand for electricity on hot summer days.

PRODUCT **UPDATE**

Longmont-based DigitalGlobe (NYSE: DGI), a provider of high-resolution earthimagery solutions, and Houston-based Genscape, a provider of energy-monitoring technology, have jointly produced and launched a monthly Energy Infrastructure Development Report. Each report will feature high-resolution imagery of key energy production and distribution facilities worldwide captured by DigitalGlobe's constellation of satellites. In addition, each report will include expert analysis of the imagery from Genscape and the DigitalGlobe Analysis Center, pointing out the status of operations at existing facilities and providing updates on facilities under construction.

Broomfield-based **eSoft**, a provider of network security solutions, on Aug. 21 began offering and shipping the InstaGate 404S, a security appliance designed for small office or home office betworks, offering business grade security for up to 15 Internet connected client machines.

Longmont-based **Kozio Inc.**, a provider of software solutions for embedded hardware design verification and production tests, is offering a 30-day free trial of its Verification and Test operating system for users of Freescale's P1010 RDB and P1022DS development boards. Kozio's VTOS Suite combines a special-purpose OS with a comprehensive peripheral and processor functional test library. The free trial can be downloaded directly from the Kozio website at kozio.com/evaluate-vtos.

CALENDAR

SEPTEMBER

5 Heather Bailey, the city of Boulder's executive director of energy strategy and energy utility development, will speak at the Boulder Chamber's **ReENERGYze Your Business breakfast** to from 7:30 to 9 a.m. Wednesday, Sept. 5, at the chamber, 2440 Pearl St., Boulder. Attendance is free, but space is limited. Register online at boulderchamber.com.

The Boulder Small Business Development 6 Center will launch Colorado Emerging Ventures, a targeted consulting and education program to assist pre- and post-revenue businesses that are poised for high growth, from 8:30 a.m. to 4 p.m. Thursday, Sept. 6, at the University Corporation for Atmospheric Research conference center, 3080 Center Green Drive, CG1, Boulder. Programs are developed to support scalable businesses with high-growth goals including bioscience, IT, aerospace, clean tech, and outdoor and natural products. The event will cover building for growth, access to capital, the bridge to technology, and research and development. Attendance is free for qualified ventures. R.S.V.P. is required; contact Sharon King at Sharon.king@boulderchamber.org or 303-442-1475 extension 3.

More than 25 boutiques and galleries in downtown Boulder will celebrate **Fashion's Night Out** beginning at 5:30 p.m. Thursday, Sept. 6. The event will feature extended store hours, promotions and giveaways, a fashion show, appetizers, wine tastings, music, entertainment trunk shows

12 The Boulder Woman's Leadership Group Annual Breakfast will be from 8 to 9:30 a.m. Wednesday, Sept. 12, at A Spice of Life Events Center, 5706 Arapahoe Ave., Boulder. Barb Batt, founder of U Creative Group, will speak on "Secrets to Forming Emotional Connections That Build Your Business."

Pre-registration is required; no walk-in admission. Cost is \$25 for members and \$35 for non-members. Register at boulderchamber.com.

The Louisville, Superior and Lafayette chambers of commerce will join to hold a **September Business After Hour**s from 5 to 7 p.m. Thursday, Sept. 13, at Studio Z Dental, 1017 E. South Boulder Road, Suite B, Louisville. Pricing is \$10 with an advance R.S.V.P. or \$12 at the door. Those who are not chamber members and wish to attend should call the chamber at 303-666-9555 or visit lafayettecolorado.com.

The 2012 Broomfield Chamber Trade Fair will be from 9 a.m. to 5 p.m., Saturday, Sept. 15, at North Midway Park, 501 W. Midway Blvd., Broomfield. Zero-waste event. More than 100 vendors.

Mental Health Partners, a Boulder-based non-profit, will hold its **50th anniversary celebration** beginning at 6 p.m. Saturday, Sept. 15, at the Omni Interlocken Resort, 500 Interlocken Blvd., Broomfield. Registration is open through Friday, Sept. 7, at mhpcolorado.org.

16 The 9th Annual Boulder Pridefest will be from 11 a.m. to 7 p.m., Sunday, Sept. 16, at Boulder Central Park. Celebration for LGBTQ (lesbian, bisexual, gay, transgender, queer) people and friends. Music, entertainment, food vendors.

17-20 Analyst Steven Lefebure, research vice president of Gartner's Industry Research, Manufacturing - Life Sciences, Consumer Goods, will be the keynote speaker at Lafayette-based Aegis Analytical Corp.'s annual user conference, "Discover 2012." The conference will be Monday through Thursday, Sept. 17-20, at the St Julien Hotel & Spa, 900 Walnut St., Boulder. Lefebure will speak on "Applying IT to Maximize Business

Performance in Life Sciences Manufacturing." The conference agenda includes sessions on: Customer presentations on quality, manufacturing, supply chain and CMO and cross-site collaboration/process control; tracks for industry applications, data/analytical applications and technical/administration; user and technical training workshops; Boulder tours and networking with peers. Registration is \$500 through Sept. 1. More information and registration at aegiscorp.com/discover-2012.html.

Workforce Boulder County will present a breakfast session on Manufacturing: Generating Growth in Boulder County, from 7:30 to 9 a.m. Tuesday, Sept. 25, at the St Julien Hotel and Spa, 900 Walnut St., Boulder. The panel discussion will be facilitated by John Tayer, a public-policy advocate, communications specialist and president of The Public Affairs Center. Registration is required for this free event, and attendees must be affiliated with a manufacturing business in Boulder County. Contact Sara.Miller@wfbc.org for more information.

The second annual Louisville and Lafayette Business Showcase will be from 4 to 7 p.m. Wednesday, Sept. 26, at The Gatehouse, 1055 S. 112th St., Lafayette. Exhibitor space is limited. Fees are \$100 for a 6-foot table, \$150 for an 8-foot table, or \$75 for half of a shared 8-foot table. Applications are available online at louisvillechamber.com, or one can be mailed by calling 303-666-5747.

OCTOBER

The Boulder County Business Report will present its annual IQ Awards from 5:30 to 8 p.m., Wednesday, Oct. 3, at the Boulder Theater, 2032 14th St., Boulder. The annual IQ Awards event honors innovative new products and services developed by companies and organizations in the Boulder Valley, with

a special emphasis on advanced technologies, innovations within a particular business sector and sustainable business practices. Cost is \$49. Register online at www.bcbr.com, click on events. For more information, contact De Dahlgren at 970-232-3132 or via email at ddahlgren@ncbr.com.

10 Naturally Boulder, a nonprofit organization designed to promote Boulder's natural-products industry, will hold its Autumn Awards and Pitch Slam Party on Wednesday, Oct. 12. About 40 entrepreneurs will pitch their young companies to a panel of experts beginning at 5 p.m. at the Event Center at Rembrandt Yard, 1301 Spruce St., Boulder. The event then moves to Boulder Theater, 2010 14th St., Boulder, for cocktails, a natural and organic buffet, a Year in Review showcase, presentation of awards, words from the Pitch Slam finalists and an award for the winner. More information at naturallyboulderproducts.com/events/.

AWARDS

Melton Design Build received a bronze award from Qualified Remodeler's Master Design for an exterior remodel of a home in the Chautauqua neighborhood of Boulder. Melton Design Build's inhouse architect, Tom Cattany, listened to the clients' wishes and drew a sketch that embodied the look and feel the clients' longed for in their home while replacing an exterior insulation finishing system that was leaking and causing damage to a flagstone entry and patio. He designed a sanctuarylike space for relaxing and enjoying the neighborhood.

SPACE from 5A

help bring the best practices and the best services to the U.S., said Heather Bulk.

The third and emerging space flight model is purely commercial and would provide space flight opportunities to private individuals. Possibilities range from short trips into lower orbit for several minutes of weightlessness to the possibility of trips around the moon, Klaus said.

Bulk, with a background in law and finance, co-founded the company with her husband, Tim. Tim worked for Lockheed Martin and NASA and has decades of experience in the aerospace industry.

"When Tim resigned from NASA we decided to divide and conquer," Heather Bulk said, who heads legal and financial affairs while Tim leads the technical aspect of the company.

"It has worked out extremely well," Bulk said. The privately owned company currently employs just shy of 30 people, including contractors, she said. The company strategically locates contractors near clients, with hot spots in Cape Canaveral, Houston and Washington D.C. They strive to employ the best, brightest and most-seasoned industry experts for their projects, Tim Bulk said, including industry experts such as Wayne Hale, who came to the company after three decades of service in NASA's shuttle program.

It was a desire to merge big dreams with the brightest minds that inspired

The way people think in Boulder is significantly different than in other areas. It's almost as if anything is possible here. The craziest idea in the world can turn around and be a success.

Heather Bulk

CO-FOUNDER AND CHIEF EXECUTIVE, SPECIAL AEROSPACE SERVICES LLC

Heather and Tim Bulk to begin Special Aerospace Services.

"I wanted to create that sort of culture in the company with people who were the best at what they did and willing to take risks through their creativity and knowledge, to come up with unique solutions," Bulk said. The company's tagline, "Who Dreams Wins," embodies the nothing-isimpossible ethos of the company.

Boulder's blend of science, technology and business expertise makes it an ideal place for the company. The Front Range is one of the top aerospace regions in the country, Bulk said. Industry leaders such as Ball Aerospace & Technologies Inc., Lockheed Martin and Sierra Nevada Corp. all make the Centennial State home, Klaus said.

"The way people think in Boulder is significantly different than in other areas," Heather Bulk said. "It's almost as if anything is possible here. The craziest idea in the world can turn

around and be a success."

Heather's gender makes her different, too, as the rare woman in a male-dominated industry, let alone the owner of an aerospace company. It's a position that takes the ability to navigate the industry and understand how to play the field to succeed, she said.

All this out-of-the-box thinking has made the company a success and earned it a positive reputation. Despite the recent retirement of NASA's shuttle program, it's an exciting time to be in aerospace wwwith new doors opening in areas of commercialized space flight and recent space success such as the landing of the Mars science lab, Curiosity, Tim Bulk said, many with ties to Colorado aerospace industry.

"The future in space is extremely exciting," he said. "There is just an incredible opportunity in science missions, space missions and it's a great time for these younger engineers."

FEATURED ARTICLE REPRINTS



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Plan for downtown office building eyed

BOULDER — Downtown Boulder could be getting a new Class A office building if a redevelopment plan for the property at the corner of Walnut and 13th streets comes to fruition.

A concept review before the Boulder Planning Board for a 55,400-square-foot, four-story office building is scheduled for Sept. 6.

According to the board's agenda, the project would redevelop the 12,763-squarefoot building at 1906 13th St. and the adjacent **REAL ESTATE** parking lot into Michael Davidson a Class A office



building with ground-floor retail and an 82-space below-grade parking lot.

The new building would connect to the Colorado Building, 1919 14th St., the tallest building in downtown Boulder.

The owner of the property to be redeveloped is Aplaza LLC, according to Boulder County property records.

Property records and the planning board agenda suggest Boulder real estate development company W.W. Reynolds Cos. might be behind the project.

The applicant is Jeff Wingert, development director and a partner of W.W. Reynolds Cos. The company's website lists 1906 13th St. and the Colorado Building as part of its portfolio.

In late July, 1916 LLC, which has a registered address at W.W. Reynolds' Boulder office, purchased 1916 13th St. for \$3.15 million. The building, which was built in 1900, is adjacent to 1906 13th St. and shares the block with the redevelopment project, although there is no indication whether it will be redeveloped.

Attempts to contact Wingert for comment were unsuccessful. The planning board's informational packet had not yet been posted to the city's website as of the Business Report's deadline.

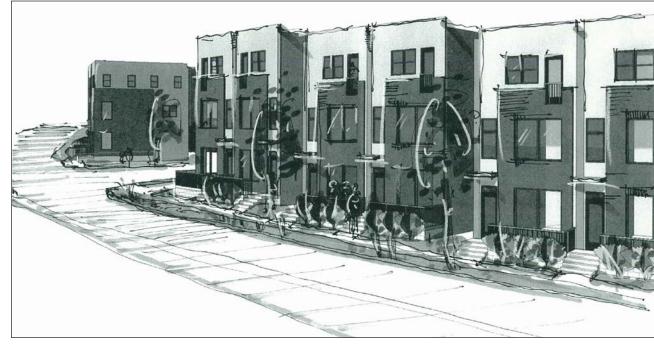
FATE: Boulder is destined to get another brewpub this fall, and the vacant restaurant space at 1600 38th St., Suite 100, will find a ten-

Mike Lawinski plans to open Fate Brewing Co. in December. Fate Brewing will consist of a fullservice restaurant and brewpub in a 7,000-square-foot restaurant and brewery.

The building was home to local landmark Jose Muldoon's for more than 20 years and most recently was

More multifamily housing

California company plans 200-unit project in Broomfield



COURTESY CITY AND COUNTY OF BROOMFIELD

Pathfinder Partners LLC, a San Diego-based real estate investment and development company, on Aug. 21 presented a concept review for a 200-unit multifamily project in Broomfield. The project would build 92 two-bedroom townhomes and 108 one-bedroom flats on a 7.3 acre lot at 453 and 515 Summit Blvd. Pathfinder Broomfield Holdings LLC paid \$650,000 for the land, which is west of Interlocken in the MidCities area.

occupied by Playa Azul, a Mexican restaurant. The building will undergo interior and exterior renovations before reopening.

The restaurant will seat about 230 customers inside and an additional 90 outside, with the bar offering seating for 30. In addition to pouring pints in its 400-square-foot bar with adjoining outdoor seating, the company plans to produce and distribute beer to liquor stores,

restaurants and bars throughout Colorado.

Lawinski began his restaurant career with Big Red F 10 years ago, and most recently was operations manager for West End Tavern and Centro Latin Kitchen on Pearl

Fate will produce five core beers, as well as special products including specialty brews, seasonal releases and partnered efforts.

"We will not only serve our own beer, but will appreciate others, with 30 tap lines." Lawinski said.

James Hower and Patrick Weeks of Gibbons-White Inc. represented Fate Brewing Co. Wade Arnold, Scot Smith and Jim Fisher of The Colorado Group Inc. represented the property owner, 1600 38th Street LLC.

➤ See Real Estate, 25A



COURTESY FATE BREWING CO.

An artist's rendering shows a completed Fate Brewing Co., a full-service restaurant and brewpub which will open in December at 1600 38th St., Suite 100, in Boulder. The building was home to local landmark Jose Muldoon's for more than 20 years and most recently was occupied by Playa Azul, a Mexican restaurant.

REAL ESTATE from 24A

HEAD'S NEW HOME: Head, one of the premier names in wintersports equipment, is in the process of moving to one of the premier winter-sports destinations.

Head USA is relocating its winter-sports division to Boulder. The division's new home is a 5,995-square-foot space at 3125 Sterling Circle.

Head USA is part of Head NV, an Amsterdam-based sporting goods company. Head is best known for racket-sports equipment and ski and snowboarding equipment.

Head USA is based in Norwalk, Connecticut, which was the former home of the winter sports division. The finance and logistics teams also are moving to Boulder.

The relocation puts Head in a better environment, said Jon Rucker, Head vice president for winter sports.

"Moving from what is essentially suburban New York to what we believe is the epicenter of the outdoor-sports and sporting-goods industries, and being near the mountains, is tremendous for us," Rucker said.

Head announced its move in January, and employees are just arriving in Boulder to set up the office, Rucker said. The company has yet to determine how many employees will be relocated to Boulder, and Rucker declined to offer an estimate. The office should be fully operational by February, Rucker said.

The relocation is a homecoming for Head, which had a facility in Boulder through the mid-1990s.

Head looked at several other cities in a search process that took about a year, Rucker said. Among the reasons for its decision to move to Boulder are the city's quality of life and the possibility the company could receive business incentives.

Chris Hansen of the Colorado Group Inc. represented the building's owner, Rocky Mountain Development LLC. Sam Brenner of Cushman and Wakefield represented Head, Rucker said. OPEN-SPACE PURCHASES: The Boulder County Board of Commissioners voted Aug. 14 to spend \$6 million to acquire 210 acres of land on Lefthand Canyon Drive.

The property is on the north side of Lefthand Canyon Drive near its intersection with U.S. 36. The current owner is the Heil family, and the land will be added to the existing Heil Valley Ranch Open Space. The Heils sold that land to Boulder County in the mid-1990s.

Purchasing the property was a priority for the county because it could have been developed into a subdivision, according to the memo prepared for the commissioners. The property had been subdivided into six 35-acre parcels that could have become homes, according to the memo.

The price converts to about \$27,000 per acre, which the county said is in line with recent open-space purchases.

The commissioners also voted to spend about \$2.85 million on 75 acres of irrigated farmland just north of Longmont. The property is near the southeast corner or North 95th Street and Vermillion Road. The county is spending \$38,000 per acre.

JOHN'S EXPANDING?: The owners of John's Restaurant in central Boulder want to relocate and expand the longtime fixture on Pearl Street.

The city of Boulder's Planning and Development Services Center received a proposal from David Scholze on behalf of owners chef Corey Buck and his sister, Ashley Maxwell, that would move the restaurant from a little red house at 2328 Pearl St. to 2014 Pearl St.

The new site would be expanded by approximately 1,807 square feet to add kitchen space and new outdoor seating. The new restaurant would have a total of 88 seats with hours of operation from 5:30 to 10 p.m. seven days per week and brunch hours on Sundays.

INDY MOTORS: Independent Motors Ltd. is leaving its longtime home on Pearl Street for a new repair shop it is building at 5440 Arapahoe Ave.

The repair and tire shop in Boulder, which opened in 1983, plans to leave its current location at 250 Pearl St. by February, owner Bill Bender said.

The new facility will be about 7,600 square feet and cost more than \$1 million to build, Bender said. The shop is an addition to an existing 5,045-square-foot building that Bender bought when he purchased the 0.9-acre property for \$1,020,000 in November.

Bender said he is looking to lease the existing retail space to a complementary company.

The technical review process has been completed, and construction could begin in the next three to six weeks.

LAFAYETTE

NEW JAX: JAX Mercantile Inc., a seller of outdoor gear and ranch and home products, plans to open a second store in Lafayette by Nov. 1.

The second location will be called JAX Ranch and Home, a 40,000-square-foot store at 400 W. South Boulder Road. It will carry a selection of hardware, work and western wear, and equine, pet and agricultural products.

Moving these products out of the existing 33,000-square-foot JAX Outdoor Gear store north of the intersection of U.S. Highway 287 and South Boulder Road will make way for JAX's core offering of outdoor clothing, footwear, camping, hunting, fishing and military surplus to be enhanced.

JAX Mercantile was established in 1953 in Fort Collins, and now is based in Bellvue.

JAX expects to close on the property later this month in a bank sale, according to a JAX spokeswoman. The property, previously owned by Willow River Markets LLLP, was foreclosed on in February with an outstanding principal balance of

debt of about \$2.6 million owed to U.S. Bank National Association. The loan was originated in July 2004 by Heritage Bank, according to Boulder County records. The building previously was occupied by Flatirons Community Church.

LOUISVILLE

BOULDER CREEK'S 'LEAP': Boulder Creek Builders LLC, a homebuilder based in Louisville, announced it will build 15 homes in the Stapleton development in Denver, after reaching an agreement with the project's master developer. The homes will be the company's first project in the Denver area.

Stapleton is the major redevelopment project that is converting Denver's former international airport into a master-planned community based on new-urbanism principles. Forest City Enterprises Inc. (NYSE:FCE.A), a Cleveland-based development company, is Stapleton's developer. 12,000 homes and apartments are planned for the area.

Boulder Creek Builders will build patio homes in the Bluff Lake neighborhood. Construction of the first home is scheduled to begin in September, and the first model will be open by early 2013. Promotional material from Stapleton says the homes' selling prices will start in the low \$400,000s.

Building in Stapleton is a milestone for Boulder Creek Builders, principal David Sinkey said. The company's current projects are in Louisville, Longmont and Loveland.

"This is a significant leap for Boulder Creek Builders given the size and significance of the Stapleton community," Sinkey said in an email. "Not only does it represent our first entrée into the Denver market but also a new and exciting step for us as we identify new markets for growth throughout the Front Range."

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



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OPINION

Prepare now for workers' comp hikes

Businesses operating on a calendar year typically spend the fall preparing for a new budget. As we approach the beginning of the fourth quarter, companies in Colorado might want to add a few percentage points to their budgets for workers' compensation insurance.

As staff writer Beth Potter notes in this edition, higher medical costs and an increased number of claims mean that businesses in the state already have seen an average 3.7 percent increase in workers' comp insurance rates. That followed several years of flat or falling rates.

The increases have been worse in some sectors. In Boulder County, for example, some industries have seen rates jump by 5 percent to 10 percent, Potter reports. For some companies with a substantial workforce, that means a sizable additional expense.

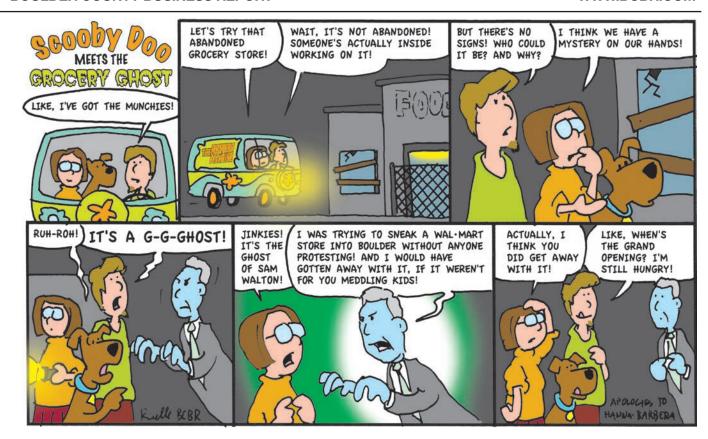
EDITORIAL

Exacerbating the problem statewide is the fact that, with a slower economy in recent years, fewer businesses exist to pay into the overall workers' comp pool. That means that fewer businesses must carry the load, resulting in higher costs.

It's lamentable that, as the economy shows signs of renewed life, businesses in the Boulder Valley and around the state must add a hefty increase to an expense line that has been stable for many years. Higher costs in this area mean that companies likely will hire fewer workers.

Businesses in Colorado had it pretty good for a decade, as Colorado enjoyed some of the lowest workers' comp costs in the nation. For several years running, the state even saw hefty decreases in workers' comp costs.

But times have changed. It's best to face the facts and consult your insurance broker to determine what a realistic budget number will be.



Bike-race bid puts regionalism to test

Northern Colorado eyes business boost from Pro Challenge

You may or may not have had a chance to catch some of the coverage of the 600-mile USA Pro Challenge.

If so, it should have been abundantly clear that the seven-stage event is much more than a bike race. It is a marketing and public-relations coup for any of the cities that host a leg of the event, a rather remarkable feat for a race that is in just its second year.

By December, Northern Colorado should know whether it will be part of next year's week-long Pro Challenge.

In a welcome stroke of regional thinking, Fort Collins, Loveland and Estes Park have banded together in hopes of serving as hosts of a Northern Colorado leg of the race. There's huge excitement over this; somebody even said it would be equivalent to bringing the Olympics to Northern Colorado. That's clearly over the top, but if the region does get to play host, it probably will be the largest event Northern Colorado ever has

hosted.

Win or lose, the level of cooperation on display in this bid deserves a big cheer. The cities involved are building regional ties and, if they pull it off, helping create a regional



GUEST OPINIONAllen Greenberg

brand that could pay dividends in all sorts of ways for many years to come.

As envisioned, the Northern Colorado leg of the race would start in Loveland, wind through Windsor and

climb through Estes Park before wrapping up in Fort Collins.

Local organizers already are about halfway to their goal of raising \$500,000. They held a series of private parties to raise awareness and capital.

Last year's race meant 25 hours of coverage on NBC Sports and generated more than 3 billion media impressions worldwide. With crowds as large as 60,000 at various stops, it also delivered more than \$83 million in sales tax revenue for Colorado.

The cities involved in the bid will all need to cover some part of

the cost of hosting the Northern Colorado leg of the race. In fact, the cities already have made or are lining up their commitments, so organizers say they're now looking for the private sector to help.

Big slugs of money are always good but smaller contributions are just as welcome. Organizers point out that 80 percent of the sponsorship dollars received by the city of Santa Rosa, Calif., which hosts part of the annual Amgen Tour of California, came in increments of \$1,500 to \$2,000.

Volunteers and companies willing to make in-kind donations also are needed.

Getting dollars from the business community won't be a snap, organizers say, because sponsorship dollars go to the company behind the race, Medalist Sports. But local events will be created leading up to the race for which sponsorships will be sold.

It will also be a test of our ability to think and behave like a region.

Allen Greenberg is editor of the Northern Colorado Business Report based in Fort Collins, a sister publication of the Boulder County Business Report. He can be reached at 970-232-3142 or agreenberg@ncbr.com.

BOULDER COUNTY BUSINESS REPORT



THE ALLIANCE ()



BOULDER COUNTY BUSINESS REPORT

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BCBRDAILY from 2A

Vail plans Breck expansion

BROOMFIELD — Vail Resorts Inc. plans to add 543 acres of terrain in the Peak 6 area of Breckenridge Ski Resort after receiving approval from the U.S. Forest Service.

The Broomfield-based ski resort operator (NYSE: MTN) plans to build two new chairlifts to the expansion area. Peak 6 is expected to include 400 acres of lift-served terrain and 143 acres of "hike-to" terrain, according to a press statement, meaning that skiers and snowboarders can hike to an area higher than that served by a chairlift.

The Peak 6 terrain is expected to open at the beginning of the 2013-2014 ski season, according to the statement. Vail Resorts did not release financial details of the expansion.

Forest Service approval came following a required federal final environmental impact statement – the last step of a request process started in 2007. The decision remains subject to appeal for 45 days, according to the press statement.

Posted Aug. 22.

