Boulder County **BUSINESS REPORT**



DISTINCTIVE HOMES Selling homes using art of virtual staging **SECTION B**

Volume 31 | Issue 20 | Sept. 14- 27, 2012



NATURAL PRODU Athletes get juiced drinking Cheribundi 12A

Organic study stirs healthy debate

BY BETH POTTER bpotter@bcbr.com

BOULDER — Do organic fruits and vegetables have more nutrients than conventional ones?

A recent Stanford University study says no — a finding that has created controversy in the local organic industry.

A scientist at the Organic Center

Pesticides, GMOs, nutrition at issue as industry rips Stanford findings

started in Boulder says yes — organic fruits and vegetables can have as much as 30 percent more nutritional value.

Organic apples, strawberries, grapes, tomatoes, milk, carrots and grains have 10 percent to 30 percent more nutrients, according to Chuck Benbrook, chief scientist at the Organic Center.

Benbrook points to a key 2011 study done in the United Kingdom as one that supports his analysis. He says Stanford researchers cite that study but don't mention its findings.

"Vitamin C, antioxidants and phenolic acids tend to be higher in organic food about 60 percent to 80 percent of the time," Benbrook said in a 12-page paper responding to the Stanford University study. "Vitamin A and protein are higher in conven-► See Organic, 10A

Fall brings

good signs

as homes

spring up

Major land purchases in recent weeks suggest times are changing in the construction industry, and that's good news, especially for the builders

Large purchases in Longmont and Lafayette mark the start and expansion, respectively, of construction of two large subdivisions that, combined, will build more than 200 single-family detached homes.

The projects show that national homebuilders maintain their interest in the Boulder Valley, and that locally owned companies that survived the Great Recession have regained their

In Longmont, Meritage Homes

Inc. recently purchased 121 vacant

lots. Meritage (NYSE: MTH), which

is based in Scottsdale, Arizona, is the

ninth-largest home builder in the

BY MICHAEL DAVIDSON mdavidson@bcbr.com

of new homes.

footing.

DOOR OPEN FOR OUTDOOR MALL

Developer's preliminary plan depicts Twin Peaks Mall as retail 'village'



COURTESY NEWMARK MERRILL MOUNTAIN STATES

A plan shows Twin Peaks Mall in Longmont will lose its roof and become a four-building "retail village" built around a central promenade and fountain. A new cinema will be built, along with a space for a large anchor tenant on the north side of the property. Dillard's, which owns and operates its store, will be converted into a free-standing store. See story, 3A.

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➤ See Homes, 19A



Globelmmune to offer 5 million IPO shares

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

BY BUSINESS REPORT STAFF news@bcbr.com

LOUISVILLE —GlobeImmune Inc. plans to offer 5 million shares of stock priced between \$11 and \$13 a share — to raise up to \$74.75 million in an initial public offering, according to documents filed Sept. 5 with the U.S. Securities and Exchange Commission.

The Louisville-based drug-development company said in July that it expected to use the money for drug research and to prepare a manufacturing facility. Its stock symbol, GBIM, will be listed on the Nasdaq Global Market.

The company's drug products for cancer and infectious diseases are based on its tarmogen platform, according to SEC documents. Tarmogens activate a patient's immune system by stimulating a group of white blood cells – called T cells – which destroy infected or malignant cells in the body, according to the documents.

GlobeImmune is backed by venture capital companies including Morgan-

thaler Partners LLC in Boulder and HealthCare Ventures LLC in Cambridge, Massachusetts, each of which has a 14 percent stake, according to previous SEC filings. Sequel Venture Partners LLC and Wexford Capital LP in Greenwich, Connecticut, each hold a 9 percent stake in the company. Lilly Ventures I LLC in Indianapolis and Medica Venture Partners in Herzliya, Israel, each hold a 6 percent stake.

Posted Sept. 5.

BCBR DAILY

Dairy agrees to settlement

BOULDER — Aurora Organic Dairy Holdings LLC has agreed to pay \$7.5 million to settle a five-year, class-action lawsuit against the company.

Settling the lawsuit was a purely financial decision for the Boulder-based dairy, said Sonja Tuitele, a company spokeswoman. The lawsuit has been a "distraction for our company and our retail customers ... and we wanted to get it behind us," Tuitele said. The settlement agreement is subject to approval by the court, she said.