Biotech raises growth funds

BOULDER — Biotech firm PanTheryx Inc. has raised \$3.54 million in equity investment to help with future growth plans, according to a regulatory filing with the U.S. Securities and Exchange Commission.

The company plans to raise \$4 million, according to the SEC filing. In all, 26 investors have each put in a minimum of \$5,000, according to the filing.

Braman, Timothy Starzl and Bimla Starzl are listed as executive officers in the company. Braman, Timothy Starzl, Tom Washing and David Cook are listed as company directors. Washing also is a partner at Sequel Venture Partners LLC, a venture capital firm in Boulder. Cook is a retired lawyer from the local office of Faegre Baker Daniels LLP. He received the Esprit Entrepreneur Lifetime Achievement Award from the Boulder Chamber in 2005.

Posted Aug. 22.

Online grocer gets \$2 million

LAFAYETTE – Door to Door Organics Inc. has received \$2 million of venture capital from Greenmont Capital, an investment fund based in Boulder.

Lafayette-based Door to Door Organics offers an Internet-based grocery delivery network with operations based in Colorado, Illinois, Missouri, Michigan and Pennsylvania.

The company started seven years ago outsourcing and delivering fresh produce. It has added products such as sustainably raised meat, artisan bread and local dairy products.

Posted Aug. 22.

Ellora donates for solar

BOULDER — Oil and gas exploration company Ellora Energy LLC donated \$150,000 for solar panels to be installed on the roof of the new Anderson Medical Center on Boulder Com-

munity Hospital's Foothills campus.

In all, the new 36 kilowatts of solar panels are expected to generate 49,000 kilowatt-hours of electricity per year, said Heath Mackay, a commercial project developer at Namaste Solar Electric Inc., the Boulder company installing the panels.

Combined with an incentive amount from Xcel Energy Inc., the panels will save the hospital about \$7,000 on utility bills every year, or about \$125,000 over the next 20 years, Mackay said.

The 46,000-square-foot, two-story Anderson Medical Center is going up at the hospital's Foothills campus at 4747 Arapahoe Ave. as part of a \$110 million expansion. It is a separate

building from the existing hospital at that location. It is planned to house a cardiac center, an outpatient surgery center and offices for several physician practices.

Boulder-based Ellora Energy was bought by Exxon Mobil Corp. for \$695 million in 2010. The company reported oil and gas assets in East Texas and Louisiana at the time of the sale.

Posted Aug. 20.

Zayo buying Atlanta telecom

LOUISVILLE — Zayo Group LLC, the fast-growing Louisvillebased telecommunications company, is set for another expansion as it has reached an agreement to purchase a southeastern telecom for \$13.5 million.

Zayo Group's deal is with USCarrier Telecom LLC, an Atlanta-based bandwidth provider. USCarrier has a 3,700-mile fiber-optic network that connects 44 cities in Georgia, Florida, Alabama and Tennessee.

Zayo already had a stake in USCarrier. It acquired about 50 percent of the company through its October 2010 acquisition of American Fiber Systems.

Zayo will make the purchase using cash on hand, according to the release announcing the deal. The transaction is expected to close during the fourth quarter.

Posted Aug. 16.

Sept. 14, 2012















THREE DECADES - 30 YEARS OF BOULDER VALLEY BUSINESS

The Boulder County Business Report is proud to have provided coverage and insight into the Boulder Valley Business Community for the past 30 years. Celebrate the history of your business as we celebrate completion of our 30th year with this special section August 31.

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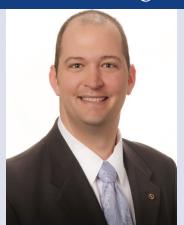
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CU's tech-transfer director leaving for Arizona

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

BY BUSINESS REPORT STAFF

news@bcbr.com

BOULDER — David Allen, the University of Colorado-Boulder's technology transfer guru, is moving to the University of Arizona to take on a similar role with more responsibilities.

Allen will serve as the first executive director of Tech Launch Arizona, a program to commercialize technology, which was formed at the university in recent months. He starts the new job Tuesday, Sept. 4. Allen has served 10 years as associate vice president for technology transfer at CU.

In his new job in Arizona, Allen said, he'll oversee university research parks, incubators and a "seed fund" to help promising university-related projects move forward.

In his CU job, Allen oversees an office that focuses on intellectualproperty licensing. During his tenure, 93 companies have been started based on intellectual property created at CU. In the past 10 years under Allen,

CU's tech-transfer office has received 2,120 invention disclosures, filed 1,420 patents and executed 325 exclusive licenses and options, according to university statistics.

A CU spokesman did not immediately return a call for comment about how the empty slot will be filled. The university's four-campus technology transfer office is often mentioned as a contributor to the region's vibrant startup community in areas such as bioscience.

Posted Aug. 23.

Sunflower founder faces jail

BOULDER — Michael Gilliland, founder of the Sunflower Farmers Market natural grocery store chain, faces five months in jail after pleading guilty to a felony count of attempted pandering in Arizona.

Gilliland, 53, originally was charged with one count of child prostitution after getting caught in a police sting in Phoenix in February 2011. He resigned from his position as chief executive at Sunflower after the arrest.

Gilliland will be sentenced on Tuesday, Oct. 9, and is expected to start serving his sentence then, said Jerry Cobb, a spokesman for the Maricopa County Attorney's Office in Arizona.

He faces supervised probation for an unspecified period after the jail sentence, according to court documents.

According to a police report, Gilliland was arrested after agreeing to pay \$100 to an undercover police officer posing as a prostitute at a hotel. The officer asked Gilliland to bring cigarettes because she was too young to purchase them and the store would not take her fake ID, according to the report.

Sprouts Farmers Market acquired Sunflower Farmers Market in March. Sunflower operates 36 stores in eight states, including 12 stores in Colorado. Sprouts has plans to open stores in Longmont, Denver and Grand Junction.

Posted Aug. 28.

Hearing-aid firm gets capital

BOULDER — Hearing device manufacturer Sophono Inc. has received \$7 million in growth capital financing, the company said.

Wexford Capital LP in Greenwich, Connecticut, led the Series B round of financing. Sophono immediately plans to add 12 to 15 new sales and marketing employees as well as administrative staff as a result of the new funding, said Jim Kasic, the company's president and chief executive. As the company continues to grow, Kasic also plans to hire more manufacturing employees and expand the company's existing opera-

BCBR Opinion Poll Our online question:

Are you glad the Denver Broncos acquired QB Peyton Manning and traded QB Tim Tebow to the N.Y. Jets?

Yes 74%

- 81 Responses from Aug. 7-27, 2012

This poll is not scientific and reflects only the opinions of those Internet users who have chosen to participate. The results cannot be assumed to represent the opinions of Internet users in general, nor the public as a whole.

Take the BCBR Opinion Poll online at BCBR.com.

tion at 3022 Sterling Circle in Boulder.

Sales have been growing about 10 percent per month, after the device received U.S. Food and Drug Administration approval about a year ago, Kasic said. About 2 million people - representing a \$120 million market that's growing about 30 percent per year - could benefit from using the implantable hearing device, Kasic said. Posted Aug. 27.

➤ See BCBRdaily, 27A

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D seeks money for north-area study

BY DALLAS HELTZELL

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DENVER — The Regional Transportation District hopes stakeholders in the north and northwest transit corridors will contribute to the cost of a new study of options for express service to the areas.

Residents of Boulder and Broomfield counties already have paid \$93.4 million and \$24.6 million in taxes, respectively, for the FasTracks commuter-rail program since voters approved the tax in 2004. However, since the vote, a deep national recession meant that sales-tax receipts fell far below projections and the cost to build a commuter rail line from Denver to Boulder and Longmont using Burlington Northern Santa Fe railroad tracks increased last year to \$1.7 billion from \$894 million.

Pauletta Tonilas, RTD's FasTracks public information specialist, said the new study is needed to better assess the views of residents and governments along the U.S. Highway 36 and Interstate 25 corridors given the new economic realities.

"We went to the stakeholders two, three, four weeks ago and asked what they thought the scope of the study and the cost should be," she said. "We then came back to them with an expanded scope, especially given that folks in Longmont were talking about extending the North Metro line from (its current planned terminus at) 162nd Street up along Interstate 25 toward Longmont."

RTD estimated that the new study could cost from \$2.5 million to \$3.5 million, "depending on how extensive we get with the study," Tonilas said.

"This is just RTD's proposal. The survey is to determine the best way to service the northwest area now that the costs have pretty much doubled. We asked stakeholders and the public, but we did not get any clear message" about whether there was a consensus for rail, bus rapid transit or a hybrid

Dedicated lanes for a bus rapid transit system along U.S. 36 corridor toward Boulder already are under construction, she said, but some elements of that system "are

➤ See RTD, 5A

Guilt-free delights



Rich Bradfield of Nova Monda LLC works with growers in Ecuador and Nicaragua to create communities that support each other and to regenerate rain forests.

Nova Monda's chocolate sustainable, responsible

BY ELIZABETH GOLD

news@bcbr.com

LAFAYETTE — Rich Bradfield doesn't think regular doses of chocolate will directly rival antidepressant medications, but he's sure they'll definitely make people happier.

"Our chocolate is minimally processed, and it has a lot of minerals like magnesium and copper," he said. "Chocolate is also a precursor for dopamine."

Research shows that chocolate stimulates opiate and production of dopamine, sometimes referred to as one of the molecules of happiness making chocolate lovers a cheerful crowd to be around.

Bradfield, managing member of Nova Monda LLC, takes the pleasure factor a few steps further by making sure the farmers who grow the cacao get a shot at some happiness, too.

Along with partners Gregory

55 There are lots of companies out there that don't provide a taste experience that delights, and that's something we want — for our customers to have a uniquely wonderful chocolate experience.

Rich Bradfield MANAGING MEMBER NOVA MONDA LLC

Landua and Jack Heimsoth, Bradfield started the company that goes by the trade name Nova Monda Cacao & Chocolate with a mission to blend great taste with sustainability.

Cacao trees grow pods about the size of footballs and contain seeds that function as the foundation for chocolate. Bradfield said a common way of growing and harvesting the pods is by using slave and child labor.

Instead, Nova Monda works with growers in Ecuador and Nicaragua to create communities that support each other and to regenerate rain forests. Following fair-trade practices, the company educates farmers on effective and cost-saving farming methods.

Using organic ingredients, minimizing the company's carbon footprint and helping growers create premium cacao are also included in the mix.

"This year we worked with our partners to find heritage cacao and were able to propagate seedlings from those seeds," Bradfield said. "Heritage seeds are the Holy Grail of cacao and thought to be a hybrid cacao that was

➤ See Chocolate, 13A

Bird's eye view aids conservation

British anthropologist Jane Goodall paid a visit to DigitalGlobe Inc.'s headquarters in Longmont earlier this month for a private meeting to recognize DigitalGlobe's continued contribution to the Jane Goodall Institute's conservation efforts.

Back in 2007, she paid a visit here when her institute began using Digital-Globe's high-resolution images taken from its QuickBird satellite to make conservation decisions. The photographs provided information about the status of chimpanzee habitats and where and how people use their land in Tanzania and the eastern Democratic Republic of the Congo.

With the aid of satellite imagery, the institute has mapped human structures, footpaths, farms and forests that have been used in village land-use plans in the USAID-funded Greater Gombe Ecosystem Program. Satellite imagery also has been used to map tree canopies for assessing chimpanzee food availability and feeding behavior research in Gombe National Park. In remote places such as the Masito-Ugalla Ecosystem, satellite imagery is used to explore large swaths of terrain.

Goodall established the institute in 1977. Today, the institute is a global organization supporting the research at Gombe in addition to many other programs.



COURTESY DIGITALGLOBE INC

DigitalGlobe's CEO Jeffrey R. Tarr and Dr. Jane Goodall at DigitalGlobe's headquarters.



Emerging Ventures Event

Thursday, September 6th 8:30am -- 4:00pm **UCAR Conference Center, Boulder**

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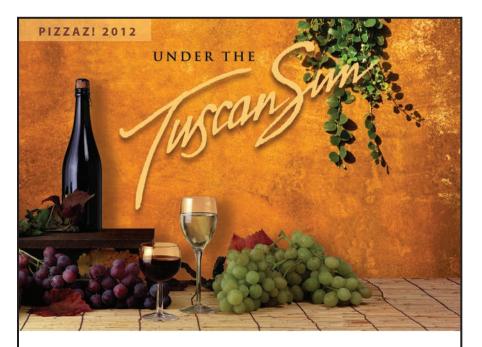












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Symplified's new CEO focuses on rapid growth

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

BOULDER — The new chief executive of Symplified Inc., a Boulderbased startup developing security tools for cloud, web and mobile applications, said his goal for Symplified is to quadruple its customer base within a year.

Shayne Higdon has taken over the CEO position and joined Symplified's board of directors.

Higdon will focus on accelerating the company's growth and strengthening its position in the identity and access management, or IAM, market.

"Symplified was an early disruptor and could be even more of a disruptor," Higdon said. His focus will be leveraging Symplified's early position in the market into something bigger.

"It's really about how do we put fuel on the fire in the right places to grow the company," he said.

Outgoing CEO and co-founder Eric Olden will become Symplified's executive chairman. Olden will remain involved in day-to-day operations regarding product strategy and development and Symplified's overall corporate vision, Higdon said.

Higdon said Symplified's strategy is to help companies feel comfortable and secure as employees use more cloudand web-based applications such as Salesforce and mobile devices and apps. Symplified provides security tools such as single sign-on capability, which gives users one secure identity across several programs and devices

Symplified's near-term goal is to expand the services it offers, Higdon

"Today the market really is about single sign-on," Higdon said. "I see us continuing to grow our portfolio to allow customers to move from single sign-on to auditing and compliance to (other services)," he said.

Higdon declined to discuss Symplified's revenue, its number of employees or number of customers.

In January, Symplified announced it had 3.8 million subscribers and had



Shayne Higdon, new chief executive of Boulder-based Symplified Inc., will focus on accelerating the company's growth and strengthening its position in the identity and access management market.

tripled revenue during 2011. IDG News Service recently reported Symplified had 80 employees in a questionand-answer story with co-founder and chief technology officer Darren Platt.

Symplified raised a \$20 million Series C round in January. In total, Symplified has raised \$38.8 million since 2009. The company was incorporated in 2006.

Higdon joins Symplified after working at Quest Software Inc. (Nasdaq: QSFT), an information technology-management company. Higdon was a Quest senior vice president and general manager, and was in charge of mergers and acquisitions, corporate strategy and investments for Quest.

Higdon's time at Quest made him well acquainted with Symplified. Quest was a strategic investor in Symplified's Series B round, and Higdon became an advisor to Symplified's board of directors.

"I've been intimately involved with the company and seen its skyrocketing growth," Higdon said.

Higdon will relocate to Boulder from California to take the job, he said.

Boulder County

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Heather Bulk, co-founder and chief executive of Boulder-based Special Aerospace Services LLC, uses employees and subcontractors to help clients solve problems that arise while working on aerospace projects, including meeting safety requirements, system engineering services and hardware development.

Boulder firm finding work in commercial space flight

SAS offers services to private, public sectors

BY HEATHER McWILLIAMS

news@bcbr.com

BOULDER — A vision of success that shoots for the stars requires big dreams. Boulder-based Special Aerospace Services LLC helps companies launch those dreams. With the space industry rocketing into new commercial territory, the possibilities for undiscovered opportunities are

Special Aerospace Services, founded in 2006, offers a variety of services to private companies, government agencies and departments in the aerospace industry.

"The company offers very senior, experienced individuals in human space flight system engineering and program engineering development," said Tim Bulk, co-founder and executive director for Special Aerospace Services.

The company uses employees and subcontractors to help clients solve problems that arise while working on aerospace projects, including meeting safety requirements, system engineering services and hardware development.

'Our passion is really to support space providers for NASA, the Department of Defense and commercial flight providers," said Heather Bulk, chief executive officer and cofounder of Special Aerospace Ser-

Space flight runs on three different models right now, said David Klaus, a University of Colorado associate professor of aerospace engineering sciences and the associate director of BioServe Space Technologies. The traditional NASA model, where the government-funded agency pays for and owns all equipment. The second is a hybrid or commercialized model where companies contract with NASA for specific services.

"NASA is providing some of the funding but the company is also putting in their own funds, and they will essentially own the space craft and sell the flights to NASA," Klaus said. NASA recently announced a new round of funding for this type of commercialized endeavor with Louisville-based Sierra Nevada Corp. being awarded a 21-month contract worth \$212.5 million.

While Special Aerospace Services doesn't name specific clients, they do work with companies locally, across the country and around the globe to

➤ See Space, 19A

RTD from 3A

not yet fully defined," Tonilas said. "We're not asking stakeholders to pay for that part of the study. That's on RTD's nickel."

RTD is asking stakeholders – especially in cities such as Longmont, Lafayette, Louisville and Broomfield - to split the cost of a wider look at the north and northwest ends of the system, she said. Tonilas reminded those who are resisting pumping more money into the stalled FasTracks plan for that area that "When you're a funding partner, you have a bigger seat at the table. To get this done, we need to get beyond the frustration. We're frustrated, too."





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Boulder's path to municipal utility still unclear

City, Xcel Energy may head to court over takeover bid

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

BOULDER — It has been 10 months since Boulder residents gave the city the authority to create a municipal utility, and the roles of major players on the local, state and federal levels remain unclear.

Last November, voters narrowly approved a ballot measure giving Boulder City Council the authority to create a city-owned utility. The city is required to meet several benchmarks related to reliability, rates and the amount of renewable energy used. Staff and outside consultants are working to see if a utility would be financially and technically feasible.

Creating the utility would require Boulder to obtain the existing distribution system from Xcel Energy Inc., which has vowed to fight Boulder's takeover.

Litigation in state court is a possibility if Boulder uses eminent domain to take the grid. Both Boulder and Xcel Energy agree the Federal Ener-

gy Regulatory Commission would decide what Xcel is owed for "stranded costs," investments it has made in Boulder that it would lose. But a recent case shows that the Colorado Public Utilities Commission, Xcel Energy's chief regulator, could be involved — although at this point even it is not sure what role it would take.

The PUC regulates private electric and gas utilities such as Xcel Energy.

the hook financially for incentives and programs used by Boulder customers.

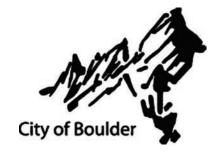
The PUC rejected Xcel Energy's request without prejudice, but it asked the parties involved to give their opinions on some vital questions, including how and when it should get involved in Boulder's municipalization effort. The PUC's questions indicated its interest was in making sure customers outside Boulder are not negatively impacted by Boulder's decision.

present the plan to the city council on Tuesday, Aug. 28, after the Boulder County Business Report went to press.

The plan outlines a rough timetable that would have Boulder complete its technical, legal and financial studies by early next year. At that point, the city council could decide if the plan is feasible and whether Boulder should take the initial legal steps to form a utility.



VS.



When Xcel Energy asks to raise rates or change the services it offers to customers, the three-person commission must approve the plan first.

Earlier this year, Xcel Energy asked the PUC to allow it to change the terms of the SolarRewards and demand-side management programs for Boulder customers. The company argued that Boulder's possible municipalization could leave Xcel Energy and its other customers on

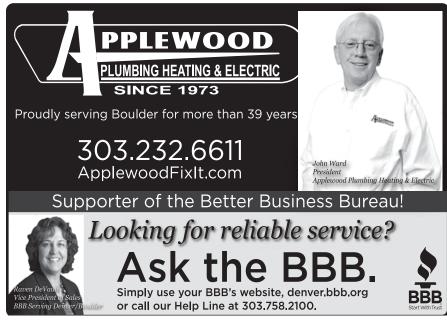
Not surprisingly, Xcel Energy and Boulder are on different sides, as legal opinions filed in mid-August show.

Xcel Energy still believes "the time to act is now," according to its response, but it outlined several points in the future where the PUC could act.

Xcel Energy based its findings on a work plan city staffed created that outlines how it is approaching municipalization. Staff was scheduled to Xcel Energy says in its filing that the plan puts Boulder on a "very aggressive timeline" and the city is showing no uncertainty or hesitation about forming a utility. The PUC should respond by engaging as soon as the city moves to the implementation phase, it said.

Boulder says the time for the PUC to act is much farther down the road, after the city has decided whether

➤ See Utility, 18A



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Elizabeth Vasatka, from Boulder's Local Environmental Action Division (LEAD) will provide an overview of the city's evolving interest in helping commercial property owners move toward greater energy efficiency and will introduce a new voluntary benchmarking pilot program.

When: September 6, 2012 Noon -1pm Where: REI Community Room

1789 28th St Boulder, Colorado 80302

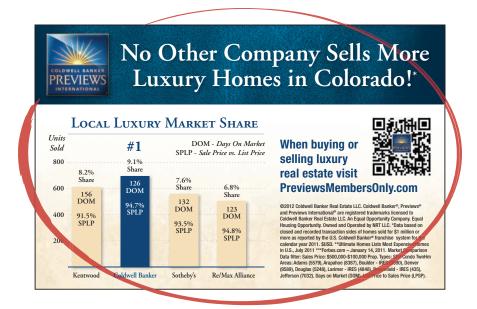
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Centennial muscles into market with Millennium

entennial Bank — including a local downtown location at 2500 Broadway in Boulder — just got a little more muscular.

Centennial Bank's Denver-based parent holding company CIC Bancshares Inc. recently completed a merger with Edwards-based Millennium Bancorp Inc.

The combined operation has about \$400 million in assets and nine branches, including one in Boulder. Centennial Bank is the moniker of the combined operation.

Longtime local banker Charles Holmes is at the helm of the local Boulder branch, which opened in February. His sweet spot is making small-business loans of \$500,000 to \$3 million.

Before the merger, the bank reported about \$140 million in assets.

Congrats to Coleman

Congratulations go to Joe Coleman, who is now the JPMorgan Chase & Co. business banking market manager for Colorado, overseeing 55 Chase bankers around the state and close to 100,000 small-business customers.

Coleman's previous title was area manager for Northern Colorado business banking and senior vice president for Boulder County and the region.

Coleman is bullish on small-business lending across the state.

He'll get to watch it for now from his downtown Boulder office at 1301 Canyon Blvd.

Summer lending activity has been strong — up 28 percent in Colorado in the second quarter, Coleman said. Chase does not release specific rev-

enue figures. "There's

increased opti-

mism in the

business com-



BANK NOTES
Beth Potter

munity and strong outreach from our bankers in being able to convert new lending opportunities into

booked loans," Coleman said.

Companies in Boulder County's well-known outdoor-recreation industry have been a driver of the increased loan activity, as have some medical companies and some owner-occupied new construction, Coleman said.

"Individual companies are seeing stronger balance sheets," Coleman said, "which translates into a willingness to invest in their businesses."

'Healthy' funding

Natural and organic food companies in the region have a new \$2.2 million pot of cash to tap.

Companies can get small-business loans of up to \$250,000 each from

the new Colorado Fresh Food Financing Initiative program, said Ceyl Prinster, president and chief executive officer at the Colorado Enterprise Fund, a Denver-based funding group that's done quite a bit of work in the Boulder area in the past.

The idea is to loan more money to local small farmers, as well as the farmers' markets and food cooperatives where they sell their food, so that more fresh food can get out to low-income customers, Prinster said. Such enterprises can come to her agency for help if they don't qualify for traditional bank loans, Prinster said. Small grocers also are being targeted, she said.

"The whole program is about improving food access," Prinster said.

The Colorado Enterprise Fund also has money available in the form of working capital, inventory loans, equipment loans and commercial real-estate loans.

SBA update

Loans continue to flow to local companies from the federal Small Business Administration.

Boulder County companies received about \$13 million in SBA loans in the past three months or so, based on statistics from the state office.

Mornings with Charlie

Finally, a few Silicon Valley Bank

bankers in Broomfield now are working in Boulder on Wednesday mornings — at the co-working office space Scrib at 2060 Broadway, to be exact.

Bankers can help entrepreneurs develop financial models for new companies or introduce them to new potential investors, said Charlie Kelly, head of the central division of the bank's venture capital services team in Broomfield.

"Working with Scrib, we will have the opportunity to be there when inspiration strikes," Kelly said in a press statement.

Silicon Valley Bank is the Santa Clara, California-based bank subsidiary and commercial banking operation of SVB Financial Group (Nasdaq: SIVB) in London. In Broomfield, eight people work in the division headquarters, while another 50 or so support clients across the country.

What are the target industries for these bankers? Across the globe, Silicon Valley Bank does financial work for technology companies, lifesciences companies, clean technology companies (the label given to alternative energy companies) and venture-capital companies. Also featured on the company website are "premium wine businesses."

Cheers!

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



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

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Company contact phone and e-mail	Source of financing
CEO	2011 revenue from product or service
Describe the product or service in detail**	Name of nominator
	E-mail

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

Return the nomination form to: Doug Storum, the Boulder County Business Report, 3180 Sterling Circle, Suite 201, Boulder, CO 80301-2338

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Aerospace leaders wary of looming cuts

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

BOULDER — The looming threat of drastic cuts to defense spending and federal restrictions on exporting aerospace technology are major challenges faced by Colorado aerospace companies, industry leaders told a highranking government official Aug. 22.

Francisco Sanchez, U.S. undersecretary of commerce, visited Ball Aerospace and Technologies Corp. for a roundtable on the importance of aerospace and defense-industry exports. Sanchez' focus at the Department of Commerce is international trade, and the visit was part of the department's "Made in America" tour.

This is an uncertain time for a growing industry, said Steve Eisenhart, the Space Foundation's senior vice president for strategic and international affairs. The Space Foundation is a nonprofit advocacy group headquartered in Colorado Springs.

"We are facing a perfect storm in the coming year," Eisenhart said. The chief worry is potential budget cuts known as "sequestration," which could cut \$500 billion from the defense budget in 2013.

The cuts could lead to mass layoffs across the industry, said Joseph Lehman, an aerospace consultant with Lehman Strategies LLC.

"The president and Congress have not shown a sense of urgency that we



Francisco Sanchez, U.S. undersecretary of commerce, said Washington recognizes there is great potential in overseas markets for aerospace and defense companies, but lawmakers are wary that exported technology could be converted to military use and used against the United States.

feel in the industry," Lehman said.

Sanchez acknowledged the problem. His view is that the cuts will be changed before they go into effect, but most likely through a temporary solution passed by a lame-duck Congress after the election.

"Congress will do what it needs to do," Sanchez said. "Unfortunately, it won't be in a timely manner.

"It's pretty dangerous to predict anything in Washington these days,

but if I had to bet I'd say they'll fix it (during the lame duck session) to allow the new Congress to fix it."

Patrick Kelly, the United Launch Alliance's director of global trade controls, asked Sanchez whether it is realistic to expect the government to change strict export regulations. The restrictions exist because of concerns that foreign companies could use exported equipment and technology for military use, which makes reforming them politically sensitive.

Reforming the policies requires the cooperation of the departments of Defense, State and Commerce, Sanchez said. Officials are working on modifications and have made some proposals to Congress, he said.

Washington recognizes there is great potential in overseas markets for aerospace and defense companies, Sanchez said. But lawmakers are wary that exported technology could be converted to military use and used against the United States.

"It is first, second, third, fourth and fifth about national security," Sanchez said.

The civil, commercial and military aerospace industry is one of the most important sectors in Colorado, according to Vicky Lea, Metro Denver Economic Corp.'s aviation and aerospace industry manager. The average salary in the industry is \$140,000, she said, which is the highest average wage for an industry in Colorado.

Natural pet products in Whole Foods' stores

BY BUSINESS REPORT STAFF

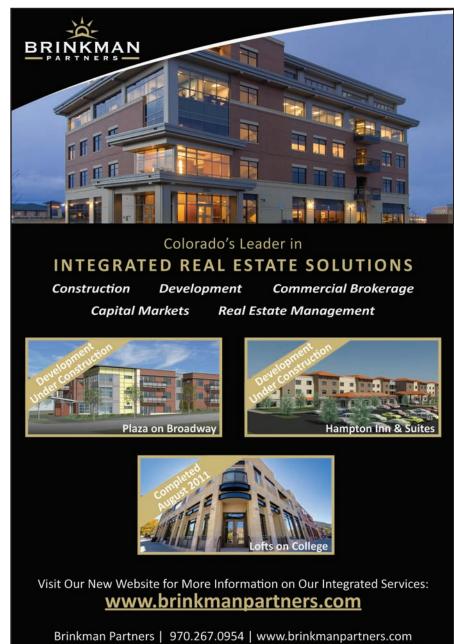
news@bcbr.com

BOULDER — An online petcare store based in Boulder that recently introduced the "I and love and you" brand has launched its new line of products into 26 Whole Foods Market stores in the region, the company announced Monday.

"I and love and you" is a line of 55 natural pet products formulated by a holistic veterinarian. The product line includes pet food, treats, vitamins and nutritional supplements, grooming care, and flea and tick protection.

Only Natural Pet Store's chief executive Marty Grosjean created "I and love and you" along with Brendan Synnott, founder of Bear Naked granola; Chris Bentley, cofounder of Aspen Pet; and Steve Ball, former brand manager at Nestle, General Mills and Small Planet Foods. Revelry Brands, owned by Synnott, invested \$3.5 million in the company earlier this year.

The company has one retail location in Boulder. "I and love and you" products are made with premium ingredients and are free of any artificial preservatives, colors, additives and fillers, according to a company press statement. The products are created in the United States.



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RANK Prev. rank	Company	No. groups in force No. employees covered No. licensed producers Represent all Colorado carriers?	Members of CSAHU** Combined years licensed experience Specialize in min./max. size groups HR/admin support?	Person in charge Year founded Website
4	VOLK & BELL BENEFITS LLC 2040 Terry St., Suite 101	670 10,000	Yes 250	Clair Volk, manager John Bell, principal
		·	1/750	John Bell, principal 1987
011 Rank: 1	Longmont, CO 80501 303-776-3105	15 Yes	Yes	www.vbbenefits.com
	DAVID A. MARSHALL & ASSOCIATES	482	Yes	Dorothy Marshall, vice president
)	2150 N. Sixth St., Suite E	7	119	David A. Marshall, president
	Broomfield, CO 80020	6	1/500	1991
111 Rank: 3	303-516-0522/303-516-0246	Yes	Yes	www.davidamarshall.com
	FIRST MAINSTREET INSURANCE LLC	453	Yes	Kurt Mann, chief benefits consultant
3	275 S. Main St.	4,303	93	1905
	Longmont, CO 80501	22	4/500	www.firstmainstreet.com
111 Rank: 5	303-776-5122/303-776-5495	Yes	Yes	
<u> </u>	BLILEY INSURANCE GROUP LLC	300	Yes	John H. Bliley, owner
4	4730 Table Mesa Drive, Suite G-200	N/A	N/A	1977
11 Rank: 8	Boulder, CO 80305	3 Yes	1/500	wwww.blileyinsurancegroup.com
I I I I I I I I I I I I I I I I I I I	303-494-8866/303-499-9853	res	Yes	
	HOFGARDBENEFITS	270	Yes	James Marsh, president
5	5353 Manhattan Circle, Suite 200	1,750	N/A 1/1500	1956
11 Rank: 6	Boulder, CO 80303 303-442-1000/303-449-0243	2 Yes	1/1,500 Yes	www.hofgard.com
I I naik. 0	303-442-1000/303-449-0243	res	165	
	PROFESSIONAL FINANCIAL SPECIALISTS INC.	150	Yes	Regan Turner, president
5	4735 Walnut St., W-200	N/A	N/A 1/500	1988
11 Rank: 2	Boulder, CO 80301 303-444-1234/303-444-6124	6 Yes	1/500 Yes	www.psfi.net
TT Natik. 2	303-444-1234/303-444-0124	ies	165	
7	SABO FINANCIAL GROUP INC.	70	Yes	Steven Sabo
/	5360 Arapahoe Ave., Suite G	400	33	1989
11 Rank: NR	Boulder, CO 80303 303-938-2690/303-444-2716	2 Yes	2/49 Vos	www.sabofinancial.com
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	TAGGART & ASSOCIATES	N/A	No No	Denise Dougherty, employee benefits department manager
3	1600 Canyon Blvd.	N/A	N/A	Mike Taggart, president
	Boulder, CO 80302	3	5/500	1933
111 Rank: 9	303-442-1484/303-442-8822	Yes	Yes	www.taggartinsurance.com

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

Researched by Mariah Gant

Source: Business Report Survey

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FOCUS: SOCIAL MEDIA

10 Tips to a winning social-media strategy

Every business knows about social media. Many businesses have some sort of social media presence. But very few have implemented a comprehensive and successful social media strategy that maximizes benefits and mitigates risks.

Why is this?

The answer is simple: The Three "C's."

Most businesses take an approach to social media that is often too narrow. They are far too worried about content and not focused enough on context and conditions.

They view social media solely based on Facebook or Twitter content, which they believe is just a marketing, public relations and website function. But to be truly successful, social media needs to be implemented at the senior level and trickle down into the DNA of the entire organization as a core competence.

Senior leaders must understand the context of the environment in which social media operates. This means understanding their industry, their competition and their internal environment. Then they must be responsible for creating the Conditions necessary for its successful implementation in their organization.

Of course, Facebook and Twitter will be an integral part of any good strategy, but in today's business community there must be a more holistic approach to answer the tough questions executives are faced with, such as:

How does this help achieve my business goals? What are the benefits and how do I manage the risks? How do I write a social companywide media policy, enforce it and update it? How do I get everybody on the same page?

Here are 10 tips to help business leaders understand the three C's and succeed in social media:

Get with the program: Social media is here to stay. Think of how far it has come in the last five years and then imagine where it will be in the next five. Embrace it or be left

behind.



GUEST OPINIONSteve Nicholls

Be the architect, be the leader: As the CEO or leader you need to create a vision of what social media looks like for your entire organization – just like

an architect has a model of the building that he is going to construct. Really support social media at the senior level not just the people that look after your website.

Understand culture, mindset: Defense contractors, for instance, will have more of a closed culture because of the nature of their business as compared with a company with a Silicon Valley feel to it. Opening a company's culture is perhaps the greatest challenge a CEO faces. Banning social media is not a solution any longer, even autocratic political regimes have failed to do so, but using it within a conducive yet regulated cultural framework is the ideal response to the Internet revolution.

Create common language: This is crucial so that everyone companywide knows their part and what they are trying to achieve. Create a common language so that everyone can participate in the discussion, not a just a few experts who know the jargon.

Achieve your business goals:

SENIOR LEADERS MUST UNDERSTAND THE CONTEXT

of the environment in which social media operates. This means understanding their industry, their competition and their internal environment. Then they must be responsible for creating the Conditions necessary for its successful implementation in their organization.

Create social media goals in the context of how they will achieve the business goals. The organizational goal could be to increase the repeat customer percentage in order to increase revenue by a predetermined percentage. Another goal could be to have a more effective customer relationship management strategy. You need to develop the social media strategy to support your goals.

Understand benefits: Most view social media as a way to interact directly with customers. In addition to that function, there are other business opportunities that can benefit your company both internally and externally through communication, collaboration, collective intelligence and community opportunities.

Avoid dangers of dark side: Social media can open a company up to danger and risk including security issues, PR issues and human resources issues. While these risks are very real, it is essential not to let them inhibit progress. Social media is too important in global culture. The key is to develop a sound social media policy that identifies the risks and mitigates them.

Craft strong policy: Work with legal and social media experts to develop a safe and effective social media policy that makes clear what is and is not acceptable. This will protect the organization and the employees while maximizing benefits and mitigating risks. Just because a policy is written does not mean it will be followed. Many "unwritten" rules will take shape and the company needs to be vigilant and continuously reshape policy to match what is happening "on the ground."

Have step-by-step formula: A winning social media strategy will be one that is adaptable, implemented step-by-step and is an ongoing model within the context of the organization that sets the right conditions for successful implementation.

Time: Rome was not built in a day, and the same goes with social media. Time is the most significant cost. Implementing a social media project hastily may bring more problems than benefits, which is why CEOs need to weight the time factor properly and make sure the project is carefully studied before and during its application.

Steve Nicholls is the author of the best-selling "Social Media in Business," international speaker, and social media strategist who helps business executives implement a winning social media strategy into their organization.





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TECHNOLOGY

13A | Data-Storage Companies

FOCUS: DATA STORAGE



COURTESY DOT HILL SYSTEMS CORP.

The AssuredSAN Pro 5000 is Longmont-based Dot Hill Systems Corp.'s newest data-storage product. It is designed to provide intelligent, real-time tiered storage.

Dot Hill regroups to focus on growth

Longmont-based data-storage firm's plan: Get back to basics

BY DOUG STORUM

dstorum@bcbr.com

LONGMONT — Data-storage firm Dot Hill Systems Corp. is implementing a plan announced at the start of the year that includes winding down its unified virtual storage business in order to focus investments on core storage opportunities that could result in strong revenue growth in 2013.

Dot Hill (Nasdaq: HILL) reported revenue of \$47.8 million but recorded a loss of \$5 million for the quarter ending June 30. Chief executive and president Dana Kammersgard believes the new plan, which includes the launch of new storage products, will strengthen the Longmont-based company's financial future.

The Longmont-based company has signed contracts with a number of new original-equipment manufacturers and channel partners to push Hill's forthcoming data-storage products for midrange computers.

In general, midrange refers to computers that are more powerful and capable than personal computers but less powerful and capable than mainframe computers.

Historically, midrange computers have been sold to small- to mediumsized businesses as their main computer and to larger enterprises for branch or department-level operations.

"Early results from investments give me greater confidence today that we will indeed start to see tangible returns on our investments beginning in 2013," said Kammersgard. "Our growth will likely **66** Early results from investments give me greater confidence today that we will indeed start to see tangible returns on our investments beginning in 2013.

Dana Kammersgard
CHIEF EXECUTIVE AND PRESIDENT,
DOT HILL SYSTEMS CORP.

come from our forthcoming midrange products, from new OEM prospects, from competitive consolidation and from continued channel sales traction."

New offerings

Several key channel partners have signed on to support the company's two new storage offerings — the Assured-SAN Pro 5000 Series and the Assured-SAN 4000 Series.

The AssuredSAN Pro 5000 Series is a midrange storage product that takes tiered storage and data access to a new level, beyond automated tiering to real-time data tiering.

The AssuredSAN 4000 Series is a next-generation, storage solution designed to deliver greater reliability and improved streaming throughput to meet the demanding performance requirements of customers in the business intelligence, media and entertainment, telecom, high-performance computing and cloud storage markets.

"We developed the AssuredSAN Pro 5000 Series to address the top storage issue in most data centers, which is managing storage growth," said Jim Jonez, senior director of

marketing for Dot Hill. "This product is seriously smart storage, using realtime analysis and data movement to completely automate storage management."

Dot Hill is introducing the Assured-SAN Pro 5000 Series through channel partners who offer organizations ready-to-go solutions. The move is designed to broaden the reach of Dot Hill and its channel partners into the midrange storage market.

"Our channel partners play a vital role in creating integrated hardware and software go-to-market solutions," said Brad Painter, vice president for channel sales for Dot Hill.

Dot Hill Connections channel partners are required to complete Dot Hill sales and technical training.

New territory

"Dot Hill is changing the way companies manage storage, by providing not just automated, but autonomic, tiered storage solutions that move data in real time," said Charles Bass, vice president for alliances at Promark Technology. "Today's automated tiered storage products ... are not able to quickly adapt to data access spikes in real time. The Dot

Hill AssuredSAN Pro 5000 Series, however, is suitable for many applications such as ticket sales, news sites, video hosting sites, Twitter feeds and others that can experience huge volumes of spur-of-the-moment activity."

Rick Crane, CEO and president at Pac Data, said that traditionally, storage companies have designed their products with high bandwidth to move large files or high speeds to manage high-volume transactions.

"The Dot Hill AssuredSAN Pro 5000 Series and the AssuredSAN 4000 Series address both of these requirements concurrently," he said.

Dot Hill's AssuredSAN Pro 5000 Series is able to identifying data hot spots, segments of data that can experience sudden increases or decreases in user access. Data can be very hot one hour and cold the next hour, or even the next minute. Common examples of hot-spot scenarios include email, web servers, airline and event ticketing, customer databases, university class registration, tax preparation, financial and accounting databases.

Brian Garrett, vice president of the Enterprise Strategy Group, which conducts equipment analysis, said testing showed significant response time improvements for business critical application workloads including email, database queries and online ordering.

According to International Data Corp., a market research and analysis firm specializing in information technology, the midrange storage market increases Dot Hill's potential total addressable market for 2013 from \$4 billion to nearly \$10.6 billion.

DATA-STORAGE COMPANIES

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

RANK	Company	Revenue 2011 Revenue 2010	No. employees in Boulder & Broomfield counties Employees companywide	Products/Services	Headquarters Public/Private Stock exchange:Stock ticker	Person In Charge Year Founded Website
1	IBM CORP. 6300 Diagonal Highway Boulder, CO 80302 303-924-6300	\$106,900,000,000 \$99,870,000,000	3,4001 433,362	Computer software, hardware and services.	Armonk, New York Public NYSE:IBM	Pete Lorenzen, Boulder senior location executive 1911 www.ibm.com
2	ORACLE 500 Eldorado Blvd. Broomfield, C0 80021 303-464-4000/303-272-9065	\$35,622,000,000 \$26,820,000,000	N/A 115,000	Computer software, hardware and services.	Redwood Shores, California Public Nasdaq:ORCL	Lawrence J. Ellison , CEO 1977 www.oracle.com
3	SEAGATE TECHNOLOGY LLC 389 Disc Drive Longmont, CO 80503 720-684-1900	\$11,000,000,000 \$11,400,000,000	1,120 N/A	Hard disk, solid state and hybrid drives. storage solutions for enterprise, desktop, mobile computing, consumer electronics and retail markets.	Cupertino, California Public Nasdaq:STX	Steve Luczo, CEO 1979 www.seagate.com
4	WESTERN DIGITAL CORP. 1951 S. Fordham St. Longmont, CO 80501 720-494-1949	\$9,526,000,000 \$9,850,000,000	N/A 103,111	Hard drives for personal computers.	Lake Forest, California Public NYSE:WDC	John F. Coyne, CEO 1970 www.wdc.com
5	LSI ESG 5400 Airport Blvd., Suite 100 Boulder, CO 80301 303-449-2228/303-381-4348	\$2,043,958,000 \$1,869,654,000	N/A 4,588	Designs and manufactures high-performance modular enterprise storage platforms and storage management software.	Milpitas, California Public NYSE:LSI	Abhijit Y. Talwalkar, CEO 1972 www.lsi.com
6	QUANTUM CORP. 1172 Century Drive, Suite 280 Louisville, CO 80027 720-406-5700/720-406-5792	\$657,000,000 \$672,270,000	48 2,000	Proven global expert in data protection and big data management, providing specialized storage solutions for physical, virtual and cloud environments.	San Jose, California Public NYSE:QTM	Jon W. Gacek, president, CEO 1980 www.quantum.com
7	DOT HILL SYSTEMS CORP. 1351 S. Sunset St. Longmont, CO 80501 303-845-3200/303-845-3655	\$197,461,000 \$252,490,000	322 322	Designs and delivers storage networking solutions to channel partners worldwide. Products include the SANnet II family of storage systems and RIO Xtreme storage solutions.	Longmont Public Nasdaq:HILL	Dana W. Kammersgard, CEO 1999 www.dothill.com
8	QUALSTAR CORP. 5480 Valmont Road Boulder, CO 80301-2367 303-444-1012	\$18,302,000 \$15,270,000	N/A N/A	Tape library data-storage systems, tape drives and utility software.	Simi Valley, California Public Nasdaq:QBAK	Lawrence Firestone, CEO 1984 www.qualstar.com
9	ROCKYNET INC. 382 S. Arthur Ave. Louisville, CO 80027 303-444-7052/303-786-9102	\$1,200,000 \$2,600,000	10 N/A	Data Center specializing in colocation, managed servers and virtual cloud machines. We provide 24-7-365 onsite support, multiple GigE ports and UPS/Generator power.	Louisville Private N/A:N/A	Paul Mako, CEO, president 1996 www.rockynet.com
10	INTELLIPROP INC. 105 S. Sunset Street, Suite N Longmont, CO 80501 303-774-0535/303-774-0535	\$1,000,000 \$1,000,000	10 10	Provider of SATA, SAS and RAID-based IP Cores, Bridges, Port Multipliers. ASIC and FPGA customized designs. Provider of SSD Chip.	Longmont Private N/A:N/A	Ami Patel, general manager 1999 www.intelliprop.com
11	ISUPPORTU LLC 1825a Pearl St. Boulder, CO 80302 303-351-1787	\$412,500 \$127,000	10 10	Business IT support/ consulting, website design, computer/phone repair, phone systems.	Boulder Private N/A:N/A	Shaun Oshman, founder, CEO 2009 http://isupportu.biz
NR	SPECTRA LOGIC CORP. 6285 Lookout Road Boulder, CO 80301 303-449-6400/303-939-8844	N/A2 N/A	355 N/A	Defines, designs and delivers innovative data protection through tape, de-duplication and disk-based backup, recovery and archive storage solutions.	Boulder Private N/A:N/A	Nathan C. Thompson, CEO, chairman 1979 www.spectralogic.com

1 IBM will only release statewide employment. Employment listed here is a Business Report estimate.

2 Spectra Logic Corp. declined to provide revenue figures.

Source: Business Report Survey

CHOCOLATE from 3A

developed by the Maya."

He described heritage cacao as fragile, highly susceptible to pests and lost in part to hurricanes.

"We found these rows of heritage cacao on an isolated farm," he explained. "Our goal is to grow robust hybrids by planting these seeds alongside other plants.

"Most small-artisan companies in the United States use the beans, but we're starting a tree."

Unlike a lot of chocolate producers, Nova Monda leaves a lot of production to the communities that grow the cacao trees.

"Traditionally, seeds are taken out, and the pulp around the seeds is put in a box, fermented, dried and then shipped to chocolate companies," Bradfield said.

The product is then roasted, seeds are crushed, and husks around them are blown away.

"We reduce the weight, volume and shipping expenses as well as create jobs for people there," he added, explaining that his company purchases the chocolate paste and powder after those communities complete these parts of the process.

Nova Monda chocolates include soy, nut and dairy-free options as well as vegan products — all ranging from \$1.50 to \$35. They include cocoa powder, which is created by separating cacao oil from the whole bean, and cacao beans. Chocolate bars will be

added in the fall.

Bradfield credits his part of the business to advice from an entrepreneurial friend who suggested mentoring other entrepreneurs. His background includes serving in the Marines, working with Steve Jobs at NeXT Computer and owning a chain of wireless retail stores.

As principal backer of Nova Monda, Bradfield tags startup costs at "a couple of hundred thousand dollars." Friends and family have been primary contributors with angel investors in the near future.

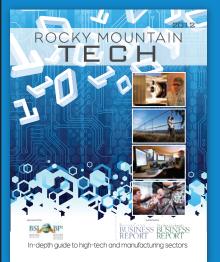
"Foundationally, we need products that consumers like," he said. "There are lots of companies out there that don't provide a taste experience that delights, and that's something we want — for our customers to have a uniquely wonderful chocolate experience.

"A business isn't sustainable in its own right, however, unless it makes money."

With Nova Monda products available in 14 outlets nationwide as well as through the company's website, reaching that goal is within sight.

"This year sales will be five times more than last year, and we expect to triple sales in 2013 with the introduction of the bars. We'll be cash-flow neutral by 2013."

With eight employees, including the three partners, Nova Monda produces its chocolate products in a commercial kitchen in Lafayette.



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- More than 48% of BCBR readers utilize the Rocky Mountain Tech publication throughout the year.

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Chamber plans membership drive

Business, community leaders captain teams in competition



Fourteen business and community leaders in Boulder have volunteered to lead teams tasked with building the Boulder Chamber's membership base. The drive, in the form of a competition between teams, will take place Sept. 25-26. Participating as team leaders are: back row, from left, Mike Bohn, Bruce Dierking, Anne Heinz, Peter Braun, Elizabeth Dining, Stephen Tebo and Irene Shaffer. Front row, Frank Bruno, Barb Truan, Emily Ditty, Lou Della Cava, Pat O'Brien. Not pictured are John Tayer and Donatella Scanniello. If you would like to get involved in the membership drive, contact Jane Lewis, memberaervices@boulderchamber.com, call 303-938-2070 or the chamber office at 303-442-1044.

RACE from 1A

from out of town.

Separately, organizers said beforehand that they would hand out 30,000 free wristbands to people who hiked up Flagstaff Mountain to watch. Some workers at businesses on Pearl Street said it was the busiest they had seen the city in the past year.

"The thing to remember is, with the economic and fiscal impact from the visitors, there is more benefit to the city than just the visitor spending number," Lewandowski said. "There's the 'Boulder brand,' and the advertising that took place as it was televised."

Streams of people, some in Spandex, others in capes and other costumes, rode their bikes or hiked up the closed Flagstaff Road to watch the race finish. Scores took in the race on gigantic TVs set up on the street and strolled around to race-related booths on the east end of the Pearl Street business district.

"It certainly was packed. It was extremely crowded," said Sean Maher, executive director at Downtown Boulder Inc., the business organization.

Full Cycle Inc. sold large numbers of bike locks and a surprising number of bicycles that day, said Josh Nolff, sales manager. Sales of branded jerseys and other apparel were hot as well, Nolff said. The day of the bike race was "busy," but also pretty typical for a Saturday in late August or early September, Nolff said.



Bicycle racers blur by onlookers in Boulder during the Pro Challenge. Crowds in both Boulder and Lyons reportedly were well-behaved and traffic control seemed to operate smoothly. The economic impact of the race still is being tallied.

"The big seller was locks. People got downtown and realized they

At Buffalo Exchange consignment didn't have a lock with them," Nolff said. "There were a lot more locals in our front door, I think, than folks from out of town."

Sales of official USA Pro Challenge race apparel came to about \$4,500 in Boulder, according to figures from

Nearby, Ted's Montana Grill Inc. restaurant was doing a brisk business with fresh-squeezed lemonade sold on the sidewalk, said proprietor

Lavonne Prescott.

shop, the number of people through the door was lower than normal for a Saturday, however, said Marika Evanger, store manager.

"It's worth the sacrifice for a day," Evanger said. "I've never seen this many people on Pearl Street, so it's bittersweet. I wish more people would come inside."

The women's sports clothing store Title Nine saw more customers, but sales were "pretty normal," said Sarah

Shea, a sales associate. "It's been fun. People are coming in in their biking gear," Shea said.

Food and drink were big sellers up and down Pearl Street, as were cowbells to ring at the finish. Hotel rooms were estimated at 89 percent capacity late Friday before the race.

In Lyons, the number of people who came to town to watch the race was "unbelievable," said Jacque Watson, economic development and communications manager. Boulder paid an estimated \$250,000 to be a host of the event; Lyons was a pass-through town on the loop, Watson pointed out. A large number of people already were in Lyons for the Kinfolk Celebration music festival, and they may have swelled numbers on the streets as well, she said.

"It was claustrophobic on both sides of the street (when the race came through town)," Watson said. "Physically, it was unbelievable, at three deep to four deep."

Crowds in both Boulder and Lyons seemed to be well-behaved and traffic control seemed to operate smoothly, Lewandowski and Watson said.

A final economic tally of the race's economic impact across the state is expected to be released in the next few weeks by the race-hired, St. Louis-based research group IFM Global. Last year's inaugural event drew an estimated 1 million spectators, delivering an \$83.5 million economic impact to the state.