Aurora did not admit wrongdoing in the settlement, and its milk has been certified as organic by U.S. Department of Agriculture-accredited agents since 2004, the company said in a press statement. The company sells organic milk to grocery store chains, which sell it as their store-brand milk.

Two St. Louis-area mothers filed the lawsuit in 2007, claiming that the dairy used unfair and deceptive practices to sell non-organic milk at organic prices. The lawsuit also claimed that the company's milk did not live up to U.S. Department of Agriculture organic standards.

The original claims in the lawsuit were dismissed in 2010, Tuitele said. The settlement amount covers fees for up to 60 plaintiff lawyers, she said. The company also will continue for three years to follow certain existing farming practices at its Platteville dairy, according to the press statement.

Posted Sept. 10.

Green Garage buys tire seller

BOULDER — Environmentally friendly car service store Green Garage is on the move, buying The Tire Source Inc. tire retailer and planning to open a new location in Boulder in mid-October.

Tire Source owner Pete Spoelhof decided to sell his 40-year-old tire business at 3200 28th St. in Boulder to Primoris Energy Solutions Inc., doing business as Green Garage, so he could retire, the companies said in a press statement. The sales price was not disclosed.

Tire Source had 10,000 customers in 2011, or about 5 percent of the total 218,000 cars registered in Boulder County, said Ryan Ferrero, founder and chief executive of Green Garage. The purchase gives Green Garage the leverage to buy and price car tires competitively with other retail chain stores, he said. In the future, tire sales are expected to represent about 15 percent of the overall Green Garage business, Ferrero said.

Green Garage plans to remodel and open a new 8,000-square-foot store in the former Carpet Outpost LLC building at 2907 55th St. in Boulder in October, Ferrero said.

Posted Sept. 6.

Datavail raises \$4.25 million

BROOMFIELD — Datavail Corp., a Broomfield-based remote database administration services company, raised \$4.25 million in a recently closed Series C round.

Datavail will use the investment to further its expansion into the New York, New Jersey and Philadelphia markets and hire new employees.

Datavail also will use the investment to boost marketing initiatives, internal infrastructure projects, and research and development.

Datavail, which was founded in 2007, designs and administers remote database systems. In July, it acquired Seattlebased Blue Gecko Inc., a remote database administration company with a large presence in the Pacific Northwest.

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TIONAL QUALITY

► See BCBRdaily, 23A

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The BCH Stroke Team brings together a broad range of expertise including, from left, emergency medicine specialist Jason Rozeski, MD, neurosurgeon Lee Nelson, MD, neurologist Janice Miller, MD, interventional radiologist Jie Mao, MD and physiatrist Jaclyn Arends, MD.

Plan revealed for Twin Peaks makeover

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

LONGMONT — The future of Twin Peaks Mall in Longmont is becoming clearer, following its owner's unveiling of a plan to convert the shopping center into an outdoor retail "village" featuring a new multiplex cinema and a yet-to-be determined anchor tenant.

Twin Peaks Mall was acquired in February by NewMark Merrill Mountain States for \$8.5 million. The 555,000-square-foot, fully enclosed mall at 1250 S. Hover St.

PivotDesk

Developer draws plans for retail 'village'

has been struggling for many years, but NewMark Merrill is confident it can revitalize the property.

The property will go through a dramatic \$80 million makeover, according to a plan unveiled Sept. 6 by NewMark Merrill Mountain States managing director and principal Allen Ginsborg.

The plan is still preliminary, but it gives NewMark Merrill's vision for the shopping center, Ginsborg said in an interview after the meeting.

"It's all still in the formative stages, but we're farther along," Ginsborg said. "We have a much clearer impression of what we're hoping to build now."

The plan shows Twin Peaks Mall will lose its roof and become what Ginsborg called a four-building "retail village" built around a central promenade and fountain.

A new cinema will be built, along with a space for a large anchor tenant on the north side of the property.



PivotDesk cofounder David Mandell works to match businesses seeking and vacating office space.

Web-based startup eases pain of finding office space

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

BOULDER — In the eyes of David Mandell, finding an office is one of the last things a startup should worry about.

Mandell should know. He cofounded Me.dium Inc., the company that evolved into OneRiot Inc., one of the most influential startups to come out of Boulder in the past decade. He also has helped to mentor a number of other fledgling startups.