REAL ESTATE & DEVELOPMENT

16A | Top quarterly leases

17A | Commercial vacancy rates

18A | Commercial property sales

Hines completes Class A office building

EOS at Interlocken built on speculation touts green features

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

BROOMFIELD — The team behind the new EOS at Interlocken has finished its 186,000-square-foot Class A office building. Now its job is to fill it.

Hines, a Houston-based realestate investment and develop-

ment company, opened the doors to EOS on Thursday, Aug. 16, hosting a reception for real estate professionals and officials from the city and county of Broomfield.



Hines

The four-story building at 105 Edgeview Drive is touted by Hines and CBRE, which is listing it, as "the 'greenest' office alternative for all of the Northwest Submarket." The U.S. Green Building Council is reviewing the building for LEED certification, and it could receive a platinum rating, CBRE senior vice president J. David Hart said. Hart and Chris Phenicie, also a CBRE senior vice president, are representing Hines in the search for a tenant.

Hines is touting EOS' solar pan-



WWW.BCBR.COM

DOUG STORUM

EOS at Interlocken is a new 186,000-square-foot Class A office building built by Hines, a Houston-based real-estate investment and development company. Hines is seeking a LEED platinum rating from the U.S. Green Building Council. Green features include electric-vehicle charging stations.

els, electric-vehicle charging stations and the salvaged wood it used in the lobby, taken from trees killed by pine beetles. The company also is playing up the environmental angle in the property's name, which Hart said is an acronym for Environmental Office Space but also is the name of the Greek goddess of the dawn.

The project is valued by the city of

Broomfield at \$12.6 million, according to building department records. The building was designed by Forum Architects of St. Louis, and Whiting-

➤ See Office, 16A



COURTESY CONFLUENCE COS. LLC

Confluence Cos. LLC plans to break ground by the end of August on North Main at Steel Ranch, a 228-unit luxury apartment complex in the Steel Ranch development in Louisville. The complex will have seven buildings, and the first building is expected to be ready for tenants early next summer.

Luxury apartments coming to Steel Ranch in Louisville

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

LOUISVILLE — Work is about to begin on the final two major residential developments in Louisville, including a \$36 million luxury apartment complex.

Golden-based Confluence Cos. LLC plans to break ground by the end of August on a 228-unit luxury apartment complex in the Steel Ranch development. The complex will have seven buildings, and the first building is expected to be ready

for tenants early next summer, said Tim Walsh Confluence's president.

Confluence is branding the complex North Main at Steel Ranch. The project is at the northwest corner of Colorado Highway 42 and South Boulder Road.

Confluence plans to capitalize on Louisville's growing reputation for its quality of life, great schools and easy access to Boulder and Denver, Walsh said.

"We really liked Louisville as a great little small town, with a

➤ See Luxury, 17A

TOP 10 OFFICE LEASES IN BOULDER AND BROOMFIELD COUNTIESApril 1 to June 30, 2012

Broomfield Jones Lang LaSalle; Joe Heath, Don Misne Jones Lang LaSalle; Joe Heath, Don Misne Jones Lang LaSalle 3 Ames Construction Inc. 20,434 500 Eldorado Blvd., Broomfield 4 Trimble Navigation Ltd. 14,806 4730 Walnut St. No. 200, Boulder Nate Litsey, W.W. Reynolds Cos.	
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Broomfield 4 Trimble Navigation Ltd. 14,806 4730 Walnut St. No. 200, Boulder Nate Litsey, W.W. Reynolds Cos. 5 Zia Consulting Inc. 13,120 5525 Central Ave., Boulder Becky Callan Gamble, Hunter Barto, Dryden Dunsmore, Dean Callan & Co., Scott Garel,	
No. 200, Boulder Nate Litsey, W.W. Reynolds Cos. 5 Zia Consulting Inc. 13,120 5525 Central Ave., Boulder Barto, Dryden Dunsmore, Dean Callan & Co., Scott Garel,	S
Boulder Dunsmore, Dean Callan & Co., Scott Garel,	
Ashley Overton, Keys Commercial	
6 Lijit Networks Inc. 13,100 1710 29th St., Boulder James Jon Ditzel, Freeman Myre Inc.; Boulder JT Fulton, Macerich	
7 Aurora Organic Dairy Corp. 14,806 1919 14th St., Chad Henry, Nate Litsey, W.W. Reynolds Cos. Boulder	
8 OmniVision 11,851 1450 Infinite Dr., Alex Hammerstein, Marty Knape, Bob Steir Technologies Inc. Louisville CBRE Inc.; Michael Crane, Jones Lang LaSa	,
9 Gnip Inc. 10,814 1050 Walnut St., Alex Hammerstein, Marty Knape, CBRE Inc.; Boulder Becky Callan Gamble, Hunter Barto, Dean Calla	ın & Co
10 RoomLinx Inc. 10,499 11101 W. 120th St., Colorado Group; Chris Phenicie, J. David H Broomfield Joe Serieno, CBRE Inc.	art,

TOP 10 INDUSTRIAL LEASES IN BOULDER AND BROOMFIELD COUNTIES

	oril 1 to June 30, nant	Square	Address	Listing / Selling
		Footage		Agency- Broker(s)
1	EnerSys Advanced. Systems Inc	29,114	1751 S. Fordham St., Longmont	Scott Garel, Newmark Knight Frank Frederick Ross, Becky Callan Gamble, Dean Callan & Co.; Robert Kontour, UGL Equis
2	Adams Polishes Inc.	16,540	587 S. Taylor Ave., Louisville	Jason Kruse, The Colorado Group Inc.; Dean Callan & Co.
3	Arete Associates	12,300	2500 Trade Centre Ave., Longmont	Scott Garel, Newmark Knight Frank Frederick Ross, Becky Callan Gamble, Hunter Barto, Dryden Dunsmore, Dean Callan & Co.; Corporate Realty Associates Inc
4	Upslope Brewing Co.	12,150	1898 S. Flatiron Court, Boulder	Becky Callan Gamble, Hunter Barto, Dryden Dunsmore, Dean Callan & Co., Scott Garel, Newmark Knight Frank Frederick Ross; Wade Wimmer, Brady Alshouse, Jones Lang LaSalle
5	Boomerang Enterprises Inc.	11,200	1401 Ken Pratt Blvd., Longmont	Jason Kruse, The Colorado Group Inc.; Prudential
6	Corab USA Inc.	10,000	685 S. Arthur Ave., Louisville	Tom Newman, Freeman Myre Inc
7	Boulder Path Inc.	9,820	1500 Cherry St., Louisville	Todd Walsh, The Colorado Group Inc
8	Community Hospital. Assoc	8,826	2000 Central Ave., Boulder	Wade Arnold, Scot Smith, Steve Johnson, The Colorado Group Inc.; Becky Callan Gamble, Hunter Barto, Dryden Dunsmore, Dean Callan & Co., Scott Garel, Newmark Knight Frank Frederick Ross
9	College Student Storage Inc.	6,000	1779 Valtec Lane, Boulder	Hunter Barto, Dean Callan & Co.; Danny Lindau, The Colorado Group Inc.
10	SMART Storage. Systems Inc	5,813	1880 Industrial Circle, Longmont	Scott Garel, Newmark Knight Frank Frederick Ross, Becky Callan Gamble, Hunter Barto, Dryden Dunsmore, Dean Callan & Co.; Zack Gordon, Zall Co.

Source: Survey of commercial real estate firms

Source: Survey of commercial real estate firms

TOP 10 RETAIL LEASES IN BOULDER AND BROOMFIELD COUNTIES

Αŗ	oril 1 to June 30), 2012		
Tei	nant	Square Footage	Address	Listing / Selling Agency- Broker(s)
1	1. Bed Bath & Beyond	8,500	5455 Spine Road, Boulder	Jim Fisher, The Colorado Group Inc.; Irwin & Hendrick
2	Fate Restaurants LLC Exchange	7,000	1600 38th St., Suite A,, Boulder	James Hower, Patrick Weeks, Gibbons-White Inc.; Wade Arnold, Scot Smith, Jim Fisher, The Colorado Group Inc.
3	Forgotten Ink Living Arts Studio	5,875	1055 Courtesy Road, Louisville	Tebo Development Co.
4	Under the Sun	5,274	627A S. Broadway, Boulder	Chad Henry, Nate Litsey, W.W. Reynolds Cos.
5	Bullshark Inc. dba Jason's Deli	5,160	1933 28th St., Suite B, Boulder	Jon Weisiger, CBRE Inc., Colliers; Tebo Development Co.
6	Christina Guerrero. dba Lady Bugs Thrift and	4,940 d Gift Longmo	43 S. Main St. nt	Tebo Development Co.
7	Alison Zemanik	2,075	439 Main St., Longmont	Hunter Barto, Dryden Dunsmore, Dean Callan & Co.
8	Taco Boulder LLC	2,072	1175 Walnut St., Boulder	Tebo Development Co.
9	Yoga Kaala LLC	1,934	633N S. Broadway, Boulder	Brit Banks, Dean Callan & Co.; Chad Henry and Nate Litsey, W.W. Reynolds Cos.
10	HTD Consulting LLC dba School of Rock	1,922	11970 Quay St., Broomfield	Dan Ferrick, Michael-Ryan McCarty, Gibbons - White Inc.; Eli Boymel, Crosbie Real Estate Group Source: Survey of commercial real estate firm

Denver firm to market project near hospital

BY BETH POTTER

bpotter@bcbr.com

LAFAYETTE — The SoLa development — 82 acres of mostly undeveloped land north of Exempla Good Samaritan Medical Center in Lafayette — has a new project manager and marketer.

Denver-based real estate brokerage NAI Shames Makovsky took over as marketer, and Henry & Wallace LLC of Knoxville, Tennessee, took over as project manager in April when Raufeisen Development Inc. based in Rock Island, Illinois, dropped out as project manager and marketer.

"This is a little bit of a reboot of the project to get it back out to the market," said Brian Bair, a spokesman at NAI Shames Makovsky.

Brokers are marketing 28 acres of commercial land, which is zoned for retail and office buildings, Bair said. Two hotel sites have been approved, he said. While there's nothing to announce yet, Bair said brokers expect to see a mix of retail, gas stations, restaurants, hospitality companies and medical office space at the site, at the northeast corner of U.S. Highway 287 and Exempla Circle.

Another 20 acres on the site is set aside for office/commercial business

park types of uses, as well as buildings that would house services for seniors, Bair said.

"It's a phenomenal opportunity for senior care and senior living," Bair said. "The hospital is very supportive of development on this property, particularly services for their employees, patients and families."

Separately, Milestone Development Group in Denver is expected to start construction soon on the new 240-unit apartment complex named Prasana to the east of the planned commercial area, Bair said. Milestone already built the Prana 264-unit apartment complex on that site.

First, South Lafayette Drive must be completed through the property, however, said Phillip Patterson, Lafayette's assistant city administrator and community development director. South Public Road has been extended through the development and connected with Exempla Drive; the South Lafayette Drive piece of the road is almost complete, he said.

SoLa Inc., registered as the property owner, is a group of physicians from Illinois, Bair said, without giving details. In Colorado, the company's registered agent is Packard & Dierking LLC, a Boulder law firm, according to the Secretary of State's office.

OFFICE from 16A

Turner Construction was the general contractor. Construction began last fall.

The reception was hosted on the EOS' unfinished fourth floor, and was significant enough that Gerald Hines, the 87-year-old founder and chairman of the company, paid a visit

Hines built EOS on speculation, and as of now a tenant has not been found. That didn't seem to be a concern of Gerald Hines.

"We think the timing is right. We like this part of the city and think we have a good idea," Hines said of the decision to build on spec during a lagging economy. "We view Denver as one of the major expansion areas in the United States."

Hines and CBRE are hoping to find a tenant that will take up all four floors, but Hines is willing to divide the building for the right tenants, Hart said. EOS has 46,500-square-foot floor plates. The listed rate is \$21 to \$25 per square foot, with a triple-net lease.

The team is working with prospects from Boulder and out of state that are looking to relocate or consolidate offices within the region, Hart said.

But Hines is thinking bigger. EOS is planned to be the first building in

HINES AND CBRE

are hoping to find a tenant that will take up all four floors, but Hines is willing to divide the building for the right tenants. The listed rate is \$21 to \$25 per square foot, with a triplenet lease.

a four-building campus that would have up to 850,000 square feet. The project would be the anchor eastern Interlocken has lacked since it was developed in the 1980s.

The ideal tenant could take up the entire campus, Gerald Hines said. Hines suggested that a deal with a tenant that would fill EOS and at least one yet-to-be-constructed building could be approaching fruition.

"We seem to have a number of major clients that are interested, and hopefully will have a major announcement in the next four months," Hines

LUXURY from 15A

vibrant downtown," Walsh said.

North Main at Steel Ranch is targeted for a demographic that currently lacks many options in the city because they are priced out.

'We also feel that Louisville needs a little more diversity in its housing type. (We will) provide young professionals and young families the opportunity to live in a great small town," Walsh said.

Confluence will develop, build and own the community, Walsh said. It has been involved in the planning for about two years, working with RMCS LLC.

The project has a budget of \$36 million, according to Confluence. Confluence along with other investors on Aug. 14 closed on the approximately nine acres on which North Main will be built.

The company Confluence formed to make the acquisition, Steel Ranch South Apartments LLC, paid \$4.22 million to acquire the property from RMCS, according to property records.

The complex will have 108 onebedroom units with an average price of about \$1,200, 108 two-bedroom units with an average price of about \$1,400 and 12 three-bedroom units with an average price of about \$1,600.

More town homes

In addition to Confluence's project at North Main, Boulder Creek Builders LLC is planning to build 58 town homes on six acres in the Steel Ranch area.

The project will be called the Overlook at Steel Ranch, and Boulder Creek Builders has set up an interest list on its website.

Boulder Creek Builders president David Sinkey said his company is wrapping up the entitlement and design process. Boulder Creek Builders likely will close on the deal to purchase the land in the next few

We really liked Louisville as a great little small town, with a vibrant downtown.

Tim Walsh PRESIDENT, CONFLUENCE COS. LLC

weeks.

Boulder Creek Builders' goal is to have a model home built by Spring 2013. Sinkey said.

Homes in the Overlook will be smaller and have a lower price point than the patio homes Boulder Creek is selling at Steel Ranch, which is the subdivision immediately north of the Overlook and North Main at Steel Ranch.

The Overlook and North Main will close a gap between the subdivisions currently being built at Steel Ranch and Louisville's downtown and help make the area more walkable, especially when an underpass beneath South Boulder Road is completed in the future.

"It creates the very critical link between Steel Ranch and Main Street, and the downtown area." Sinkey said.

Ryland Homes is building singlefamily homes in the Steel Ranch development as well.

The property the Overlook will be built on was purchased by Takoda Properties Inc. last week for \$2.7 million, according to property records. RMCS was the seller but remains involved in the project.

RMCS principal Justin McClure said the people involved are eager to get the project started.

"We always set an aggressive schedule. We like to keep the sense of urgency strong," McClure said. "We've got strong demand for residential use, and there's not a lot of options to provide for that kind of demand."

	oril 1 to June 30, 2012		_	
Bu 1	yer Ramco Gershenson Properties LLC	Address 210 Ken Pratt Blvd. Longmont and additional properites	Type Harvest Junction North shopping center	Price \$35,520,00
2	Ramco Gershenson Properties L	205 Ken Pratt Blvd. Longmont and additional properites	Harvest Junction North shopping center	\$33,550,00
3	Nexgen Boulder Holdings LLC	2870 28th St. Boulder	Walgreen's drug store	\$7,389,400
4	Hakabert LLC	1700 17th St. Boulder	Apartment complex	\$3,000,000
5	Ramco Harvest	110 Ken Pratt Blvd. Longmont	Vacant lots at Harvest Junction North shopping center	\$2,661,000
6	955 Plaza LLC	955 Broadway, Boulder	Fraternity house	\$2,400,000
7	Red Clay LLC	1555 S. Hover Longmont	Oskar Blues Homemade Liquids And Solids	\$1,525,000
8	Emergency Family Assistance Association	1606 Garfield Ave. Louisville	Apartment building	\$1,500,000
9	ENT Holdings LLC	4745 Arapahoe Ave Boulder	Medical office suite	\$1,497,500
10	M & M Real Estate Holdings LLC	3082 Sterling Circle Boulder	Office/Flex space	\$1,370,000

Commercial Vacancy Rates

Tracked by Xceligent Inc. Second quarter 2012

Туре	Total (sq. ft.)	Vacant (sq. ft)	Vacancy Rate
Boulder			
Office	8,070,801	677,910	8.4%
Flex	5,533,409	438,514	7.9%
Industrial	4,126,643	165,847	4.0%
Broomfield			
Office	2,528,734	357,046	14.19
Flex	1,351,873	114,493	8.5%
Industrial	3,203,042	326,753	10.2%
Erie			
Flex	19,420	0	
	·		
Lafayette			
Office	231,204	14,555	6.3%
Flex	907,162	150,699	16.6%
Industrial	703,438	26,200	3.7%
Longmont			
Office	1,325,818	170,730	12.9%
Flex	8,535,144	405,080	4.7%
Industrial	5,232,649	755,122	14.49
Louisville			
Office	957,913	118,263	12.3%
Flex	2,815,851	303,580	10.8%
Industrial	2,061,443	18,335	0.9%
Superior			
Office	184,009	40,469	22.0%
Patal			
Total	10 001 107	1 070 070	10.40
Office	13,321,167	1,378,973	10.49
Flex	19,390,987 15,327,215	1,501,785 1,292,257	7.7% 8.4%

Buildings larger than 10,000 square feet

Tracked by CB Richard Ellis Second quarter 2012

	0000		
Туре	Total (sq. ft.)	Vacant (sq. ft)	Vacancy Rate
Boulder			
Office	5,811,264	662,484	11.4%
Industrial	14,129,199	1,299,886	9.2%
Longmont			
Office	974,909	116,014	11.9%
Industrial	6,058,675	793,686	13.1%

Buildings larger than 10,000 square feet, excluding government, medical and single tenant owner buildings

Tracked by economic developers Second quarter 2012

Туре	Total (sq. ft.)	Vacant (sq. ft)	Vacancy Rate
Broomfield			
Office	6,270,891	935,823	14.9%
Industrial and Flex	4,892,220	618,470	12.6%
		Source: Broomfield Economic Deve	lopment Corp.
Longmont			
Office, flex and industrial	8,713,877	1,542,373	17.7%

Source: Longmont Area Economic Council (includes city of Longmont plus surrounding unincorporated areas of Boulder and Weld counties).

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BOULDER COUNTY

UTILITY from **6A**

to municipalize and only if legally required good-faith negotiations with Xcel Energy over the grid's value have failed.

At that point, the dispute would have reached a state district court, which oversees condemnation hearings. A jury or a special panel appointed by the court would determine what Boulder would have to pay Xcel for the grid.

As the PUC tries to determine its role, others could emerge as the process moves forward.

One important player could be a third-party evaluator hired by the city to vet the work it has done so far. The independent reviewer could be hired early next year as the city moves on to the implementation phase, Boulder spokeswoman Sarah Huntley said.

The reviewer could either validate the city's findings, make suggestions that lead to revisions or find "a fatal flaw" that convinces the city council to abandon the project, Huntley said.

The city also plans to keep the process open to public input, with

A RECENT CASE SHOWS THAT THE COLORADO

Public Utilities Commission, Xcel Energy's chief regulator, could be involved — although at this point even it is not sure what role it would take.

opportunities for activists and the business community to participate, Huntley said.

Other state entities might weigh in on the process, but their impact remains to be determined and could be minimal.

The PUC has its own staff of advisers and analysts that can advocate positions before the PUC. The staff, frequently referred to as the "trial staff" in PUC filings, works with lawyers the state attorney general's office assigns to provide it counsel.

The trial staff has advocated positions that would alter the course of municipalization if followed. In May, it suggested Boulder might need another election in which vot-

ers approve the city's acquisition plan, but it has since reconsidered. It now agrees that the 2011 election was enough to give Boulder city council the authority to proceed.

In August, the trial staffsaid the PUC should make Xcel Energy place a value on its Boulder assets and submit the total to the PUC by the end of the year. Xcel Energy's response is that it should not have to disclose a valuation until after Boulder has condemned the property and proposed its own valuation.

Although the trial staff takes positions and its members are PUC employees, the commissioners and administrative law judges do not base their decisions on the trial staff's recommendations, PUC spokesman

Terry Bote said. The trial staff's recommendations are weighed alongside those of all the other parties, Bote said.

The Office of Consumer Counsel is another body that can make recommendations to the PUC. The OCC is part of the Department of Regulatory Affairs, and its purpose is to represent residents and small businesses before the PUC. It too gets its legal advice from lawyers appointed by the attorney general's office.

Although lawyers from the attorney general's office represent both PUC staff and the OCC, it is up to the respective offices to decide what positions it takes, said Carolyn Tyler, a spokeswoman for the attorney general. The relationship between the entities is analogous to that between clients and a law firm, she said, with the attorney general's office acting as the state's law firm.

Filings made by the OCC or PUC trial staff should not be construed as opinions independently reached by the attorney general, Tyler said.

WORKERS from 1A

Insurance after annual hearings with groups such as the National Council on Compensation Insurance Inc., a private industry group, and consultants.

Since workers' compensation insurance rates for small businesses are calculated per \$100 worth of payroll, the rate increases add up as payroll rises, said Tony Gagliardi, the state director of the National Federation of Independent Business, an industry trade group. That may keep companies from hiring new employees as quickly as they need to, Gagliardi said.

"It is an impediment," Gagliardi said. "When you raise the cost of employment on anything like workers' comp or unemployment taxes go up, companies are affected."

In Boulder County, some industry classifications have seen workers' compensation insurance rates increase from 5 percent to 10 percent so far this year, said Doug Bollman, vice president for business develop-

ment at Taggart Insurance in Boulder.

As an example, a restaurant without any workers' compensation claims the previous year with \$350,000 in annual payroll would pay about \$150 more per year with the statemendated rate increase, Bollman said.

Numerous variables come into play for each business, he said. New companies can't take advantage of "experience" discounts approved by the state, for example, and pay higher rates, Bollman said.

Also, rates rise dramatically for companies that have workers' compensation claims, Bollman said. When a company deals with a workers' compensation claim, for every \$1 that's paid out, a business will pay \$2 to \$3 in increased premium costs over the next three or four years, a process and cost mandated by the state Division of Insurance, Bollman said.

That certainly is the case at the Boulder recycling nonprofit Eco-Cycle Inc., where a higher number of claims has led to two years of "big increases" in insurance rates, said Eric Lombardi, executive director. Lombardi did not give dollar amounts.

Anecdotally, the Boulder Chamber has heard that local restaurateurs are struggling with higher workers' compensation insurance rates as well, said Angelique Espinoza, a Boulder Chamber spokeswoman.

On the other side of the spectrum is Western Disposal Services Inc., which incurred a "negligible" increase in workers' compensation insurance rates, said Laura Alberts, human resources manager for the trash hauling and recycling company. Western Disposal receives a variety of discounts for its low claim history and a cost-containment program, among other things, Alberts said. "There's no way anything like that affected us."

In the region and across the state, workers' compensation insurance rates increased an average of 3.4 per-

cent in 2011, Goodland said.

All in all, the rate increases take into account factors such as the number of claims per number of workers, the length of claims, the number of treatments for each claim, the severity of injuries, increasing medical costs and the overall costs of covering workers' compensation claims, the Division of Insurance said.

Hard economic times mean there are fewer employers to pay in, which also causes rates to go up, Gagliardi said.

Many companies across the state put an increased focus on safety during the past several years, which lowered rates, Bollman said. Insurance companies such as Pinnacol Assurance in Denver, the largest workers' compensation insurance provider in the state, has paid back big dividends to policyholders in recent years, Bollman said. Pinnacol paid \$41 million back to 85 percent of its policyholders in 2011, according to the company's annual report.



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FOR THE **RECORD** -

Bankruptcies

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

Foreclosures

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

State Tax Liens

Judgments filed against assets of individuals or businesses with delinquent

This information is obtained from SKLD Information Services.

Judaments

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

Warranty Deeds

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

BANKRUPTCIES

Boulder County Chapter 7

EDGAR WILLIAM SMITH, 8925 MARATHON ROAD, NIWOT; CASE #2012-25938, DATE FILED: 8/1/2012.

MICHAEL CHRISTOPHER COLE. 806 LASHLEY ST. LONGMONT: CASE #2012-25974, DATE FILED: 8/1/2012.

ALEXANDRA VERON, 855 35TH ST, BOULDER; CASE #2012-25977, DATE FILED: 8/1/2012.

STEVEN THOMAS SMITH, 202 E SIMPSON ST, LAFAYETTE; CASE #2012-25988, DATE FILED: 8/1/2012.

MICHAEL TODD ANSTED, 4140 AURORA AVE, BOULDER; CASE #2012-25995, DATE FILED: 8/1/2012.

NICOLE SHARAE GOLD, 1338 TER-RACE DRIVE. LONGMONT: CASE #2012-25999. DATE FILED: 8/1/2012.

CATHLEEN CASSULO, 950 LARA-MIE BLVD, BOULDER; CASE #2012-26001, DATE FILED: 8/1/2012.

TIFFANY MARIE MONROE, 626 AMERICANA ROAD, LONGMONT; CASE #2012-26003, DATE FILED: 8/1/2012.

COURTNEY B STRONG, 1665 LEYNER DRIVE, ERIE; CASE #2012-26004. DATE FILED: 8/1/2012.

JC RAPTIS INC, 719 WALNUT STREET, BOULDER; CASE #2012-26013, DATE FILED: 8/1/2012.

STACY LYNETTE FORD, 2443 SCOTT COURT, LONGMONT; CASE #2012-26017, DATE FILED: 8/1/2012.

VALENTE RODARTE, 138 PLACER AVE, LONGMONT; CASE #2012-

26033, DATE FILED: 8/1/2012. **DANIEL RICHARD IRELAND. 655 W** LILAC CT. LOUISVILLE: CASE #2012-

26151, DATE FILED: 8/1/2012. ANDREW DALE WHITE, 2201 EMERY ST APT C, LONGMONT;

CASE #2012-26152, DATE FILED: 8/1/2012. KATHRYN DUNNE KURTZ, 5000

BUTTE ST, BOULDER; CASE #2012-26166, DATE FILED: 8/1/2012.

EVELYN E ORTEGA, 320 4TH AVENUE, LONGMONT; CASE #2012-26172. DATE FILED: 8/1/2012.

TERESA M EVANS, 2201 14TH AVE-NUE APT 3102, LONGMONT: CASE #2012-26228. DATE FILED: 8/2/2012.

DAVID P ASTROM, 2209 BARN SWALLOW DR, LONGMONT; CASE #2012-26238, DATE FILED: 8/2/2012.

PATRICIA ANN YARMER, 9179 ALJAN DRIVE, LONGMONT: CASE #2012-26291, DATE FILED: 8/3/2012.

JOYCE LYNNE KNEEBONE, 9458 ANHAWA AVE, LONGMONT, CASE

#2012-26311, DATE FILED: 8/4/2012. RICHARD MATHEW HAMP, 2995

EAGLE WAY #28, BOULDER; CASE #2012-26367, DATE FILED: 8/5/2012.

RICKY JAMES DARNELL. 3286 BII -LINGTON DRIVE, ERIE: CASE #2012-26374. DATE FILED: 8/6/2012.

STEPHANIE WHITE, PO BOX 844, LAFAYETTE; CASE #2012-26376, DATE FILED: 8/6/2012.

JOHN PHILIP LAREAU, 314 JUD-SON, LONGMONT: CASE #2012-26390, DATE FILED: 8/7/2012.

SILVER LACE LANDSCAPE INC. 314 JUDSON, LONGMONT; CASE #2012-26392, DATE FILED: 8/7/2012.

DONNA JEAN MERTEN, 55 S 32ND ST, BOULDER; CASE #2012-26422,

DATE FILED: 8/7/2012.

SHERRY RENAY GRATTAN 1272 DORIC DR. LAFAYETTE: CASE #2012-26424, DATE FILED: 8/7/2012.

HEATHER M NORIEGA, 5120 WIL-LIAMS FORK TR #113, BOULDER; CASE #2012-26425, DATE FILED: 8/7/2012.

BRADLEY SCOTT LOCKHART, 5433 WOLF ST, LONGMONT; CASE #2012-26471, DATE FILED: 8/8/2012.

LARRY D FITZPATRICK, 1562 WES-TIN DRIVE, ERIE; CASE #2012-26499, DATE FILED: 8/8/2012.

KOOROS ZAND SHIRAZI. PO BOX 861, LOUISVILLE; CASE #2012-26507. DATE FILED: 8/8/2012. PATRICIA WILCOX, 1840 WHITE

FEATHER DRIVE, LONGMONT; CASE #2012-26631, DATE FILED: 8/9/2012. MEGAN ELIZABETH PENFOLD.

1716 SUNLIGHT DRIVE, LONG-MONT; CASE #2012-26668, DATE FILED: 8/10/2012.

LAVERNE ZELLA HELD, PO BOX 17682, BOULDER; CASE #2012-26710. DATE FILED: 8/10/2012.

TERRY LYNN NELSON, 650 RID-GEVIEW DRIVE. LOUISVILLE: CASE #2012-26734, DATE FILED:

Chapter 13

BRADLEY EUGENE PAQUETTE, 1235 PTARMIGAN DRIVE, LONG-MONT; CASE #2012-26141, DATE FILED: 8/1/2012.

ELLIS WILHELM TRIVETT. 2713 SLATE COURT, SUPERIOR; CASE #2012-26187, DATE FILED: 8/2/2012.

COREY A PAPASTATHIS, 7404 SINGING HILLS DRIVE, BOULDER; CASE #2012-26359, DATE FILED: 8/4/2012.

LANA LEE LANIER, 722 KIMBARK, LONGMONT; CASE #2012-26722, DATE FILED: 8/10/2012

Broomfield County Chapter 7

CHRIS WAYNE HAWKINS, 13593 VIAVARRA ROAD #1310, BROOM-FIELD; CASE #2012-26062, DATE FILED: 8/1/2012.

JEFFREY A STEINFURTH, 3882 W 126TH AVE, BROOMFIELD; CASE #2012-26221, DATE FILED: 8/2/2012.

CONNIE JEAN YOUNUS, 1069 E 9TH AVE #202, BROOMFIELD: CASE #2012-26307, DATE FILED: 8/4/2012.

SARA LOUISE FINFROCK, 13900 LAKE SONG LN C2, BROOMFIELD; CASE #2012-26329, DATE FILED: 8/4/2012.

PHILLIP ALLEN DAVIS. 11505 WADSWORTH BLVD, BROOMFIELD: CASE #2012-26460, DATE FILED:

JIMMY DEAN BRACK, 215 FLINT WAY, BROOMFIELD; CASE #2012-26478 DATE FILED: 8/8/2012

JACQUELINE INSKEEP, 4907 PASA-DENA WAY, BROOMFIELD; CASE #2012-26610, DATE FILED: 8/9/2012.

Chapter 13

PATTY PETERSON, 9880 WEST-CLIFF PKWY APT 1916, BROOM-FIELD; CASE #2012-26078, DATE FILED: 8/1/2012.

MICHAEL JASPER, 253 GREEN-WAY CIRCLE WEST, BROOMFIELD; CASE #2012-26465, DATE FILED:

DALE GONZALES, 3360 BRIAR-WOOD DR, BROOMFIELD; CASE #2012-26617, DATE FILED: 8/9/2012.

Boulder County

BORROWER: CARL STULL, 6476 CORALBERRY CT, LONGMONT. LENDER: US BANK NATIONAL ASSOCIATION T, AMOUNT DUE: \$1818781. CASE #3236426. 7/13/2012

BORROWER: MARC J & ANNA V LUCERO, 3180 E YARROW CIR, SUPERIOR. LENDER: BANK AMERICA, AMOUNT DUE: \$. CASE #3236623. 7/16/2012

BORROWER: VIOLA & FRANK MARTINEZ, 1133 FALL RIVER CIR, LONGMONT. LENDER: BANK AMER-ICA, AMOUNT DUE: \$181852, CASE #3236624.7/16/2012

BORROWER: DAVID M HARWELL, 7446 SINGING HILLS DR # J207, BOULDER. LENDER: EQUICREDIT CORP AMERICA, AMOUNT DUE: \$105321. CASE #3236995. 7/17/2012

RORROWER: CHRISTY A BOLIVAR 375 TYNAN DR. ERIE. LENDER: US BANK NATIONAL ASSOCIATION T, AMOUNT DUE: \$205887. CASE

BORROWER: TOMMY HOLLEY, 1205 TRAIL RIDGE RD. LONGMONT LENDER: WELLS FARGO BANK, AMOUNT DUE: \$157536. CASE

BORROWER: PAUL H HILGERT, 117 TILGHMAN RD, WARD. LENDER: BANK AMERICA, AMOUNT DUE:

MELLON TRUSTEE. AMOUNT DUE: \$43172. CASE #3237229. 7/18/2012

\$632001. CASE #3237230. 7/18/2012

BORROWER: TERESA A PARKER, 112 GENESEE CT, BOULDER. LEND-ER: BANK AMERICA, AMOUNT DUE:

BORROWER: STEVEN A & LAU-RIE A LEE, 1620 20TH AVE, LONG-MONT. LENDER: DEUTSCHE BANK NATIONAL TRUST C, AMOUNT DUE: \$137381. CASE #3237982. 7/20/2012

BORROWER: L J ASHFORD, 13820 N 95TH ST. LONGMONT. LENDER: AL A. AMOUNT DUE: \$1246152

BORROWER: ROSEMARY & PHIL-LIP GLYNN, 2990 DARTMOUTH AVE, BOULDER, LENDER: BANK NEW YORK MELLON TRUSTEE, AMOUNT DUE: \$308449. CASE #3237984. 7/20/2012

BORROWER: BARBARA J ESCA-JEDA, 1159 HARPER LAKE DR. LOU-ISVILLE. LENDER: BANK AMERICA, AMOUNT DUE: \$244132. CASE #3237985. 7/20/2012

BORROWER: TERESA TAYLOR & CHARLES F TATE, 161 CHERRY-WOOD LN, LOUISVILLE. LENDER: BANK AMERICA, AMOUNT DUE: \$329330, CASE #3237986, 7/20/2012

BORROWER: SHIRLEY ROBINSON, 10 ANCHORAGE CT. LONGMONT. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$169120. CASE #3237987. 7/20/2012

BORROWER: ADAM T HELLER,

1401 NOMA CIR, LAFAYETTE. LEND-ER: BANK WEST, AMOUNT DUE: \$230532. CASE #3237988. 7/20/2012

BORROWER: MICHAEL A & JEAN-NIE M SCATA MULT PROP. LEND-ER: BANK DENVER, AMOUNT DUE: \$498525. CASE #3238255. 7/23/2012

BORROWER: ADELIO JOHN & CELIA B MARTINEZ, 8969 NELSON RD, LONGMONT. LENDER: JPM-ORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$550000. CASE #3238256. 7/23/2012

BORROWER: GREGORY J & AMAN-DA P DOLAN, 1545 CHAPMAN LN, LONGMONT. LENDER: CITIMORT-GAGE INC, AMOUNT DUE: \$113096. CASE #3238257. 7/23/2012

BORROWER: ROBERT W D ALES SANDRO, 6994 FIREROCK CT BOULDER. LENDER: US BANK NATIONAL ASSOCIATION T, AMOUNT DUE: \$395968. CASE #3238258, 7/23/2012

BORROWER: CHRISTOPHER J MENNE, 8383 THUNDERHEAD DR, BOULDER. LENDER: BANK AMERI-CA, AMOUNT DUE: \$400000. CASE #3238259. 7/23/2012

BORROWER: MARK A & DEBBIE A CLINE, 777 GLENARBOR CIR, LONGMONT. LENDER: OCEAN 18 LLC, AMOUNT DUE: \$15818. CASE #3238474. 7/24/2012

BORROWER: TED & CYNTHIA DORR, 1865 TERRY ST APT 10. LONGMONT. LENDER: GSAA HOME EQUITY TRUST 2004 11, AMOUNT DUE: \$103445. CASE #3238831. 7/25/2012

BORROWER: REAGAN J & CHRIS-TINE L PERRY, 2110 STONEHENGE CIR, LAFAYETTE. LENDER: US BANK NATIONAL ASSOCIATION N. AMOUNT DUF: \$389340, CASE #3238832. 7/25/2012

BORROWER: DEREK J & KATH-ERINE L OTT. 1350 S LINCOLN ST. LONGMONT. LENDER: CITIMORT-GAGE INC, AMOUNT DUE: \$124235. CASE #3238833. 7/25/2012

BORROWER: JAMES E SR & PAME-LA JANE GRIFFIN, 7280 GLACIER VIEW RD, LONGMONT. LENDER: CENLAR FSB, AMOUNT DUE: \$215203, CASE #3238834, 7/25/2012

BORROWER: PFO & CAROLINE AKESSON, 2891 PRINCE CIR. ERIE. LENDER: BANK AMERICA, AMOUNT DUE: \$227675. CASE #3238835.

BORROWER: KENDRA M & STE-VEN J WARD, 1103 WYNDEMERE CIR, LONGMONT. LENDER: JPM-ORGAN ALTERNATIVE LOAN TRUS, AMOUNT DUE: \$559000. CASE #3238836. 7/25/2012

BORROWER: MARK & SUSAN HUTCHENS, 8532 STRAWBER-RY LN, NIWOT. LENDER: BK AM, AMOUNT DUE: \$4296725. CASE #3239178. 7/26/2012

BORROWER: RICHARD D DIL-LON. 536 ATWOOD ST. LONG-MONT. LENDER: COLO HOUSING FIN AUTHORITY, AMOUNT DUE: \$126390, CASE #3239179, 7/26/2012

BORROWER: SARA DUNCAN CONRAD, 2310 GLENWOOD DR, BOULDER. LENDER: WELLS FARGO BK, AMOUNT DUE: \$426122. CASE #3239180. 7/26/2012

BORROWER: SEAN L & BRIDGET M TEEUWE, 2348 SHERMAN ST, LONGMONT LENDER: BK AM AMOUNT DUE: \$175572. CASE #3239181.7/26/2012

BORROWER: JOSE R & NORMA D RIOS, 1625 WILL ODENE DR. LONG-MONT I ENDER: METLIFE HOME LOANS, AMOUNT DUE: \$154394. CASE #3239700. 7/27/2012

BORROWER: SCOTT C & SAMAN-THA ANDERSON, 38069 BOULDER CANYON DR. BOULDER, LENDER: JP MORGAN MORTGAGETRUST 2007 S, AMOUNT DUE: \$568000. CASE #3239701. 7/27/2012

BORROWER: JOSHUA W PREUSS. 2122 HACKBERRY CIR. LONGMONT. I ENDER: BANK AMERICA, AMOUNT DUE: \$164408. CASE #3239702.

BORROWER: MARC A & PAMELA J JUSSEAUME, 7418 MOUNT SHER-MAN RD, LONGMONT. LENDER: NATIONSTAR MORTGAGE LLC,

AMOUNT DUE: \$356241. CASE #3239703. 7/27/2012

BORROWER: CHERYL BAKER, 3367 HICKOK PL. BOULDER. LENDER: BANK WEST AMOUNT DUE: \$40260. CASE #3239704. 7/27/2012

BORROWER: THEAIYELS ALOTAIBI, 963 LARAMIE BLVD UNIT A, BOUL-DER. LENDER: BK AM, AMOUNT DUE: \$120047. CASE #3239705. 7/27/2012

BORROWER: JANICE M ZBLEWSKI, 8071 WOODLAND RD, LONGMONT. LENDER: WELLS FARGO BANK AMOUNT DUE: \$388570. CASE #3240424. 7/31/2012

BORROWER: DENISE M RAMUNDA, 357 CARIBOU PASS CIR, LAFAY-FTTE I ENDER: GMAC MORTGAGE LLC, AMOUNT DUE: \$208485. CASE #3240425. 7/31/2012

BORROWER: DANIEL J & BARBA-RA S ONEILL, 1431 LOMBARDI ST, ERIE. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$254379. CASE #3240426. 7/31/2012

BORROWER: TOMMY & VIRGINIA HOLEMAN, 4202 RILEY DR, LONG-MONT. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$192618. CASE #3240427. 7/31/2012

BORROWER: DENNIS R & KYLE L MAURER, 242 STICKNEY ST, LYONS. LENDER: BANK AMERICA, AMOUNT DUE: \$347835. CASE #3240428. 7/31/2012

BORROWER: MARCUS J HUB-BARD, 658 W 3RD ST, NEDERLAND, LENDER: BANK AMERICA, AMOUNT DUE: \$167988. CASE #3240429. 7/31/2012

BORROWER: COBAN BASSETT, 1712 TULIP ST. LONGMONT, LEND-ER: ONEWEST BANK FSB, AMOUNT DUE: \$172787. CASE #3241025. 8/1/2012

BORROWER: ROBERT E & EDNA NADINE TURNBULL, 1599 S 76TH ST. LOUISVILLE. LENDER: JPM-ORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$319137. CASE #3241026. 8/1/2012

BORROWER: RANDALL S DEWITZ. 1600 MINOS CT. LAFAYETTE. LEND-ER: WELLS FARGO BANK, AMOUNT DUE: \$214960. CASE #3241028. 8/1/2012

BORROWER: RAMON LARA MARES, 884 ELLIOTT ST, LONG-MONT. LENDER: BANK AMERICA, AMOUNT DUE: \$217997. CASE #3241491. 8/2/2012

BORROWER: ADAM W HANLEY, 234 HARVEST ST, LONGMONT. LENDER: US BANK NATIONAL ASSOCIATION N, AMOUNT DUE: \$216567. CASE #3241492. 8/2/2012

BORROWER: KATHY AMUNDSEN, 624 BUCHANAN LN. LONGMONT. LENDER: BANK AMERICA, AMOUNT DUE: \$204218. CASE #3241493.

BORROWER: LUIS AGUIRRE, 1326 17TH AVE, LONGMONT. LENDER: COLORADO HOUSING FINANCE AUTHO, AMOUNT DUE: \$137275. CASE #3241494. 8/2/2012

BORROWER: BRUCE M GRIFFING, 309 29TH ST, BOULDER. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$50000, CASE #3241495.

BORROWER: JULIE JEAN MARINO, 323 SOUTHRIDGE PL, LONGMONT. I ENDER: NATIONSTAR MORTGAGE LLC. AMOUNT DUE: \$105572, CASE #3241496. 8/2/2012

BORROWER: GERARDO & ELA-DIO MEDINA, 1647 ALPINE ST, LONGMONT. LENDER: JPMOR-GAN CHASE BANK AMOUNT DUE \$269906. CASE #3241497. 8/2/2012

Broomfield County BORROWER: ALICIA ALLEN, 966

HIGHLAND PARK DR, BROOM-FIELD. LENDER: US BANK NATION-AL ASSOCIATION, AMOUNT DUE: \$243306. CASE #9150. 7/26/2012

BORROWER: SANDRA D PEARCE, 365 MULBERRY CIR, BROOMFIELD. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$174799. CASE #9151.7/26/2012

BORROWER: CHARLES W & MAR-GARET A THOMPSON, 340 JADE ST, BROOMFIELD. LENDER: WELLS FARGO BANK NATIONAL ASSO,

AMOUNT DUE: \$180826. CASE #9356. 7/30/2012

BORROWER: EL DORADO RIDGE III LLC. 10901 W 120TH AVE. BROOM-FIELD. LENDER: WESTCORE EL DORADO LLC, AMOUNT DUE: \$11758568. CASE #9547. 8/1/2012

BORROWER: DENNIS L II & JANEL L DEVENPORT, 13050 KING CIR, BROOMFIELD. LENDER: CITIMORT-GAGE INC, AMOUNT DUE: \$113831. CASE #9713. 8/6/2012

BORROWER: JAMES M ZENUS, 202 INVERNESS ST, BROOM-FIELD. LENDER: COMPASS BANK. AMOUNT DUE: \$195173. CASE #9714. 8/6/2012

BORROWER: GABRIEL FARMENTA, 580 REDSTONE DR, BROOMFIELD. LENDER: BANK AMERICA, AMOUNT DUE: \$473630. CASE #9837. 8/7/2012

JUDGMENTS

Boulder County

DEBTOR: MS PROPERTIES LLC, CREDITOR: ISBEL LOFTS CONDO ASSOC INC. AMOUNT: \$3421.44. CASE #C-2010C61676. DATE: 7/19/2012

DEBTOR: WGC GROUP INC. CRED-ITOR: DERRICK A QUALS. AMOUNT: \$250000.0. CASE #D-11-CV-01453-REB-KMT. DATE: 8/2/2012

DEBTOR: WGC GROUP INC, CRED-ITOR: DERRICK A QUALS, AMOUNT: \$200000.0. CASE #D-11-CV-01453-REB-KMT, DATE: 8/2/2012

DEBTOR: GEORGIA P NAUGHTON, CREDITOR: ALPINE CREDIT INC. AMOUNT: \$928.41. CASE #C-12C-002273. DATE: 7/16/2012

DEBTOR: CHERYL PETERSON. CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$1354.48. CASE #C-12C-001135. DATE: 7/16/2012 **DEBTOR: MICHAEL BENNETT,**

CREDITOR: CHRISTOPHER E &

JULIA WBB AMOUNT: \$6029 42 CASE #C-12C-007284. DATE: 7/17/2012 DEBTOR: CAYD PAUL BADER, CREDITOR: FERGUSON ENTER-PRISES INC. AMOUNT: \$76884.83.

7/19/2012 DEBTOR: DURANGO VISIONS LLC, CREDITOR: ERIN BECK. AMOUNT: \$57922.09. CASE #C-07CV-000178.

DATE: 7/19/2012

CASE #D-12CV-000104. DATE:

DEBTOR: CLEANTECH SOLU-TIONS LLC, CREDITOR: HAMILTON ZANZE CO. AMOUNT: \$35123.74. CASE #D-10CV-001260. DATE: 7/20/2012

DEBTOR: KIMBERLY & DANIEL E LOVEGROVE, CREDITOR: RIVER-WALK HOLDINGS LTD. AMOUNT: \$5892.23. CASE #C-11C-005525. DATE: 7/23/2012

DEBTOR: SANDRA E CHE-NOWETH, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$2008.89. CASE #C-12C-002065. DATE: 7/23/2012

CREDITOR: LEGAL COLLECTION CO. AMOUNT: \$11513.17. CASE #C-10C-001570. DATE: 7/23/2012 **DEBTOR: VICTORIA A LANDER-**MAN, CREDITOR: DISCOVER BK.

DEBTOR: LENARD M SIPES,

005105 DATE: 7/23/2012 **DEBTOR: VICTORIA A LANDER-**MAN. CREDITOR: CHASE BK USA. AMOUNT: \$5528.52. CASE #C-10C-

AMOUNT: \$15471.33. CASE #C-09C-

003142. DATE: 7/23/2012 DEBTOR: TERRI ANN VIEZBICKE, CREDITOR: PROFESSIONAL RECOVERY LONGMONT. AMOUNT: \$12647.93. CASE #C-12C-001124. DATE: 7/24/2012

DEBTOR: DUNLAP TRAILERS INC, CREDITOR: SUMMITBRIDGE CREDIT INVEST LLC. AMOUNT: \$355114.91. CASE #C-07CV-000337. DATE: 7/24/2012

DEBTOR: REGENA P & REGENA PEA PELTAN, CREDITOR: LEGAL COLLECTION CO. AMOUNT: \$11568.23. CASE #C-10C-002277. DATE: 7/25/2012

DEBTOR: MICHELLE MYERS, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$1644.09. CASE #C-12C-002275. DATE: 7/26/2012

DEBTOR: ROBERT G RIBBLE.

FORECLOSURES

#3236996. 7/17/2012

#3237227. 7/18/2012

\$169742. CASE #3237228. 7/18/2012 **BORROWER: COLIN & KATHERINE** FARRELL, 536 ADAMS AVE, LOUIS-VILLE, LENDER: BANK NEW YORK

BORROWER: THOMAS G HOH. 376 LEFTHAND CANYON DR, BOUL-DER. LENDER: BANK NEW YORK MELLON TRUSTEE. AMOUNT DUE:

BORROWER: JAMES A AVELINE, 2313 EMERY PL, LONGMONT. LENDER: JPMORGAN CHASE BANK NATIONAL A. AMOUNT DUE:

\$159435. CASE #3237710. 7/19/2012

\$324548. CASE #3237711. 7/19/2012

JPMORGAN CHASE BANK NATION-CASE #3237983. 7/20/2012

FOR THE **RECORD**

CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$1800.3. CASE #C-12C-002061, DATE: 7/26/2012

DEBTOR: LOUIS M HANKS. CREDI-TOR: CAVALRY PORTFOLIO SER-VICES LLC. AMOUNT: \$3167.0. CASE #C-12C-001459. DATE: 7/26/2012

DEBTOR: DEBI L LARSSON, CREDI-TOR: CAVALRY PORTFOLIO SERVIC-ES LLC. AMOUNT: \$1680.56, CASE #C-12C-001413. DATE: 7/26/2012

DEBTOR: CHRISTOPHER J WILKINSON, CREDITOR: BELLCO CREDIT UNION. AMOUNT: \$5303.78. CASE #C-12C-002350. DATE: 7/26/2012

DEBTOR: DWIGHT L LINDST-EDT, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$28880.85. CASE #D-11CV-001291. DATE: 7/26/2012

DEBTOR: VERA L SCHANTZ. CRED ITOR: CAVALRY SPVILLC. AMOUNT: \$10039.62. CASE #C-12C-002059. DATE: 7/26/2012

DEBTOR: HEATHER R UNDER-WOOD, CREDITOR: PARKWAY CENTER LLC. AMOUNT: \$10683.55 CASE #D-12CV-002202. DATE: 7/26/2012

DEBTOR: MICHELLE AUERBACH, CREDITOR: WINDING TRAIL VIL-LAGE HOMEOWNE. AMOUNT: \$948.77. CASE #C-12C-002404 DATE: 7/26/2012

DEBTOR: ANNE M SPECK, CREDITOR: CENTAUR VILLAGE WEST HOMEOWNER. AMOUNT: \$10759.82. CASE #C-12C-002590. DATE: 7/26/2012

DEBTOR: REZA MAHLOUJI, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$1089.62. CASE #C-12C-001598. DATE: 7/27/2012

DEBTOR: BARBARA GARDNER. CREDITOR: AM EXPRESS CENTURI-ON BK. AMOUNT: \$14253.58. CASE #C-09C-005752. DATE: 7/27/2012

DEBTOR: PATRICK C MANNING, CREDITOR: PINNACOL ASSUR-ANCE. AMOUNT: \$1020.11. CASE #C-06C18808. DATE: 7/30/2012

DEBTOR: VICKI UHLRY, CREDITOR: FORTIS CAPITAL LLC. AMOUNT: \$11227.52. CASE #C-12C-001825. DATE: 7/30/2012

DEBTOR: ETIVITY USA LLC. CREDITOR: ONE PARK CENTRE RLLP. AMOUNT: \$36880.97. CASE

#D-12CV-000622. DATE: 7/30/2012 **DEBTOR: JONATHAN TAYLOR &** BAR NICHOLS. CREDITOR: PRE-MIER MEMBERS FED CREDIT UNI. AMOUNT: \$4834.57. CASE #C-12C-001102. DATE: 7/30/2012

DEBTOR: RACHNA RAWAT, CREDI-TOR: DISCOVER BK. AMOUNT: \$8373.84. CASE #C-11C-002697 DATE: 7/31/2012

DEBTOR: RAJEEV RAWAT. CREDI-TOR: DISCOVER BK. AMOUNT: \$7568.72. CASE #C-11C-002692 DATE: 7/31/2012

DEBTOR: JANIS L WILSON, CREDI-TOR: DISCOVER BK. AMOUNT: \$14852.11. CASE #C-11C-003972. DATE: 7/31/2012

DEBTOR: LISA A SCHIAVONE, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$1674.36 CASE #C-12C-001549. DATE:

DEBTOR: DORINDA JOYCE STILES, CREDITOR: DISCOVER BK. AMOUNT: \$4066.63. CASE #C-11C-003834 DATE: 7/31/2012

DEBTOR: DENISON C POWERS, CREDITOR: LVNV FUNDING LLC. AMOUNT: \$7713.27. CASE #C-12C-000778. DATE: 7/31/2012

DEBTOR: VALENTE PENA MIRE-LES. CREDITOR: DISCOVER BK. AMOUNT: \$7491.64. CASE #C-12C-

001491. DATE: 7/31/2012 DEBTOR: KATHERINE ONEIL,

CREDITOR: DISCOVER BK AMOUNT: \$5128.54. CASE #C-12C-001143. DATE: 7/31/2012

DEBTOR: NANCY L DREHER. CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$1852.53. CASE #C-12C-001548. DATE: 7/31/2012

DEBTOR: VIRGIL B SMITH. CREDI-TOR: LVNV FUNDING LLC. AMOUNT: \$1277.15. CASE #C-12C-002078.