Experience has shown Mandell that finding space is a pain point shared by nearly all startups, especially after they've outgrown the coffee shop or coworking space but aren't ready to be locked down by a lease.

At best, finding space is a time-

55 The last thing you should be doing is spending 25 to 30 percent of your

time figuring out where you

put your business.

David Mandell COFOUNDER, PIVOTDESK INC.

consuming headache, Mandell said. It also requires business owners make accurate estimates of their space needs well before they know what kind of growth curve they're on.

"A startup thinks in terms of 30, 60, or 90 days," Mandell said. "Three months from now, things are going to be completely different, one way or another."

"Everyone I worked with saw this exact same pain point," Mandell said. "They're all trying to solve the pain we're trying to address. The last thing you should be doing is spending 25 to 30 percent of your time figuring out where you put your business."

That's why Mandell, Kelly Taylor and Jason Lewis cofounded Pivot-Desk Inc., a Boulder-based startup developing a web-based platform that seeks to make finding office space easier.

PivotDesk works by matching businesses and also attempts to simplify deals.

> See Pivot, 21A

Dillard's, which owns and operates its store, will be converted into a free-standing store.

Ginbsorg said he hopes to start construction in 2013 and have it completed by 2014, but several key pieces remain to be put together.

The first is an anchor tenant. Ginsborg said negotiations with retailers are going well but NewMark Merrill has yet to get a commitment.

Money for the project also must be obtained. The \$80 million price tag is much higher than the \$25 million to \$50 million NewMark Merrill ≻ See Mall, 21A

Girl, 11, sells shells, snags **biz-ed prize**

Maia Drugmand, who just turned 11, has a big heart and a keen business sense.

She recently won a business competition for her nonprofit organization, Turtles4tots, which sells turtles and crabs she makes out of shells to raise money for the Make-a-Wish Foundation.

The competition is run by the Young American Center for Financial Education in Denver. The center scours Colorado for young entrepreneurs from ages 6 to 21. A panel of business, education and entrepreneur judges select one winner and two finalists for three age categories. Maia, a student at Peak to Peak Charter School in Lafayette, won in the 6 to 11 age group.

BC JBR

Winners, honored Sept. 6, received \$1,000 and will be paired with a mentor — a business person to whom they will look for advice and guidance. Maia will be mentored by Nancy Phillips, co-founder of Viawest Inc.

So far, Turtles4tots has raised more than \$7,000 and sponsored a little girl's wish. She is working on funding a second wish, said Maia's father, Jeff Drugmand, who is an owner and partner of Colorado Seamless Gutters Inc. in Lafayette.



COURTESY JEFF DRUGMAND

Maia Drugmand, 11, runs the nonprofit Turtles4tots, which raises money for the Make-a-Wish Foundation.



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Leffingwell at heart of 'agile' movement

Collaboration key to writing code

BY MICHAEL DAVIDSON mdavidson@bcbr.com

BOULDER — For the past decade, the world of software development has been shaken up by proponents of agile software development. According to the Agile Alliance, agile developers embrace close collaboration with clients and ways to craft code that allow for flexibility as project requirements evolve.

Dean Leffingwell is chief methodologist of Boulder-based Scaled Agile Inc. and an expert in agile software development. Leffingwell has published three books on software development, including 2011's "Agile Software Requirements: Lean Requirements Practices for Teams, Programs and the Enterprise." Leffingwell also served as chief methodologist for Rally Software Development Corp.

Leffingwell's expertise includes helping larger companies scale agile practices across their organization.

The Boulder County Business Report recently asked Leffingwell in an email Q-and-A about agile and how it's changing businesses inside and outside the software industry.

Question: First off, could you explain for laymen what "agile" means?

Leffingwell: We work exclusively in the context of scaling agile in the larger software enterprise, applying the Scaled Agile Framework (see ScaledAgileFramework.com), which we have developed and made public for this specific purpose. Generally, Agile development at scale can be considered from four perspectives.

1. A set of test-first and highly incremental software development practices, designed to improve endemic code quality.

2. New software project management practices that focus on delivering working, tested software every two weeks.

3. Program-level alignment to a common, larger mission. Synchroniz-



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MICHAEL MYERS Dean Leffingwell is chief methodologist of Boulder-based Scaled Agile Inc. and an expert in agile software development.

ing planning, development, integration, delivery and customer feedback.