DATE: 7/31/2012

DEBTOR: WALTER F RAMAGE, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$14257.27. CASE #C-12C-011336. DATE:

DEBTOR: JODY VUKAS, CREDI-TOR: AA WHOLESALE STORAGE LLC. AMOUNT: \$68331.18. CASE #D-12CV-002541, DATE: 8/1/2012

DEBTOR: RANDALL J & DIXIE A BLAYLOCK, CREDITOR: NBH BK. AMOUNT: \$494012.17. CASE #D-12CV-000820. DATE: 8/1/2012

DEBTOR: LAZARO VILLALOBOS, CREDITOR: WAKEFIELD ASSOCINC. AMOUNT: \$1865.26, CASE #C-12C-002259. DATE: 8/2/2012

DEBTOR: ROBERT WARTON, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$1533.82, CASE #C-06C-003894. DATE: 8/2/2012

DEBTOR: BENNY A TRUJILLO. CREDITOR: WOODBRIDGE STATION HOA INC. AMOUNT: \$1633.07. CASE #C-12C-051789. DATE: 8/2/2012

DEBTOR: ERIC STENROOS, CREDI-TOR: WOODBRIDGE STATION HOA INC. AMOUNT: \$1484.07. CASE #C-12C-051183. DATE: 8/2/2012

DEBTOR: DAVID HARWELL, CREDI-TOR: DISCOVER BK. AMOUNT: \$4889.55. CASE #C-12C-002669. DATE: 8/3/2012

Broomfield County DEBTOR: DAVID W & VICKIE WIL-SON, CREDITOR: BELLCO CREDIT UNIÓN. AMOUNT: \$9195.1. CASE #C-12C-000606, DATE: 7/30/2012

DEBTOR: MARK P ARO, CREDI-TOR: DISCOVER BK. AMOUNT: \$8944.88. CASE #C-11C-000458. DATE: 7/30/2012

DEBTOR: KRISTIE L KENEFICK, CREDITOR: LVNV FUNDING LLC. AMOUNT: \$9258.94. CASE #C-12C-000147. DATE: 7/30/2012

DEBTOR: MODHAFAR M & MARTY HUSSAIN, CREDITOR: DISCOVER BK AMOUNT: \$4828.76 CASE #C-12C-000690. DATE: 7/30/2012

DEBTOR: BETTY ESPINOZA, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$3412.13. CASE #C-12C-000143. DATE:

DEBTOR: DON WILHELM, CREDI-TOR: PORTFOLIO REĆOVERY ASSOC LLC. AMOUNT: \$1894.36. CASE #C-12C-000144. DATE: 7/30/2012

DEBTOR: MARGARET BON-GIOVANNI, CREDITOR: DISCOV-ER BK. AMOUNT: \$6457.7. CASE #C-12C-000733. DATE: 7/30/2012

DEBTOR: CREGG P & BOBBIE ANDERSON, CREDITOR: DISCOV-ER BK. AMOUNT: \$14999.89. CASE #C-10C-001865. DATE: 7/30/2012

DEBTOR: MOHAMMAD ABDUL LATIF, CREDITOR: DISCOVER BK. AMOUNT: \$15100.63. CASE #C-12C-000353. DATE: 7/30/2012

DEBTOR: ETIVITY USA LLC, CREDITOR: ONE PARK CENTRE RLLP. AMOUNT: \$36880.97. CASE #D-12CV-000622. DATE: 7/30/2012

DEBTOR: MELISSA E PLATTER, CREDITOR: PALISADES COLLEC-TION LLC. AMOUNT: \$5150.15. CASE #C-12C-000889. DATE: 8/1/2012

DEBTOR: ERIC STENROOS, CREDI-TOR: WOODBRIDGE STATION HOA INC. AMOUNT: \$1484.07. CASE #C-12C-051183. DATE: 8/1/2012

DEBTOR: ANDREW & LACE TRIP-PET, CREDITOR: IRWIN UNION BK TRUST. AMOUNT: \$30729.35. CASE #D-07CV-000147. DATE: 8/1/2012

DEBTOR: BENNY A TRUJILLO. CREDITOR: WOODBRIDGE STATION HOA INC. AMOUNT: \$1633.07. CASE #C-12C-051789. DATE: 8/1/2012

DEBTOR: RANDALL J & DIXIE A BLAYLOCK, CREDITOR: NBH BK. AMOUNT: \$494012.17. CASE #D-12CV-000820, DATE: 8/1/2012

DEBTOR: JODY VUKAS, CREDI-TOR: AA WHOLESALE STORAGE LLC. AMOUNT: \$68331.18. CASE #D-12CV-002541. DATE: 8/1/2012

DEBTOR: ANDREW WHEELER, CREDITOR: MIDLAND CREDIT MANAGEMENT INC. AMOUNT:

\$1526.94. CASE #C-11C-001800. DATE: 8/1/2012

DEBTOR: ARNOLD CASEY VAL-**DEZ.** CREDITOR: PARKSIDE SOUTH HOA INC. AMOUNT: \$3449.55, CASE #C-12C-050438. DATE: 8/6/2012

DEBTOR: JONATHAN DAMON NORRIS, CREDITOR: VILLAS AT BOULDERS ASSOC. AMOUNT: \$1835.85. CASE #C-12C-000164. DATE: 8/6/2012

DEBTOR: SOMDY SIHANATH, CREDITOR: LIBERTY ACQUISI-TIONS SERVICING. AMOUNT: \$3003.58. CASE #C-12C-000596. DATE: 8/7/2012

RELEASE OF JUDGMENTS

Boulder County

DEBTOR: SEW YOU LIKE IT INC, CREDITOR: KEYBANK. AMOUNT: \$0.0. CASE #D-2007CV2242. DATE: 7/19/2012

DEBTOR: WILLIAM T JR WELCH, CREDITOR: BC SERVICES INC. AMOUNT: \$0.0. CASE #C-11C1750. DATE: 7/20/2012

DEBTOR: BERNARDA GARCIA, CREDITOR: APOLLO CREDIT AGENCY INC. AMOUNT: \$0.0. CASE #C-05C4638. DATE: 7/27/2012

DEBTOR: MELISSA ROTH. CREDI-TOR: DRS INC. AMOUNT: \$0.0. CASE #C-12-C-45812. DATE: 7/17/2012

DEBTOR: TYSON F ECHOHAWK, CREDITOR: JOHANNA L ECHO-HAWK, AMOUNT: \$18708.89, CASE #D-09-DR-920. DATE: 7/18/2012

DEBTOR: CATHERINE PEACE. CREDITOR: CACH LLC. AMOUNT: \$5438.7. CASE #C-11C-004218. DATE: 7/26/2012

DEBTOR: DWIGHT L LINDST-EDT, CREDITOR: DISCOVER BK. AMOUNT: \$7031.73. CASE #C-10C-003214. DATE: 7/27/2012

Broomfield County

DEBTOR: SAMUEL H & EVELYN J MCGIBBON, CREDITOR: COLO ST REVENUE. AMOUNT: \$161.0. CASE #D-D802012CV800352. DATE: 7/30/2012

DEBTOR: DAVID A NICHOLS, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$0.0. CASE #C-10C1767. DATE: 8/3/2012

DEBTOR: MICHAEL R & JODI DURAN, CREDITOR: ASSOC RECOVERY SYSTEMS INC AMOUNT: \$0.0. CASE #C-07C1762. DATE: 8/3/2012

STATE TAX LIENS

Boulder County

3M CONSTR SERVICES LLC, \$2919.52, CASE #3237167, 7/17/2012.

AIR LIQUIDE AM SPECIALTY GASES, \$130.0, CASE #3239025,

BAGS INC, \$794.78, CASE #3237833, 7/19/2012.

BOULDER DISTRILLERY CLEAR SPIR, \$5827.08, CASE #3239019, 7/25/2012.

CHRISTOPHER ABUTLER, \$2699.31, CASE #3237170, 7/17/2012.

CAPTAIN BEAR LLC, \$3400.0, CASE #3239027, 7/25/2012

COLO BREWING CO LLC, \$1124.6, CASE #3239023, 7/25/2012

CW ENTERPRISES INC, \$140.81, CASE #3239022, 7/25/2012

DELI CIOSO WEST LLC, \$1185.09, CASE #3241075, 8/1/2012. DRAGON BULL ENTERPRISES

LLC, \$1439.0, CASE #3239026, **ENCORE 4319 GROUP LLC,**

\$6705.29, CASE #3241076, 8/1/2012. CLAUDIAFRAYRE, \$270.0, CASE #3239030, 7/25/2012.

FREEDOM HOME CARELLC, \$646.1, CASE #3239826, 7/27/2012.

GOLIATH SOLUTIONS LLC. \$2486.48. CASE #3239822. 7/27/2012.

GREENSPACE INC, \$979.08, CASE #3238059, 7/20/2012. MEAGANHANZLIK, \$456.0, CASE

CASE #3239824, 7/27/2012.

JVA INC, \$28062.86, CASE #3237832, 7/19/2012.

LILLIAN CKENNEDY, \$3874.0, CASE #3239029, 7/25/2012.

LAW OFFICE BENNETT BRAVER-MAN P, \$4400.02, CASE #3238062,

#3239825, 7/27/2012

LONGS PEAK TRANSPORT INC,

MEDWANA, \$1565.07, CASE #3239827, 7/27/2012.

MEXICAN EXPRESS GRILLE INC. \$843.86, CASE #3237168, 7/17/2012.

MORNINGSTAR BOUTIQUEBY 7/25/2012.

OLD NEW BORROWED BLUE LLC,

CASE #3241074, 8/1/2012

\$7323.95, CASE #3238060,

\$6199.54, CASE #3237834, 7/19/2012.

\$1497.0, CASE #3239020, 7/25/2012. RMI LASER LLC \$28493.37, CASE

#3239823, 7/27/2012.

STEVE BARRYS COLO LLC, \$4833.98, CASE #3239034,

7/25/2012.

STONEBRIDGE GAMES INC.

SUGARLOAF ENTERPRISES INC. \$2935.0, CASE #3239035, 7/25/2012.

VALLEY EXCAVATING INC, \$8357.0,

CASE #3238456, 7/24/2012. WEST END SALON, \$982.01, CASE

\$2492.0, CASE #3239031, 7/25/2012.

Broomfield County ELEVATED ENGINES MACHINING

RELEASE OF STATE TAX LIEN

HOMER & BETTYGOTSCHALL. \$0.0, CASE #3241600, 8/2/2012.

HOMER & BETTYGOTSCHALL,

HOMER & BETTYGOTSCHALL, \$0.0, CASE #3241599, 8/2/2012.

JOEL L SCHAFFER DDS PC. \$2167.35, CASE #3236332,

WILLIAM A & KATHLEENKING, \$0.0, CASE #3238530, 7/24/2012. WILLIAM A & KATHLEENKING, \$0.0,

CHRISTOPHERSANTORO, \$151.9,

TRIPLE J CONCRETE LLC, \$748.1, CASE #3241535, 8/2/2012.

UNITY COLOR WORKS INC. \$0.0. CASE #3237169, 7/17/2012.

WARRANTY DEEDS

WILSON, 14156 SUN BLAZE LOOP UNIT B

Address: 14156 SUN BLAZE LOOP UNIT B, BROOMFIELD Price: \$238000

Seller: JOHN E & MARIE B ACKER

AND MARIE B ACKER IRREV, 2828 N VICTORIA DR

Address: 14156 SUN BLAZE LOOP UNIT E B, BROOMFIELD Price: \$

Date Closed: 7/23/2012 BR

Seller: CHARLENE M KARIDES LIV-ING TRUS

Buyer, Buyer's Address: KIERAN & BRETT AYA LYNN, 14320 CRAFTS-MAN WAY

Address: 14320 CRAFTSMAN WAY. BROOMFIELD

Price: \$249500 Date Closed: 7/23/2012 BR

Seller: HI LEE Buyer, Buyer's Address: WON CLEE, 13845 DOGLEG LN Address: 13845 DOGLEG LN, BROOMFIELD

Price: \$314000 Date Closed: 7/25/2012 BR

RYAN

Seller: JONATHAN & SHARON TOU-

Buver. Buver's Address: BIJAY SHRESTHA, 11845 RIDGE PKWY APT 1221

Address: 12554 ALCOTT ST, BROOMFIELD Price: \$264000

Date Closed: 7/25/2012 BR Seller: PULTE HOME CORP Buyer, Buyer's Address: WILLIAM R CLARK, 3421 HARVARD PL Address: 3421 HARVARD PL, BROOMFIELD Price: \$381000

Date Closed: 7/25/2012 BR Seller: ARISTA INVESTORS COLO-

RADO II I Buyer, Buyer's Address: BARBARA G HUFF, 11206 COLONY CIR Address: 11206 COLONY CIR, BROOMFIELD

Price: \$292500 Date Closed: 7/25/2012 BR

Seller: RYAN TANAKA Buyer, Buyer's Address: ROBERT M WOLD. 13900 LAKE SONG LN UNIT N5

Address: 13900 LAKE SONG LN

UNIT N5. BROOMFIELD Price: \$184900

Date Closed: 7/26/2012 BR Seller: BRIAN & ANTONELLA BLY Buyer, Buyer's Address: REBECCAC SCUDDER, 447 RIFLE WAY Address: 447 RIFLE WAY, BROOM-

FIELD Price: \$320000

Date Closed: 7/26/2012 BR Seller: S A INVESTMENTS LLC **Buyer, Buyer's Address:** KRISTIN M CREHAN, 5130 W 126TH CIR Address: 5130 W 126TH CIR, **BROOMFIELD** Price: \$299900

Date Closed: 7/26/2012 BR Seller: GERALD M NUNNERY Buyer, Buyer's Address: JEAN DAN-IEL & SANDRA SILLION, 4705 PASA-

DENA WAY Address: 4705 PASADENA WAY, BROOMFIELD

Price: \$245000 Date Closed: 7/26/2012 BR

Seller: MARC & ALEJANDRA **DUFLOS**

Address: 5053 GREY WOLF PL, BROOMFIELD

Price: \$250000 Date Closed: 7/26/2012 BR

Seller: TATYANA KOSTYASHKINA **Buyer, Buyer's Address:** DAVID PAVEK, 1189 EAGLE RD Address: 1189 EAGLE RD, BROOM-

FIELD Price: \$377000 Date Closed: 7/26/2012 BR

Seller: CHRISTOPHER & VENESSA **PROVOST**

CHI, 4837 SPYGLASS DR Address: 4837 SPYGLASS DR. BROOMFIELD

Price: \$251800 Date Closed: 7/26/2012 BR

Seller: COLEMAN LIVING TRUST **Buyer, Buyer's Address:** DAVID & CHERYL ELLEN, 4750 RABBIT MOUNTAIN RD Address: 4750 RABBIT MOUNTAIN

RD. BROOMFIELD Price: \$425000 Date Closed: 7/29/2012 BR

Buyer, Buyer's Address: JEFF & NICOLE DONDELINGER, 1350 BEL-LAIRE ST

Address: 1350 BELLAIRE ST, BROOMFIELD Price: \$366000

Seller: KELLY & ROBERT MEYER Buver, Buver's Address: DOUGLAS C & DAWN HARDY, 2802 DHARMA

Address: 2802 DHARMA AVE, BROOMFIELD

Price: \$225000

Date Closed: 7/29/2012 BR

Date Closed: 7/29/2012 BR

Seller: FANNIE MAE Buyer, Buyer's Address: SAMIR KECO, 260 BERTHOUD TRL Address: 260 BERTHOUD TRL,

BROOMFIELD Price: \$300000 **Date Closed:** 7/30/2012 BR

Seller: PARKWAY CIRCLE BROOM-

FIELD LLC Buyer, Buyer's Address: KEN SHI-NAN & MARY MEEIING LIU WU,

13456 VIA VARRA UNIT 224 Address: 13456 VIA VARRA UNIT 224, BROOMFIELD

Price: \$208500 Date Closed: 7/30/2012 BR

Seller: RAUL M & ROBERTA J MAR-TINEZ

Buyer, Buyer's Address: LAURA MOORE WALENTINE, 13456 VIA VARRA #38

Address: 13400 VIA VARRA #G 18, BROOMFIELD Price: \$15000 **Date Closed:** 7/30/2012 BR

Seller: JEFEREY C SINDT Buver, Buver's Address: IAN STEA-RNS, 12624 IRVING CIR Address: 12624 IRVING CIR, BROOMFIELD

Price: \$285500

BROOMFIELD

Price: \$312500

BROOMFIELD

Date Closed: 7/30/2012 BR Seller: STANDARD PACIFIC COLO-

Buyer, Buyer's Address: DONNA M CLARK, 4753 RAVEN RUN Address: 4753 RAVEN RUN,

Price: \$299900 Date Closed: 7/30/2012 BR Seller: EDWARD J & ELSIE W

BAUGHT Buyer, Buyer's Address: PATRICIA A FRANK, 16708 ANTERO ST Address: 16708 ANTERO ST, BROOMFIELD

Date Closed: 7/30/2012 BR Seller: WILLIAM P II & SUSAN M

SMITH Buver, Buver's Address: DAVID D & RITA A HERNDEN, 12540 GROVE ST Address: 12540 GROVE ST, BROOM-

FIFI D Price: \$319900 Date Closed: 7/30/2012 BR

Seller: MARTIN & LISA LOWREY Buyer, Buyer's Address: SEAN K & AMY L STEWART, 3255 ALEXAN-DER WAY

Price: \$515000 **Date Closed:** 7/30/2012 BR Seller: SHIRLEY MANSFIELD Buyer, Buyer's Address: DAMON

Address: 3255 ALEXANDER WAY,

R RUNYAN FAMILY TRUST, 12565 SHERIDAN BLVD APT 108 Address: 12565 SHERIDAN BLVD APT 108. BROOMFIELD Price: \$160000

Date Closed: 7/30/2012 BR Seller: REBEL & MELODY LITTLE-

Buyer, Buyer's Address: JENNIFER A WICKERSHAM, 14708 COLUM-BINE ST Address: 12257 SUNFLOWER ST.

BROOMFIELD Price: \$235000 Date Closed: 7/31/2012 BR

Seller: MATTHEW S & ERICA CZA-Buyer, Buyer's Address: JOHN T

Address: 367 MULBERRY CIR, **BROOMFIELD** Price: \$180000

Date Closed: 7/31/2012 BR

Buyer, Buyer's Address: $\ensuremath{\mathsf{JOHN}}$ &

MEG K FINK, 14315 WATERSIDE I N Address: 14315 WATERSIDE LN,

#3239021, 7/25/2012.

JENNIFER GREANY LLC, \$3455.03,

LIONS TOOTH LLC, \$751.76, CASE

\$2205.0, CASE #3239032, 7/25/2012.

MEG LTD, \$1731.0, CASE #3239033,

NEOPART LLC, \$1366.64, CASE #3241533, 8/2/2012.

\$3401.0, CASE #3239028, 7/25/2012. DAVID POSTERMAN, \$531.12.

PEARSON EDUCATION INC.

PRANA INVEST INC, \$1129.61, CASE #3240149, 7/30/2012 PUNCH PRODUCTIONS INC,

RASHIDI ENTERPRISES LLC.

SALON ECLIPSE LLC, \$466.04, CASE #3240150, 7/30/2012.

\$225.0. CASE #3239024. 7/25/2012.

TELANDER PAINTING INC, \$522.89, CASE #3238061, 7/20/2012

#3238455, 7/24/2012. WORLD TRIATHLON CORP,

LLC, \$3791.0, CASE #9768, 8/7/2012.

Boulder County

\$0.0, CASE #3241601, 8/2/2012

7/12/2012.

CASE #3238529, 7/24/2012.

TRIPLE J CONCRETE LLC, \$222.87.

Broomfield County Seller: JOHN EAND MARIE BACKER

Buyer, Buyer's Address: JOHN E

CASE #3236619, 7/16/2012

CASE #3241534, 8/2/2012.

Buyer, Buyer's Address: JANETTE K

Date Closed: 7/22/2012 BR

Buyer, Buyer's Address: ANDREA VANWOUDENBERG, 5053 GREY WOLF PL

Buyer, Buyer's Address: CONGWU

Seller: DAVID RAY BURRITT

JR GRIFFO, 513 N SNOWMASS CIR

Seller: YONG WOOK & HAE JEONG

ON THE **JOB** -

ADVERTISING, COMMUNICATIONS

Boulder-based BlogFrog Inc. hired Jennifer Beaupre to lead its global marketing efforts. Beaupre will oversee all marketing programs, including digital media strategy, demand generation, marketing communications and public relations. Previously, Beaupre led global marketing at Acrolink. She's also held marketing jobs at SDL International, the American Marketing Association, Rally Software Inc. and eRealEstate.com.

Boulder-based BlogFrog Inc. hired Raviv

Turner to lead product management for its influencer-marketing platform. Turner will lead product strategy and execution. Prior to BlogFrog, Turner launched Guerillapps, a venturebacked. social gaming startup.



Turner

He also worked for NYKB, Digital Production Solutions - IDT Entertainment Co. and ZOE Interactive

BANKING, FINANCE

Boulder-based Chautauqua Capital Management named A. Douglas Rao as partner and co-portfolio manager. He will co-manage the Chautauqua International Growth Equity strategy and the Chautauqua Global Growth Equity strategy with Brian Beitner, CFA, founder and managing partner of Chautaugua Capital Management. Previously, Rao was portfolio manager of the Marsico Flexible Capital Fund.

EDUCATION

Louise Vale, director of internal audit for

the University of Colorado system, will start Sept. 10 as vice chancellor for administration CU-Boulder. at The position reports to Senior Chancellor Vice and Chief Financial Officer Kelly Fox. supervises a division of almost



700 employees and oversees an annual operating budget of \$112 million.

ENGINEERING

Marshall Davert will return in September to Broomfield-based MWH Global Inc., ta provider of wet infrastructure and environmental engineering, strategic consulting, sustainable construction and global engineering services. Davert will serve as director of strategic business growth for MWH's Government and Infrastructure team in the Americas. Davert originally joined MWH in 1997 and left the firm in August 2011 to become executive vice president for water in the Americas with AECOM. During his initial tenure for MWH, he held several leadership positions, most recently serving as president of Asia Pacific operations.

GOVERNMENT

Aaron Kennedy, who founded Noodles & Company in Boulder, a fast-casual restaurant serving a variety of noodles, was hired as Colorado's first chief marketing officer to integrate Colorado's brand into economic development efforts.

HEALTH CARE

Dr. Barbara Ryan, chief executive of Mental Health Partners. has been elected to chair the board of directors of the Center for Improving Value in Health Care, a nonpartisan, nonprofit statewide corporation created to coordinate statewide strategic initiatives

to improve health



Ryan

of Coloradans, contain costs and ensure better value. Created in 2008 by executive order of the governor, CIVIHC convenes influential decision-makers representing health-care consumers and advocates. providers, health plans, businesses and government leaders.

HIGH TECH

Boulder-based NeoMedia Technologies Inc. (OTC BB: NEOM), named Mark Lanphear as vice president of sales in North America. Lanphear will have responsibility for sales and business development of NeoMedia's core products, NeoReader and NeoSphere. He has more than two decades of experience in the wireless telecom industry. Lanphear was previously vice president of global sales and general manager of Zomm LLC in Boulder.

LAW

Heather K. Elkins has joined Boulderbased Caplan and Earnest LLP's healthcare group as an associate attorney. Her practice focuses on state and federal health-care regulations, including federal anti-kickback, Stark and HIPAA compliance, physician contracting and the formation of physician organizations.

NONPROFIT

The Imagine! Foundation has elected three new board members: Richard Ackerman and Lynn Curtis of Boulder and Chuck Sisk of Louisville. The nonprofit foundation is the fundraising arm of Imagine!, which serves individuals with cognitive disabilities in Boulder and Broomfield counties. Alexander (Sandy) Bracken will serve a second year as the foundation's board president.

Elyse Foster, a certified financial planner

at Boulder-based Harbor Financial Group Inc., was elected to the board of directors of the Humane Society of Boulder Valley. She will be working with other board members to further the nonprofit's mission to protect and en-



Foster

hance the lives of companion animals by promoting healthy relationships between pets and people.

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

FOR THE **RECORD**

Price: \$395000 Date Closed: 7/31/2012 BR

Seller: BK AM Buyer, Buyer's Address: HUD, 1050 OPAL ST UNIT 202 Address: 1050 OPAL ST UNIT 202,

Price: \$ Date Closed: 7/31/2012 BR

BROOMFIELD

Seller: STEVEN N & MARY C

Buyer, Buyer's Address: CHRISTIAN & EVELYN WALTER, 905 W 10TH AVE Address: 905 W 10TH AVE. BROOM-**FIELD**

Price: \$199000 **Date Closed:** 7/31/2012 BR

Seller: WILLIAM R & GAYLE H KING **Buyer, Buyer's Address:** JOSEPH C & SALLY R SEITZ, 12634 IRVING CIR Address: 12634 IRVING CIR, **BROOMFIELD**

Price: \$314800 Date Closed: 7/31/2012 BR

Seller: EVERBANK Buyer, Buyer's Address: WILLIAM P & GRETCHEN N BLASE, 2597 LAKE ISLE LN

Address: 2597 LAKE ISLE LN, BROOMFIELD

Price: \$356500 Date Closed: 7/31/2012 BR

Seller: STANDARD PACIFIC COLO-RADO INC

Buyer, Buyer's Address: MARTHA C HNSON, 4760 RAVEN RUN Address: 4760 RAVEN RUN, BROOMFIELD

Price: \$308300 Date Closed: 7/31/2012 BR

Seller: PETER J & SUSAN S PLAGE Buyer, Buyer's Address: WILLIAM J & JOAN V NOVELLI, 16571 ANTERO

Address: 16571 ANTERO CIR, BROOMFIELD Price: \$358900 Date Closed: 7/31/2012 BR

Seller: FISERV ISS AND CO Buyer, Buyer's Address: STEPHEN W & DAWN M MILLER, 13264 COL-UMBINE CT

Address: 14681 IRVING ST, BROOM-Price: \$160000 Date Closed: 7/31/2012 BR

Seller: DEAVEN ANTHONY & MEGAN A CONTRERAS

Buyer, Buyer's Address: DAVID OLI-VERO, 13252 SHADOW CANYON

Address: 13252 SHADOW CANYON TRL, BROOMFIELD Price: \$240000

Date Closed: 7/31/2012 BR

Seller: JOHN F & MARGARET M BRADY Buver, Buver's Address: CAROLYN

BRADY, 16484 ALIANTE DR Address: 16484 ALIANTE DR, **BROOMFIELD**

Price: \$300000 Date Closed: 8/1/2012 BR

Seller: MARILYN D STAFF

Buyer, Buyer's Address: JO HAR-RISON 12640 HAZEL ST Address: 12640 HAZEL ST, BROOM-

Price: \$207000

Date Closed: 8/1/2012 BR

Seller: KENNETH W SR NIVEN **Buyer, Buyer's Address:** JONNENE & MCDONALD JEANNE MCFARLAND, 1631 BELERO ST # D Address: 1631 BELERO ST # D,

BROOMFIELD Price: \$174900 Date Closed: 8/

Seller: MARY C THOMS Buyer, Buyer's Address: BERNITA A GRIFFITH, 42 DOUGLAS DR S Address: 42 DOUGLAS DR S,

Price: \$198000

Date Closed: 8/1/2012 BR

Seller: CHARLENE M LIRBANCIC Buver, Buver's Address: MARC VERIKAS, 13162 BRYANT PL Address: 13162 BRYANT PL, BROOMFIELD

Price: \$220000 **Date Closed:** 8/2/2012 BR

Seller: KRISTIN A BRIGGS Buyer, Buyer's Address: MELISSA A GALLO, 1237 BOSQUE ST # D Address: 1237 BOSQUE ST # D, **BROOMFIELD** Price: \$183000

Date Closed: 8/2/2012 BR Seller: CHRISTOPHER & PAMELA SOINE

Buyer, Buyer's Address: ANGEL &EUSTOLIA BARRIGA. 13080 GROVE

Address: 13080 GROVE WAY, **BROOMFIELD** Price: \$197000

Date Closed: 8/2/2012 BR

Seller: DANIEL & HERCILIA YOUNG-**BLOOD**

Buyer, Buyer's Address: THOMAS & SHANIN HARRIS BURKHOLDER. 2880 CALLAN CT Address: 2880 CALLAN CT, BROOM-

FIFI D Price: \$431500 Date Closed: 8/2/2012 BR

Seller: RILEY FAMILY TRUST Buyer, Buyer's Address: KRISTEN M & DAVID J ROSSI, 16105 CAM-**ERON WAY**

Address: 16105 CAMERON WAY, BROOMFIELD Price: \$454500

Date Closed: 8/2/2012 BR

Seller: CHRISTOPHER R & CHRIS R CUILLA

Buyer, Buyer's Address: KENNETH C & KRISTEN L NOWAK, 1143 E 12TH

Address: 1143 E 12TH AVE. BROOM-**FIELD** Price: \$304000

Date Closed: 8/2/2012 BR Seller: DANIEL & RITA CELESTE CONATY

Buyer, Buyer's Address: WESLEY KENISON, 13067 WESTLAKE PL Address: 13067 WESTLAKE PL. **BROOMFIELD**

Price: \$220000 Date Closed: 8/2/2012 BR

Seller: GEORGE E & BERNADETTE **R LANGBEIN** Buyer, Buyer's Address: SARA ANN

BRANDENBURG, 1237 CLUBHOUSE

Address: 1237 CLUBHOUSE DR, **BROOMFIELD**

Price: \$409000 Date Closed: 8/2/2012 BR

Seller: MAE A UTTECHT Buyer, Buyer's Address: RONALD J & EKATERINA INGRAM, 980 W

11TH CT Address: 980 W 11TH CT, BROOM-**FIELD**

Price: \$362000 Date Closed: 8/2/2012 BR

Seller: KERCO LLC Buyer, Buyer's Address: JOAN F YATES, 945 E 9TH AVE Address: 945 E 9TH AVE, BROOM-

FIELD Price: \$242500 Date Closed: 8/2/2012 BR

Seller: NATHAN ALAN & CYNTHIA CAROLINE PARK

Buyer, Buyer's Address: WILLIAM &SCHUYLER MINCKLER, 2473 LAKE ISLE LN

Address: 2473 LAKE ISLE LN, **BROOMFIELD** Price: \$353000

Date Closed: 8/2/2012 BR Seller: CHAD & REBECCA ARM-

STRONG Buyer, Buyer's Address: CHERYL & FRANK PATTELLI, 13475 WILD **BASIN WAY**

Address: 13475 WILD BASIN WAY, BROOMFIELD Price: \$451000

Date Closed: 8/2/2012 BR Seller: MARK JONJAK Buyer, Buyer's Address: MARK

& MICHELLE M JONJAK, 13146 ALCOTT PL Address: 13146 ALCOTT PL BROOMFIELD

Date Closed: 8/2/2012 BR

Date Closed: 8/5/2012 BR

Seller: STEVEN D & LYNICE M JEF-**FERS**

Buyer, Buyer's Address: SHATTA & DONNA MEJIA, 4713 SPYGLASS DR Address: 4713 SPYGLASS DR, BROOMFIELD Price: \$260000

Seller: JACKLYNN A IHLY

Buyer, Buyer's Address: JAMES & JANE CELIA BENSMAN, 4091 CORTE BELLA DR Address: 4091 CORTE BELLA DR, BROOMFIELD

Price: \$417000 Date Closed: 8/5/2012 BR

Seller: TOLL CO I LLC Buyer, Buyer's Address: KYLE R & KIMBERLY D TURNER, 13917 BAR-**BOUR ST** Address: 13917 BARBOUR ST,

BROOMFIELD Price: \$585700 Date Closed: 8/5/2012 BR

Seller: ARISTA INVESTORS COLO-RADO LLC

Buyer, Buyer's Address: 11203 COL-ONY CIRCLE LLC, 7 RITA RD Address: 11203 COLONY CIR. **BROOMFIELD** Price: \$225000

Seller: STANLEY T & MICHELLE B KIDD Buyer, Buyer's Address: SANDRA

Date Closed: 8/5/2012 BR

K & SANFORD G KAISER, 14100 DORAL CT Address: 14100 DORAL CT, BROOM-FIELD

Price: \$550000

Price: \$

Date Closed: 8/6/2012 BR Seller: EVERBANK Buyer, Buyer's Address: HUD, 4703 RAVEN RUN Address: 4703 RAVEN RUN, BROOMFIELD

Date Closed: 8/6/2012 BR Seller: WELLS FARGO BANK Buyer, Buyer's Address: JASON SYKORA, 110 PINE WAY Address: 110 PINE WAY, BROOM-FIELD

Price: \$144500 Date Closed: 8/6/2012 BR

Seller: STANDARD PACIFIC COLO-RADO INC Buyer, Buyer's Address: JONATHAN W & MARLA N MCGUIRE, 4761 Address: 4761 RAVEN RUN, **BROOMFIELD** Price: \$313200 Date Closed: 8/6/2012 BR

Seller: SAMUEL CLINT & DANIELLE WALKER

Buyer, Buyer's Address: LYNDSY R WILLETTE, 3202 N PRINCESS CIR Address: 3202 N PRINCESS CIR. **BROOMFIELD**

Date Closed: 8/6/2012 BR

Seller: PAUL MARY GAGNON FAM-ILY TRUST

Buyer, Buyer's Address: DRAKE & VIRGINIA FINK, 3475 W 125TH PT Address: 3475 W 125TH PT, BROOM-FIELD

Price: \$270000 Date Closed: 8/6/2012 BR

Seller: WILLIAM A & LANIE M CRAIG Buyer, Buyer's Address: MICHAEL T & THERESA M NICHOLS, 5923 STAR VIEW DR

Address: 5923 STAR VIEW DR, **BROOMFIELD** Price: \$590000

Date Closed: 8/6/2012 BR

Seller: DAWN M & CAMERON P Buyer, Buyer's Address: JUSTIN A & LAURIE A PETRONE, 1104 S OAK CIR

Address: 1104 S OAK CIR. BROOM-

Price: \$284000 Date Closed: 8/6/2012 BR

Seller: MAURICE CLARK AND AMIL-DA E CLA Buyer, Buyer's Address: DAVID V CLARK, 13520 NEWTON CT

Address: 13520 NEWTON CT, BROOMFIELD Price: \$262000

Date Closed: 8/5/2012 BR

Seller: WESLEY W ZERBE TAX EXEMPTION T

Buyer, Buyer's Address: TIMOTHY SHAWN & AMY DAWN CREECH, 13614 PLASTER CIR Address: 1032 ASPEN WAY,

BROOMFIELD Price: \$390000 Date Closed: 8/6/2012 BR

BUSINESS DIGEST-

OPENINGS

Former advertising employees at agencies Crispin Porter + Bogusky LLC and Sterling-Rice Group Inc. have formed the new agency **Grenadier** in Boulder, in partnership with a Kansas City, Missouri-based firm. Jeff Graham, Mark St. Amant, Rob Hofferman, Wade Paschall and Randy Rogers are partners in Grenadier, which is a subsidiary of Barkley LLC, said Graham. Grenadier's 3,000-square-foot office is at 1221 Pennsylvania Ave., in The Hill business district near the University of Colorado-Boulder campus.

Jeffrey Haskin has opened **HealthCare Solutions**, an insurance brokerage, at 801 Main St., Suite 210, Louisville. The company provides customized plans with the goal being to reduce cost of health-insurance premiums. Phone is 720-505-8440, email is Jeffrey@hcsolutionsusa.com.

CLOSINGS

Now & Zen, a retailer of acoustic alarm clocks, has closed its 1638 Pearl St. store in downtown Boulder after nearly 20 years and will move toward online sales. Clocks will be assembled and shipped to customers from 908 Main St., Louisville, which will not be a storefront location.

Boulder International Hostel, 1107 12th St., Boulder, has closed to make way for Sigma Alpha Epsilon, a fraternity previously located at 1101 University Ave. Another location is being sought for the hostel.

Boulder-based can manufacturer **Ball Corp.** plans to shut down manufacturing plants in Columbus, Ohio, and Gainesville, Florida, because of changing market demand. The Columbus plant employs approximately 110 people and operates two of four existing lines that produce standard 12-ounce cans. The Gainesville plant employs approximately 125 people and produces several different beverage can ends for standard can sizes.

MOVES

Longmont Cheese Importers has opened in its new location at 103 Main St., Longmont. The building, built in 1931, originally housed Longmont's electric utility. The store will have 11,000 square feet of space, compared with 8,000 square feet at its old location at 33 S. Pratt Parkway.

Commercial and home-remodeling contractor **Melton Design Build** moved to 3082 Sterling

Circle, Boulder. The company's phone number remains the same, 303-473-9542. Its new website URL is MeltonDesignBuild.com. The offices will include a new design selection center, interactive and unique product displays, multiple kitchen and bathroom vignettes, and room for growth.

NAME CHANGES

Boulder-based home and commercial remodeling contractor **Melton Construction Inc.** has changed its trade name to **Melton Design Build** and its website to MeltonDesignBuild. com to reflect that it provides both architectural design and construction services.

BRIEFS

The city of Longmont's sales- and use-tax collections increased 3.1 percent in July, compared with the same period a year ago, according to the city finance department's latest report. Longmont collected \$4,250,472 in July, compared with \$4,122,858 collected in July 2011. The collection in July represents sales made in June. The sales-tax component of collections increased by 3 percent from the same month the year before, and the use-tax component increased by 4.4 percent. Total sales- and use-tax collections for the year to date increased 2.6 percent compared with the same period in 2011, according to the report.

Broomfield-based **Level 3 Communications Inc.** (NYSE: LVLT) is offering its content-delivery network, or CDN, services in Latin American countries, targeting the services to businesses, government bodies and multimedia content providers that want access to an emerging market, according to a release from the company.

Boulder-based **Covidien Plc** will voluntarily recall some Cool-tip RFA electrode kits made before Aug. 30, 2011, after reports that four patients received serious burns from grounding pads in the kits. The kits in question are being recalled "due to a potential degradation of foil within the ... grounding pad," according to a press release from Dublin, Ireland,-based Covidien (NYSE: COV). "RFA" means radio-frequency ablation.

Boulder Housing Partners has joined 10 for Change, an initiative that challenges Boulder County businesses to save money by integrating sustainability practices in their operations. BHP is pursuing a wide-ranging sustainability

program with the intention of becoming the nation's first net-zero energy and zero-waste housing authority.

James L. Lieberman, who served as Boulder-based Array BioPharma Inc.'s manager of environmental health and safety from 2001 to 2010, agreed to pay a fine of \$147,628, according to court documents for insider trading, allegedly trading shares of Array's stock based on material nonpublic information related to an impending drug-development agreement with Novartis Inc. Lieberman neither admitted to nor denied the SEC's allegations.

The city of Boulder has launched inspireboulder.com, a website that citizens of Boulder can use to engage and communicate with city officials on civic projects and issues. The online exchange allows participants the opportunity to share ideas, second others' ideas, expand upon existing ideas, give feedback on initiatives and collaborate with city officials on a variety of topics online anytime, from any computer.

Office Evolution is growing nationwide by franchising its virtual office-services concept. The Boulder-based company offers virtual office services such as conference rooms, telephone answering, executive suites, reception and mail services, as well as a professional address. New franchises will be priced at \$141,000 to \$224,000. The privately held company's growth plan is to sell 100 new franchises around the nation in the next five years.

Boulder-based **Campus Publishers**, a division of Redrock Publishing Co., has added two guides to its family of 39 official University Visitor Guides. Middle Tennessee State University's guide will make its debut in summer 2013 and Florida State University's guide will launch in fall 2013. The guides each will reach 80,000 members of their respective university communities. Campus Publishers also publishes the University of Colorado's guide.

Boulder and Broomfield counties again fared better than the state and nation as a whole, in monthly unemployment figures released Aug. 17, by the **Colorado Department of Labor and Employment**. The Boulder-Longmont metropolitan statistical area recorded a jobless rate of 6.5 percent, by far the lowest along the Front Range urban corridor and unchanged from

June's figure. Broomfield County posted a 7.7 percent unemployment rate for July, up slightly from 7.6 percent in June. Colorado's statewide jobless rate for July edged up a tenth of a point to 8.3 percent, marking the first time since October 2005 that the state's rate matched that of the nation. The statewide rate had been 8.2 percent in June and 8.1 percent in May.

CONTRACTS

Broomfield-based Level 3 Communications Inc. (NYSE: LVLT) has signed a multiyear agreement with Time Warner Cable Inc. (NYSE: TWC) to expand Time Warner Cable's national network. Financial terms of the agreement were not disclosed. The agreement also includes the delivery of additional core infrastructure services that will enhance the redundancy and reliability of the cable network.

Boulder-based full-service advertising agency **Griff/SMC Inc.** has been selected by Lake Forest Park, Washington-based LifeForce Foods to design new packaging and labeling for the company's line of sprouts and micro-greens.

SERVICES

The Climb, which already runs three weekday routes each way between Gold Hill and Boulder along Fourmile Canyon, started weekday service between Boulder and Jamestown on Aug. 15. The new morning bus leaves the Jamestown Mercantile and post office at 7 a.m., making stops in Lefthand Canyon and along Lee Hill Road. It arrives at the Boulder Transit Center, 14th and Walnut streets, at 7:50 a.m., from where riders can transfer to Regional Transportation District buses to other points in the city and county of Boulder as well as toward Denver and Longmont. The new return trip will leave the Boulder Transit Center at 5:15 p.m., arriving in Jamestown at 6 p.m. The fare is \$3 each way, although residents living along the route can obtain a free pass, good through the end of the year, by visiting the-climb.com or contacting Phil Carter at pcarter@viacolorado.org or at 303-447-2848.

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

NONPROFIT NETWORK

BRIEFS

Nearly 1,200 volunteers completed 50 projects for local nonprofits and other organizations throughout Boulder and Broomfield counties on Aug. 17, setting a record for Foothills United Way's annual Day of Caring. In all, volunteers from local businesses and organizations put in 4,772 hours to landscape, paint, harvest, build and refurbish. That equates to \$105,127 worth of volunteer time put into the community on this one day. This year's volunteers represented local businesses and organizations including Ball Corp., Booyah Advertising, Boulder County Business Report, Boulder Housing Partners, Cable Television Laboratories Inc., the city of Boulder, Corden Pharma Colorado Inc., Covidien LP, Emerson Process Management Inc., Faegre Baker Daniels LLP, the Foothills United Way's board of directors, Hewlett-Packard Co., IBM, Kiwanis Club of the Golden Nuggets, Level 3 Communications Inc., Lexmark International Inc., Lockheed Martin, Mountainside Medical LLC, National Entertainment Network, Nordstrom Rack, NYCE Payments Network, Particle Measuring Systems Inc., Ricoh and Texas Instruments Inc. Sponsors for Day of Caring 2012 were: Platinum: Holland & Hart LLP; Gold: Blue Mountain Arts/ SPS Studios, CordenPharma, Covidien, First-Bank, IBM, Level 3 Communications, Pasta Jav's: Silver: Faegre Baker Daniels LLP. Ricoh: Bronze: Mountainside Medical, Lexmark.

Boulder-based Community Cycles, a nonprofit bike collective that serves Boulder County, is holding a **used bike collection drive** through Saturday, Sept. 15. The used bikes will be refurbished and recycled into the community through programs such its Earn-A-Bike and Fleet programs. Used bikes or accessories can

be donated at 2805 Wilderness Place, Suite 1000, Thursdays through Sundays or from noon to 6 p.m. Tuesdays. Community Cycles recycles 2,000 bikes annually. All donations are tax deductible. For more information, call 720-565-6019 or visit communitycycles.org.

Attention Homes, a Boulder-based residential treatment and counseling center and shelter for at-risk youth, is expanding its Broadway House shelter, increasing the number of shelter beds from 10 to 16 and increasing its daytime "drop-in" capacity to more than 40, up from 25. Its Broadway House building at 3080 Broadway in Boulder is more than 100 years old and required renovating to improve functionality. Attention Homes has moved its administrative office from that location to a new office at 1443 Spruce St.

Bridge House will open a resource center in October in the annex of First Presbyterian Church, 1603 Walnut St., Boulder, to make services for the homeless more accessible and effective. The center will be open on Tuesdays and Thursdays for a six-month pilot project. Bridge House will be the lead agency and will coordinate the participation of partners including nonprofits and government agencies.

FUNDRAISERS

HospiceCare of Boulder and Broomfield Counties will hold a fundraising event, **PIZZAZ! 2012: Under the Tuscan Sun**, from 3 to 7 p.m. Sunday, Sept. 16, on the grounds of Goldbranch Estates in Niwot. Included will be wine tastings and Italian fare from area restaurants including Bacaro Venetian Taverna, Mateo, Laudisio, Treppeda's, Radda Trattoria, Indulge Bakery, Bay Window Catering, Oliverde, The Bitter Bar and Greenbriar Inn. A live auction,

creation of fine art and a Frank Sinatra tribute are planned. Tickets are \$150 each or \$1,500 per reserved table for 10. Make reservations at hospicecareonline.org or 303-604-5236.

GOOD DEEDS

Sprouts Farmers Market and Sunflower Farmers Market donated \$100,000 to the Aurora Victim Relief Fund to benefit the immediate and long-term needs of victims of the mass shooting July 20 at the Century 16 Theaters. The contribution represents proceeds of the sale of excess equipment from Sprouts' recent merger with Sunflower.

Imagine! has received a \$5,000 donation from the Louis and Harold Price Foundation for family-support grants, and \$10,000 from the AEC Trust for the Dayspring Community Calendar Activities Program.

The **Elevations Foundation**, the philanthropic arm of Boulder-based Elevations Credit Union, presented a check Aug. 14 for \$36,312.59 to the Long Term Recovery Group of Northern Colorado to help provide temporary housing for people displaced by the High Park fire. The Long Term Recovery Group of Northern Colorado is a consortium of county, faith-based and nonprofit organizations that was assembled to aid in fire relief. The fund was launched June 16 with a \$10,000 challenge grant from the foundation. The rest was contributed by Elevations' members and business partners during the fundraising period that ended July 6.

Xcel Energy Inc., its employees and customers, raised \$113,000 for the Mile High Chapter of the American Red Cross. Xcel makes a \$25 donation for every customer who subscribes to Saver's Switch, a free program that helps manage short-term spikes in demand for electricity on hot summer days.

PRODUCT **UPDATE**

Longmont-based DigitalGlobe (NYSE: DGI), a provider of high-resolution earthimagery solutions, and Houston-based Genscape, a provider of energy-monitoring technology, have jointly produced and launched a monthly Energy Infrastructure Development Report. Each report will feature high-resolution imagery of key energy production and distribution facilities worldwide captured by DigitalGlobe's constellation of satellites. In addition, each report will include expert analysis of the imagery from Genscape and the DigitalGlobe Analysis Center, pointing out the status of operations at existing facilities and providing updates on facilities under construction.

Broomfield-based **eSoft**, a provider of network security solutions, on Aug. 21 began offering and shipping the InstaGate 404S, a security appliance designed for small office or home office betworks, offering business grade security for up to 15 Internet connected client machines.

Longmont-based **Kozio Inc.**, a provider of software solutions for embedded hardware design verification and production tests, is offering a 30-day free trial of its Verification and Test operating system for users of Freescale's P1010 RDB and P1022DS development boards. Kozio's VTOS Suite combines a special-purpose OS with a comprehensive peripheral and processor functional test library. The free trial can be downloaded directly from the Kozio website at kozio.com/evaluate-vtos.

CALENDAR

SEPTEMBER

5 Heather Bailey, the city of Boulder's executive director of energy strategy and energy utility development, will speak at the Boulder Chamber's **ReENERGYze Your Business breakfast** to from 7:30 to 9 a.m. Wednesday, Sept. 5, at the chamber, 2440 Pearl St., Boulder. Attendance is free, but space is limited. Register online at boulderchamber.com.

The Boulder Small Business Development 6 Center will launch Colorado Emerging Ventures, a targeted consulting and education program to assist pre- and post-revenue businesses that are poised for high growth, from 8:30 a.m. to 4 p.m. Thursday, Sept. 6, at the University Corporation for Atmospheric Research conference center, 3080 Center Green Drive, CG1, Boulder. Programs are developed to support scalable businesses with high-growth goals including bioscience, IT, aerospace, clean tech, and outdoor and natural products. The event will cover building for growth, access to capital, the bridge to technology, and research and development. Attendance is free for qualified ventures. R.S.V.P. is required; contact Sharon King at Sharon.king@boulderchamber.org or 303-442-1475 extension 3.

More than 25 boutiques and galleries in downtown Boulder will celebrate **Fashion's Night Out** beginning at 5:30 p.m. Thursday, Sept. 6. The event will feature extended store hours, promotions and giveaways, a fashion show, appetizers, wine tastings, music, entertainment trunk shows

12 The Boulder Woman's Leadership Group Annual Breakfast will be from 8 to 9:30 a.m. Wednesday, Sept. 12, at A Spice of Life Events Center, 5706 Arapahoe Ave., Boulder. Barb Batt, founder of U Creative Group, will speak on "Secrets to Forming Emotional Connections That Build Your Business."

Pre-registration is required; no walk-in admission. Cost is \$25 for members and \$35 for non-members. Register at boulderchamber.com.

The Louisville, Superior and Lafayette chambers of commerce will join to hold a **September Business After Hour**s from 5 to 7 p.m. Thursday, Sept. 13, at Studio Z Dental, 1017 E. South Boulder Road, Suite B, Louisville. Pricing is \$10 with an advance R.S.V.P. or \$12 at the door. Those who are not chamber members and wish to attend should call the chamber at 303-666-9555 or visit lafayettecolorado.com.

The 2012 Broomfield Chamber Trade Fair will be from 9 a.m. to 5 p.m., Saturday, Sept. 15, at North Midway Park, 501 W. Midway Blvd., Broomfield. Zero-waste event. More than 100 vendors.

Mental Health Partners, a Boulder-based non-profit, will hold its **50th anniversary celebration** beginning at 6 p.m. Saturday, Sept. 15, at the Omni Interlocken Resort, 500 Interlocken Blvd., Broomfield. Registration is open through Friday, Sept. 7, at mhpcolorado.org.