4. A set of Lean leadership principles, that include respect for people, continuous improvement, product development flow and executive sponsorship for a Lean Agile operating mode.

Q: If I'm a businessperson, but not in software or IT, what should I know about it?

Leffingwell: Only that your software suppliers should be committed to far more rapid delivery of higher quality software than ever before. You will see more software, more quickly, and your feedback is required and integral to the ongoing development process.

Q: How is agile changing how software developers work?

Leffingwell: Individuals are reorganized into agile teams with new roles and responsibilities. Individuals and teams have a much higher degree of empowerment, and increased accountability. Functional barriers between development, test and business are broken down. Every team member shares responsibility for delivering quality, ► See Agile, 17A

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City gathering information on municipalization

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

BOULDER – The city of Boulder will know early next year whether creating a municipal utility is feasible and what technical, financial and legal hurdles it faces, the city's energy director told the Boulder City Council during a study session Tuesday as she outlined the process facing the city.

Heather Bailey, Boulder's executive director of energy strategy and electric utility development, said the council will have the information it needs to be able to form and begin implementing a long-term strategy in the first quarter of 2013.

Boulder is considering whether to form a municipal utility that would replace Xcel Energy Inc. as the city's electricity supplier. Voters narrowly gave City Council the ability to create a utility and a \$1.9 million budget to study the issues last November.

Boulder staff and outside consultants currently are focusing on whether the utility could meet targets written into the city charter, Bailey said.

The utility would have to meet or beat Xcel Energy's rates, reliability standards and use of renewable energy.

Boulder's staff and consultants are working with experts and community members to determine if that's achievable, Bailey said. Sometime HAVE YOUR SAY

The city of Boulder is trying to solicit comments about creating a municipal utility from businesses and residents in several ways. It has established an interactive website, http://www.InspireBoulder. com, where users can comment on the energy strategy. The city also plans to hold open houses this fall, and business owners are invited to contact Heather Bailey, Boulder's executive director of energy strategy and electric utility development, through the www.BouldersEnergyFuture.com website.

early next year, they should have a recommendation about whether Boulder should move to the implementation phase, which could include developing a fuller separation plan and negotiation with Xcel Energy over acquiring its assets.

Xcel Energy has said it is not a willing seller, which opens the possibility of Boulder needing to condemn the grid and obtaining it through eminent domain. State law requires the sides to negotiate in good faith, but if an agreement is not reached a state court would set the price.

City Council members largely focused on process questions when they questioned the plan.

Council member Suzy Ageton asked how the city was reaching out to municipalization skeptics and opponents. She also asked the work plan more explicitly address the risks and possibility that municipalization is not the way forward.

"It would help that our community sees we're looking at both the upside and downside of what we could do," Ageton said.

Some of the most vocal opposition to municipalization has come from the business community, which the city has estimated consumers 70 percent of power in Boulder.

The Boulder Chamber opposed the ballot measure passed last year that allows municipalization to go forward. Business also formed coalitions opposing and supporting the measure.

Bailey said she has been meeting individually with businesses and is hopeful skeptics will participate in the study process "to form that balancing check."

The outreach process will "... hopefully instill some confidence that this process does have integrity and will be balanced, and also will encourage them to participate," she said.

Several council members asked if the city would annex neighborhoods outside of Boulder.

Annexation is a possibility and would be based on technical and cost factors, Bailey said.

Council member George Karake-

hian said residents of unincorporated Boulder County have expressed worries they will be annexed into a utility despite not having a vote on the process.

Deputy city attorney David Gehr outlined the different possibilities. Some residents live in "enclaves" surrounded by Boulder, and the city has the authority to annex them. Other areas are outside city limits but are served by Boulder's city and water utilities. They have contracts with the city that allows Boulder to annex them, Gehr said.

County residents outside Boulder who do not have city utility service are another category, he said. Boulder would need to negotiate an annexation agreement with them before it could proceed, Gehr said.

Annexation must be approved by City Council, and it would be up to them to deal with the political issues it creates, Gehr said.

Because the meeting was a study session, public comment was not taken. City Council members were able to ask questions and offer feedback, but a vote on a policy must be made in a regular council meeting.