16 The 9th Annual Boulder Pridefest will be from 11 a.m. to 7 p.m., Sunday, Sept. 16, at Boulder Central Park. Celebration for LGBTQ (lesbian, bisexual, gay, transgender, queer) people and friends. Music, entertainment, food vendors.

17-20 Analyst Steven Lefebure, research vice president of Gartner's Industry Research, Manufacturing - Life Sciences, Consumer Goods, will be the keynote speaker at Lafayette-based Aegis Analytical Corp.'s annual user conference, "Discover 2012." The conference will be Monday through Thursday, Sept. 17-20, at the St Julien Hotel & Spa, 900 Walnut St., Boulder. Lefebure will speak on "Applying IT to Maximize Business

Performance in Life Sciences Manufacturing." The conference agenda includes sessions on: Customer presentations on quality, manufacturing, supply chain and CMO and cross-site collaboration/process control; tracks for industry applications, data/analytical applications and technical/administration; user and technical training workshops; Boulder tours and networking with peers. Registration is \$500 through Sept. 1. More information and registration at aegiscorp.com/discover-2012.html.

Workforce Boulder County will present a breakfast session on Manufacturing: Generating Growth in Boulder County, from 7:30 to 9 a.m. Tuesday, Sept. 25, at the St Julien Hotel and Spa, 900 Walnut St., Boulder. The panel discussion will be facilitated by John Tayer, a public-policy advocate, communications specialist and president of The Public Affairs Center. Registration is required for this free event, and attendees must be affiliated with a manufacturing business in Boulder County. Contact Sara.Miller@wfbc.org for more information.

The second annual Louisville and Lafayette Business Showcase will be from 4 to 7 p.m. Wednesday, Sept. 26, at The Gatehouse, 1055 S. 112th St., Lafayette. Exhibitor space is limited. Fees are \$100 for a 6-foot table, \$150 for an 8-foot table, or \$75 for half of a shared 8-foot table. Applications are available online at louisvillechamber.com, or one can be mailed by calling 303-666-5747.

OCTOBER

The Boulder County Business Report will present its annual IQ Awards from 5:30 to 8 p.m., Wednesday, Oct. 3, at the Boulder Theater, 2032 14th St., Boulder. The annual IQ Awards event honors innovative new products and services developed by companies and organizations in the Boulder Valley, with

a special emphasis on advanced technologies, innovations within a particular business sector and sustainable business practices. Cost is \$49. Register online at www.bcbr.com, click on events. For more information, contact De Dahlgren at 970-232-3132 or via email at ddahlgren@ncbr.com.

10 Naturally Boulder, a nonprofit organization designed to promote Boulder's natural-products industry, will hold its Autumn Awards and Pitch Slam Party on Wednesday, Oct. 12. About 40 entrepreneurs will pitch their young companies to a panel of experts beginning at 5 p.m. at the Event Center at Rembrandt Yard, 1301 Spruce St., Boulder. The event then moves to Boulder Theater, 2010 14th St., Boulder, for cocktails, a natural and organic buffet, a Year in Review showcase, presentation of awards, words from the Pitch Slam finalists and an award for the winner. More information at naturallyboulderproducts.com/events/.

AWARDS

Melton Design Build received a bronze award from Qualified Remodeler's Master Design for an exterior remodel of a home in the Chautauqua neighborhood of Boulder. Melton Design Build's inhouse architect, Tom Cattany, listened to the clients' wishes and drew a sketch that embodied the look and feel the clients' longed for in their home while replacing an exterior insulation finishing system that was leaking and causing damage to a flagstone entry and patio. He designed a sanctuarylike space for relaxing and enjoying the neighborhood.

SPACE from 5A

help bring the best practices and the best services to the U.S., said Heather Bulk.

The third and emerging space flight model is purely commercial and would provide space flight opportunities to private individuals. Possibilities range from short trips into lower orbit for several minutes of weightlessness to the possibility of trips around the moon, Klaus said.

Bulk, with a background in law and finance, co-founded the company with her husband, Tim. Tim worked for Lockheed Martin and NASA and has decades of experience in the aerospace industry.

"When Tim resigned from NASA we decided to divide and conquer," Heather Bulk said, who heads legal and financial affairs while Tim leads the technical aspect of the company.

"It has worked out extremely well," Bulk said. The privately owned company currently employs just shy of 30 people, including contractors, she said. The company strategically locates contractors near clients, with hot spots in Cape Canaveral, Houston and Washington D.C. They strive to employ the best, brightest and most-seasoned industry experts for their projects, Tim Bulk said, including industry experts such as Wayne Hale, who came to the company after three decades of service in NASA's shuttle program.

It was a desire to merge big dreams with the brightest minds that inspired

The way people think in Boulder is significantly different than in other areas. It's almost as if anything is possible here. The craziest idea in the world can turn around and be a success.

Heather Bulk

CO-FOUNDER AND CHIEF EXECUTIVE, SPECIAL AEROSPACE SERVICES LLC

Heather and Tim Bulk to begin Special Aerospace Services.

"I wanted to create that sort of culture in the company with people who were the best at what they did and willing to take risks through their creativity and knowledge, to come up with unique solutions," Bulk said. The company's tagline, "Who Dreams Wins," embodies the nothing-isimpossible ethos of the company.

Boulder's blend of science, technology and business expertise makes it an ideal place for the company. The Front Range is one of the top aerospace regions in the country, Bulk said. Industry leaders such as Ball Aerospace & Technologies Inc., Lockheed Martin and Sierra Nevada Corp. all make the Centennial State home, Klaus said.

"The way people think in Boulder is significantly different than in other areas," Heather Bulk said. "It's almost as if anything is possible here. The craziest idea in the world can turn

around and be a success."

Heather's gender makes her different, too, as the rare woman in a male-dominated industry, let alone the owner of an aerospace company. It's a position that takes the ability to navigate the industry and understand how to play the field to succeed, she said.

All this out-of-the-box thinking has made the company a success and earned it a positive reputation. Despite the recent retirement of NASA's shuttle program, it's an exciting time to be in aerospace wwwith new doors opening in areas of commercialized space flight and recent space success such as the landing of the Mars science lab, Curiosity, Tim Bulk said, many with ties to Colorado aerospace industry.

"The future in space is extremely exciting," he said. "There is just an incredible opportunity in science missions, space missions and it's a great time for these younger engineers."

FEATURED ARTICLE REPRINTS



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LDER VALLEY REAL ESTATE WATCH BOULDER COUNTY BUSINESS REPORT

Plan for downtown office building eyed

BOULDER — Downtown Boulder could be getting a new Class A office building if a redevelopment plan for the property at the corner of Walnut and 13th streets comes to fruition.

A concept review before the Boulder Planning Board for a 55,400-square-foot, four-story office building is scheduled for Sept. 6.

According to the board's agenda, the project would redevelop the 12,763-squarefoot building at 1906 13th St. and the adjacent **REAL ESTATE** a Class A office



parking lot into Michael Davidson

building with ground-floor retail and an 82-space below-grade parking lot.

The new building would connect to the Colorado Building, 1919 14th St., the tallest building in downtown Boulder.

The owner of the property to be redeveloped is Aplaza LLC, according to Boulder County property records.

Property records and the planning board agenda suggest Boulder real estate development company W.W. Reynolds Cos. might be behind the project.

The applicant is Jeff Wingert, development director and a partner of W.W. Reynolds Cos. The company's website lists 1906 13th St. and the Colorado Building as part of its portfolio.

In late July, 1916 LLC, which has a registered address at W.W. Reynolds' Boulder office, purchased 1916 13th St. for \$3.15 million. The building, which was built in 1900, is adjacent to 1906 13th St. and shares the block with the redevelopment project, although there is no indication whether it will be redeveloped.

Attempts to contact Wingert for comment were unsuccessful. The planning board's informational packet had not yet been posted to the city's website as of the Business Report's deadline.

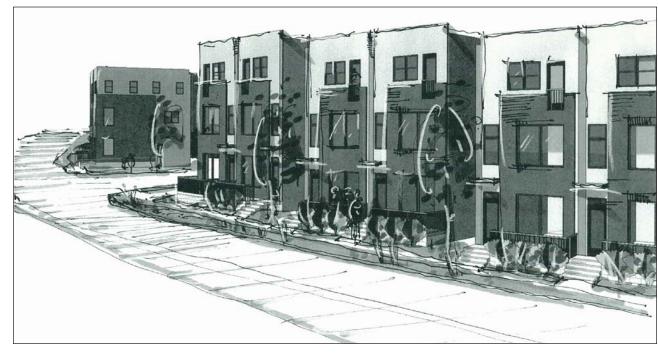
FATE: Boulder is destined to get another brewpub this fall, and the vacant restaurant space at 1600 38th St., Suite 100, will find a ten-

Mike Lawinski plans to open Fate Brewing Co. in December. Fate Brewing will consist of a fullservice restaurant and brewpub in a 7,000-square-foot restaurant and brewery.

The building was home to local landmark Jose Muldoon's for more than 20 years and most recently was

More multifamily housing

California company plans 200-unit project in Broomfield



COURTESY CITY AND COUNTY OF BROOMFIELD

Pathfinder Partners LLC, a San Diego-based real estate investment and development company, on Aug. 21 presented a concept review for a 200-unit multifamily project in Broomfield. The project would build 92 two-bedroom townhomes and 108 one-bedroom flats on a 7.3 acre lot at 453 and 515 Summit Blvd. Pathfinder Broomfield Holdings LLC paid \$650,000 for the land, which is west of Interlocken in the MidCities area.

occupied by Playa Azul, a Mexican restaurant. The building will undergo interior and exterior renovations before reopening.

The restaurant will seat about 230 customers inside and an additional 90 outside, with the bar offering seating for 30. In addition to pouring pints in its 400-square-foot bar with adjoining outdoor seating, the company plans to produce and distribute beer to liquor stores,

restaurants and bars throughout Colorado.

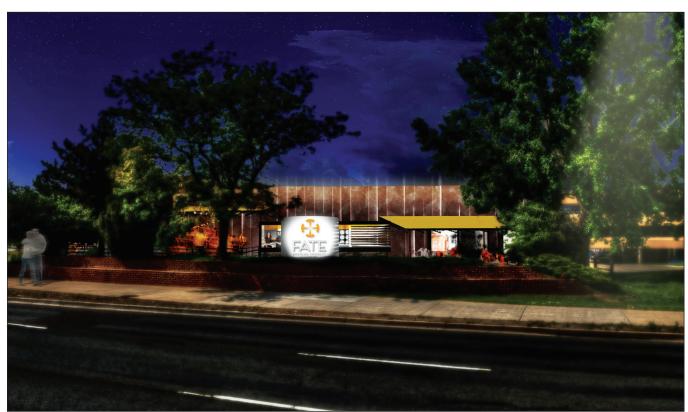
Lawinski began his restaurant career with Big Red F 10 years ago, and most recently was operations manager for West End Tavern and Centro Latin Kitchen on Pearl

Fate will produce five core beers, as well as special products including specialty brews, seasonal releases and partnered efforts.

"We will not only serve our own beer, but will appreciate others, with 30 tap lines." Lawinski said.

James Hower and Patrick Weeks of Gibbons-White Inc. represented Fate Brewing Co. Wade Arnold, Scot Smith and Jim Fisher of The Colorado Group Inc. represented the property owner, 1600 38th Street LLC.

➤ See Real Estate, 25A



COURTESY FATE BREWING CO.

An artist's rendering shows a completed Fate Brewing Co., a full-service restaurant and brewpub which will open in December at 1600 38th St., Suite 100, in Boulder. The building was home to local landmark Jose Muldoon's for more than 20 years and most recently was occupied by Playa Azul, a Mexican restaurant.

REAL ESTATE from 24A

HEAD'S NEW HOME: Head, one of the premier names in wintersports equipment, is in the process of moving to one of the premier winter-sports destinations.

Head USA is relocating its winter-sports division to Boulder. The division's new home is a 5,995-square-foot space at 3125 Sterling Circle.

Head USA is part of Head NV, an Amsterdam-based sporting goods company. Head is best known for racket-sports equipment and ski and snowboarding equipment.

Head USA is based in Norwalk, Connecticut, which was the former home of the winter sports division. The finance and logistics teams also are moving to Boulder.

The relocation puts Head in a better environment, said Jon Rucker, Head vice president for winter sports.

"Moving from what is essentially suburban New York to what we believe is the epicenter of the outdoor-sports and sporting-goods industries, and being near the mountains, is tremendous for us," Rucker said.

Head announced its move in January, and employees are just arriving in Boulder to set up the office, Rucker said. The company has yet to determine how many employees will be relocated to Boulder, and Rucker declined to offer an estimate. The office should be fully operational by February, Rucker said.

The relocation is a homecoming for Head, which had a facility in Boulder through the mid-1990s.

Head looked at several other cities in a search process that took about a year, Rucker said. Among the reasons for its decision to move to Boulder are the city's quality of life and the possibility the company could receive business incentives.

Chris Hansen of the Colorado Group Inc. represented the building's owner, Rocky Mountain Development LLC. Sam Brenner of Cushman and Wakefield represented Head, Rucker said. OPEN-SPACE PURCHASES: The Boulder County Board of Commissioners voted Aug. 14 to spend \$6 million to acquire 210 acres of land on Lefthand Canyon Drive.

The property is on the north side of Lefthand Canyon Drive near its intersection with U.S. 36. The current owner is the Heil family, and the land will be added to the existing Heil Valley Ranch Open Space. The Heils sold that land to Boulder County in the mid-1990s.

Purchasing the property was a priority for the county because it could have been developed into a subdivision, according to the memo prepared for the commissioners. The property had been subdivided into six 35-acre parcels that could have become homes, according to the memo.

The price converts to about \$27,000 per acre, which the county said is in line with recent open-space purchases.

The commissioners also voted to spend about \$2.85 million on 75 acres of irrigated farmland just north of Longmont. The property is near the southeast corner or North 95th Street and Vermillion Road. The county is spending \$38,000 per acre.

JOHN'S EXPANDING?: The owners of John's Restaurant in central Boulder want to relocate and expand the longtime fixture on Pearl Street.

The city of Boulder's Planning and Development Services Center received a proposal from David Scholze on behalf of owners chef Corey Buck and his sister, Ashley Maxwell, that would move the restaurant from a little red house at 2328 Pearl St. to 2014 Pearl St.

The new site would be expanded by approximately 1,807 square feet to add kitchen space and new outdoor seating. The new restaurant would have a total of 88 seats with hours of operation from 5:30 to 10 p.m. seven days per week and brunch hours on Sundays.

INDY MOTORS: Independent Motors Ltd. is leaving its longtime home on Pearl Street for a new repair shop it is building at 5440 Arapahoe Ave.

The repair and tire shop in Boulder, which opened in 1983, plans to leave its current location at 250 Pearl St. by February, owner Bill Bender said.

The new facility will be about 7,600 square feet and cost more than \$1 million to build, Bender said. The shop is an addition to an existing 5,045-square-foot building that Bender bought when he purchased the 0.9-acre property for \$1,020,000 in November.

Bender said he is looking to lease the existing retail space to a complementary company.

The technical review process has been completed, and construction could begin in the next three to six weeks.

LAFAYETTE

NEW JAX: JAX Mercantile Inc., a seller of outdoor gear and ranch and home products, plans to open a second store in Lafayette by Nov. 1.

The second location will be called JAX Ranch and Home, a 40,000-square-foot store at 400 W. South Boulder Road. It will carry a selection of hardware, work and western wear, and equine, pet and agricultural products.

Moving these products out of the existing 33,000-square-foot JAX Outdoor Gear store north of the intersection of U.S. Highway 287 and South Boulder Road will make way for JAX's core offering of outdoor clothing, footwear, camping, hunting, fishing and military surplus to be enhanced.

JAX Mercantile was established in 1953 in Fort Collins, and now is based in Bellvue.

JAX expects to close on the property later this month in a bank sale, according to a JAX spokeswoman. The property, previously owned by Willow River Markets LLLP, was foreclosed on in February with an outstanding principal balance of

debt of about \$2.6 million owed to U.S. Bank National Association. The loan was originated in July 2004 by Heritage Bank, according to Boulder County records. The building previously was occupied by Flatirons Community Church.

LOUISVILLE

BOULDER CREEK'S 'LEAP': Boulder Creek Builders LLC, a homebuilder based in Louisville, announced it will build 15 homes in the Stapleton development in Denver, after reaching an agreement with the project's master developer. The homes will be the company's first project in the Denver area.

Stapleton is the major redevelopment project that is converting Denver's former international airport into a master-planned community based on new-urbanism principles. Forest City Enterprises Inc. (NYSE:FCE.A), a Cleveland-based development company, is Stapleton's developer. 12,000 homes and apartments are planned for the area.

Boulder Creek Builders will build patio homes in the Bluff Lake neighborhood. Construction of the first home is scheduled to begin in September, and the first model will be open by early 2013. Promotional material from Stapleton says the homes' selling prices will start in the low \$400,000s.

Building in Stapleton is a milestone for Boulder Creek Builders, principal David Sinkey said. The company's current projects are in Louisville, Longmont and Loveland.

"This is a significant leap for Boulder Creek Builders given the size and significance of the Stapleton community," Sinkey said in an email. "Not only does it represent our first entrée into the Denver market but also a new and exciting step for us as we identify new markets for growth throughout the Front Range."

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



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BOULDER COUNTY BUSINESS REPORT

Prepare now for workers' comp hikes

e prepared. Businesses operating on a calendar year typically spend the fall preparing for a new budget. As we approach the beginning of the fourth quarter, companies in Colorado might want to add a few percentage points to their budgets for workers' compensation insurance.

As staff writer Beth Potter notes in this edition, higher medical costs and an increased number of claims mean that businesses in the state already have seen an average 3.7 percent increase in workers' comp insurance rates. That followed several years of flat or falling rates.

The increases have been worse in some sectors. In Boulder County, for example, some industries have seen rates jump by 5 percent to 10 percent, Potter reports. For some companies with a substantial workforce, that means a sizable additional

Exacerbating the problem statewide is the fact that, with a slower economy in recent years, fewer businesses exist to pay into the overall workers' comp pool. That means that fewer businesses must carry the load, resulting in higher costs.

It's lamentable that, as the economy shows signs of renewed life, businesses in the Boulder Valley and around the state must add a hefty increase to an expense line that has been stable for many years. Higher costs in this area mean that companies likely will hire fewer workers.

Businesses in Colorado had it pretty good for a decade, as Colorado enjoyed some of the lowest workers' comp costs in the nation. For several years running, the state even saw hefty decreases in workers' comp costs.

But times have changed. It's best to face the facts and consult your insurance broker to determine what a realistic budget number will be.



Bike-race bid puts regionalism to test

Northern Colorado eyes business boost from Pro Challenge

Tou may or may not have had a chance to catch some of the coverage of the 600-mile USA Pro Challenge.

If so, it should have been abundantly clear that the seven-stage event is much more than a bike race. It is a marketing and publicrelations coup for any of the cities that host a leg of the event, a rather remarkable feat for a race that is in just its second year.

By December, Northern Colorado should know whether it will be part of next year's week-long Pro Challenge.

In a welcome stroke of regional thinking, Fort Collins, Loveland and Estes Park have banded together in hopes of serving as hosts of a Northern Colorado leg of the race. There's huge excitement over this; somebody even said it would be equivalent to bringing the Olympics to Northern Colorado. That's clearly over the top, but if the region does get to play host, it probably will be the largest event Northern Colorado ever has

hosted.

Win or lose, the level of cooperation on display in this bid deserves a big cheer. The cities involved are building regional ties and, if they pull it off, helping create a regional



GUEST OPINION Allen Greenberg

brand that could pay dividends in all sorts of ways for many years to come.

As envisioned, the Northern Colorado leg of the race would start in Loveland, wind through Windsor and

climb through Estes Park before wrapping up in Fort Collins.

Local organizers already are about halfway to their goal of raising \$500,000. They held a series of private parties to raise awareness and capital.

Last year's race meant 25 hours of coverage on NBC Sports and generated more than 3 billion media impressions worldwide. With crowds as large as 60,000 at various stops, it also delivered more than \$83 million in sales tax revenue for Colorado.

The cities involved in the bid will all need to cover some part of the cost of hosting the Northern Colorado leg of the race. In fact, the cities already have made or are lining up their commitments, so organizers say they're now looking for the private sector to help.

Big slugs of money are always good but smaller contributions are just as welcome. Organizers point out that 80 percent of the sponsorship dollars received by the city of Santa Rosa, Calif., which hosts part of the annual Amgen Tour of California, came in increments of \$1,500 to \$2,000.

Volunteers and companies willing to make in-kind donations also are needed.

Getting dollars from the business community won't be a snap, organizers say, because sponsorship dollars go to the company behind the race, Medalist Sports. But local events will be created leading up to the race for which sponsorships will be sold.

It will also be a test of our ability to think and behave like a region.

Allen Greenberg is editor of the Northern Colorado Business Report based in Fort Collins, a sister publication of the Boulder County Business Report. He can be reached at 970-232-3142 or agreenberg@ncbr. com.

BOULDER COUNTY





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BCBRDAILY from 2A

Vail plans Breck expansion

BROOMFIELD — Vail Resorts Inc. plans to add 543 acres of terrain in the Peak 6 area of Breckenridge Ski Resort after receiving approval from the U.S. Forest Service.

The Broomfield-based ski resort operator (NYSE: MTN) plans to build two new chairlifts to the expansion area. Peak 6 is expected to include 400 acres of lift-served terrain and 143 acres of "hike-to" terrain, according to a press statement, meaning that skiers and snowboarders can hike to an area higher than that served by a chairlift.

The Peak 6 terrain is expected to open at the beginning of the 2013-2014 ski season, according to the statement. Vail Resorts did not release financial details of the expansion.

Forest Service approval came following a required federal final environmental impact statement – the last step of a request process started in 2007. The decision remains subject to appeal for 45 days, according to the press statement.

Posted Aug. 22.

Biotech raises growth funds

BOULDER — Biotech firm PanTheryx Inc. has raised \$3.54 million in equity investment to help with future growth plans, according to a regulatory filing with the U.S. Securities and Exchange Commission.

The company plans to raise \$4 million, according to the SEC filing. In all, 26 investors have each put in a minimum of \$5,000, according to the filing.

Braman, Timothy Starzl and Bimla Starzl are listed as executive officers in the company. Braman, Timothy Starzl, Tom Washing and David Cook are listed as company directors. Washing also is a partner at Sequel Venture Partners LLC, a venture capital firm in Boulder. Cook is a retired lawyer from the local office of Faegre Baker Daniels LLP. He received the Esprit Entrepreneur Lifetime Achievement Award from the Boulder Chamber in 2005.

Posted Aug. 22.

Online grocer gets \$2 million

LAFAYETTE – Door to Door Organics Inc. has received \$2 million of venture capital from Greenmont Capital, an investment fund based in Boulder.

Lafayette-based Door to Door Organics offers an Internet-based grocery delivery network with operations based in Colorado, Illinois, Missouri, Michigan and Pennsylvania.

The company started seven years ago outsourcing and delivering fresh produce. It has added products such as sustainably raised meat, artisan bread and local dairy products.

Posted Aug. 22.

Ellora donates for solar

BOULDER — Oil and gas exploration company Ellora Energy LLC donated \$150,000 for solar panels to be installed on the roof of the new Anderson Medical Center on Boulder Com-

munity Hospital's Foothills campus.

In all, the new 36 kilowatts of solar panels are expected to generate 49,000 kilowatt-hours of electricity per year, said Heath Mackay, a commercial project developer at Namaste Solar Electric Inc., the Boulder company installing the panels.

Combined with an incentive amount from Xcel Energy Inc., the panels will save the hospital about \$7,000 on utility bills every year, or about \$125,000 over the next 20 years, Mackay said.

The 46,000-square-foot, two-story Anderson Medical Center is going up at the hospital's Foothills campus at 4747 Arapahoe Ave. as part of a \$110 million expansion. It is a separate building from the existing hospital at that location. It is planned to house a cardiac center, an outpatient surgery center and offices for several physician practices.

Boulder-based Ellora Energy was bought by Exxon Mobil Corp. for \$695 million in 2010. The company reported oil and gas assets in East Texas and Louisiana at the time of the sale.

Posted Aug. 20.

Zayo buying Atlanta telecom

LOUISVILLE — Zayo Group LLC, the fast-growing Louisville-based telecommunications company, is set for another expansion as it has reached an agreement to purchase a

southeastern telecom for \$13.5 million.

Zayo Group's deal is with USCarrier Telecom LLC, an Atlanta-based bandwidth provider. USCarrier has a 3,700-mile fiber-optic network that connects 44 cities in Georgia, Florida, Alabama and Tennessee.

Zayo already had a stake in USCarrier. It acquired about 50 percent of the company through its October 2010 acquisition of American Fiber Systems.

Zayo will make the purchase using cash on hand, according to the release announcing the deal. The transaction is expected to close during the fourth quarter.

Posted Aug. 16.

Sept. 14, 2012

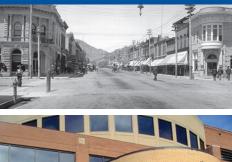














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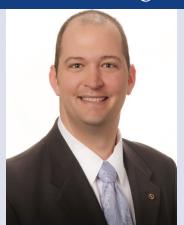
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First National Wealth Management Presenters:



CHAD JONES

CFP®, Private Client Advisor



ISAAC ESSAY

CFP®, CWS®, Private Client

Advisor



ERIC RAKNESS

CFP®, Financial Planning Account

Items discussed will include our three most frequently asked questions:

- Why is investment allocation the most important financial decision in your portfolio;
- How do I plan for retirement so that my money lasts longer than my lifetime; and
- What should I be looking for when planning my estate?

First National
Wealth Management

For more information contact Lindsay Gilliland at NCBR 970-232-3133