Xcel Energy executives attended the meeting, and the company has been studying Boulder's plans. Spokeswoman Michelle Aguayo emailed a

► See Municipalization, 23A

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A special thank you to our 2012 Tournament Committee Members: Chuck Bellock, Jim Hall, Brian Larson, John Moritz, Carolyn Paul, J.R. Stearns, and Mike Walters for helping to organize and plan this tournament!



Addressing 'pain points' can lead to innovation

Listening key tool in learning what to fix **BY BETH POTTER**

bpotter@bcbr.com

BOULDER — Being innovative comes down to pain and comfort, according to area business leaders.

If you can create a new product that addresses a company's or a consumer's No. 1 or No. 2 "pain point," or problem, your company will see success, said Matt Larson, chief executive at Confio Corp. an information technology company in Boulder, during the Boulder County Business Report's CEO Roundtable on Innovation Aug. 29.

Money and time are each big "pain" points for most companies, Larson said. As an example of addressing those pain points, Larson points to Confio's work to compress customer databases to 30 percent of their original sizes and speed up the time it takes for computer users to be able to access them.



"If you look at a thousand companies that are addressing 'pain,' instead of 'nice-to-have,' the odds of them being successful are higher," Larson said. "The biggest pain in (information technology) is storage ... and databases are one of the biggest users of storage."

Online property management parent company Digital Technology Ltd., and the website Leaserunner.com was born out of owner Joe Buczkowski's personal "pain point," he said. The busy landlord said he had been managing condo units and other real estate the traditional way, with paper applications and background checks, when his son was born.

Buczkowski decided to create his own online software to screen tenants, and to look for previous evictions and the like, when he realized there was no existing software online to help him. The Louisville-based company now has thousands of customers in 2,000 cities around the United States, Buczkowski said.

David Mandell, owner of Pivot-Desk Inc. in Boulder, had a similar experience. PivotDesk sells "seats" to startup companies that might need some space in a commercial real estate building, rather than a lease to the space itself. Mandell saw the need

PARTICIPANTS

Joe Buczkowski, CEO, LeaseRunner.com; Barry Cooper, CEO, Cooper Tea Co.; Thomas Cross, owner, TECHtionary.com; Matt Larson, CEO Confio Corp.; David Mandell, CEO, PivotDesk Inc.; Shaun Oshman, CEO, ISupportU LLC; Alex Sammoury, executive director, Longmont Entrepreneurial Network; Matt Steinfort, CEO, Envysion Inc.; Teresa Szczurek, CEO, Radish Systems LLC. Moderator: Chris Wood, publisher, Boulder County Business Report.

to sell "seats" to startups as he saw the struggles they had as he mentored them at TechStars Boulder, a business incubator.

"It was years of seeing the same 'pain point' and not realizing the solution until recently," Mandell said. "We were seeing the same pain over and over again from great people who were doing great things. We know there's a market demand."

At Radish Communications Systems Inc. in Boulder, the "dreaded interactive voice response system" is the "pain point" addressed by the company's Choiceview phone system, said Theresa Szczurek, a co-founder and chief executive. In addition, Choiceview gives customers visual information for phone calls, as well as interactions with real people, Szczurek said.

"The market said it didn't like automated phone systems right now, (so) we introduced Choiceview," Szczurek said.

Listening to your customers also can help you address a "pain point" issue, according to Matt Steinfort, chief executive of Louisville-based Envysion Inc. Envysion installs video systems in leading Denver-based fastfood restaurants and other locations. The video system information is used to gather data that wasn't available before, Steinfort said. He requested that Envysion's fast-food restaurant customers not be named.

"We don't have a predisposed view of how (restaurant executives) should use video, but we listen to them. It's a phenomenal tool," Steinfort said. "It allowed them (the restaurant) to get demographics of customers by transaction: Who is buying bagel thins at 5 p.m. on a Friday?"

Listening also is key when helping new companies be successful, said Alex Sammoury, executive director of the Longmont Entrepreneurial Network, a business incubator. Startup companies accepted to work at the incubator must show their products to potential users as part of the process of getting ready for commercialization, Sammoury said. The companies are able to use the feedback they receive to evaluate their potential future success in the market, he said.

Using listening and observing techniques has worked for Tom Cross as well, owner of Tectionary Corp., ► See Innovation, 9A

INNOVATION from 8A

parent company of TECHtionary. com, an online technology source for tutorials and mobile applications. For example, Cross said he created iFlipTips, which are on-your-mobiledevice flashcards, after seeing CU students using 3 by 5 cards at Norlin Library on the University of Colorado at Boulder campus.

"I learned a lot about app(lication) marketing at Norlin Library," Cross said. "This is not the only (online/ mobile device) flashcard out there, but it's something really simple."

Once you know your company product addresses a customer's "pain," it also helps to find a way to interact with customers when things are going well, not just when they're having problems, said Sean Oshman, chief executive of iSupportU LLC, an information technology help firm in Boulder. ISupportU company employees want to offer constant computer monitoring for customers, rather than rushing to help when a computer crashes, for example, Oshman said.

"It's engaging with clients in a positive way, instead of seeing them when they're upset," Oshman said. "You want to see them when they're happy, which they are a majority of the time."

Sometimes marketing is pretty important to innovation, too, as illustrated by Barry Cooper, founder of Cooper Tea Co. in Boulder. Cooper

Joe Buczkowski, left, founder and owner of LeaseRunner.com, makes a point during the Boulder County Business Report's

CEO Roundtable on Innovation on Aug. 29. In center is Barry Cooper, CEO of Cooper Tea Co., and at right is Thomas Cross, owner of TECHionary.com.

said he now wears his distinctive hat everywhere he goes - even though it goes against his etiquette of not wearing hats indoors - because it is featured in his videos for the company's B.W. Cooper's Tea on the Home Shopping Network in company logos,

and in advertising.

The company's newest organic iced tea concentrate is "green," Cooper said, another current marketing trend. That's because the small bottle saves on the plastic packaging of as many as 64 individual plastic bottles,

Cooper said. The roundtable was sponsored by Berg Hill Greenleaf & Ruscitti LLP and held at the law firm's offices at 1712 Pearl St. in Boulder. Ehrhardt Keefe Steiner & Hottman PC accounting firm also is a sponsor of the monthly event.

DOUG STORUM

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GHX's automated ordering software cutting costs

lobal Healthcare Exchange LLC in Louisville wants to save \$5 billion for its customers by 2014 through automation.

Hospitals and other health groups pay Global Healthcare Exchange, or GHX, a subscription fee for the automated ordering service. Among regional participants in the program are Avista Adventist Hospital in Louisville, Boulder Community Hospital in Boulder and about 45 other hospitals and clinics in the Denver metro area.

An estimated 85 percent of the 4,000 licensed hospitals in North America, or a "critical mass," orders through GHX software, said Bruce Johnson, the company's chief executive and president. He characterized the company as one in a "trusted neutral environment" that can collaborate between distributors and hospitals.

Johnson said customers that use GHX's software spend about \$46 billion annually. GHX has been able to grow quickly by capitalizing on the medical industry's slowness to standardize its ordering processes, he said.

The software also lowers error rates in ordering, Johnson said. So when individual hospitals and clinics maintain thousands of purchasing connections on their own, they can experience order error rates up to 40 percent; with the GHX content management system, the error rate is down around 13 percent.

"Ultimately, we want to get automated and flow without human intervention," Johnson said.

Purchasing volumes have grown every year 18 percent to 20 percent, with 2012 expected to be no different, said company spokeswoman Cheryl Flury.



The federal Patient Protection and Affordable Care Act passed in 2010 made hospitals and buyers focus even more on how to cut their costs, Johnson said.

GHX started working on its goal to save \$5 billion starting in January 2010. By December 2014 the company should know if it succeeded or not, Johnson said.

Want to lose weight?

It seems everybody I talk to has a favorite weight-loss tip.

A somewhat unusual device – an electronic motor on a stationary bike – could be the next big thing, said Rodger Kram, associate professor in the integrative physiology department at CU-Boulder, who has been involved in a variety of research studies.

With the latest device, you can

sit at your desk and the device will move your legs for you, Kram said.

Sound a little offbeat? Even though you don't feel like you're doing much work, initial reports indicate the machine can double your resting metabolic rate — the rate your body burns calories — if you're sitting in a chair, Kram said. As another benchmark activity, going for a walk triples your body's metabolic rate compared with sitting in a chair, according to Kram.

Two researchers at the University of Colorado-Boulder want test subjects willing to use the bikes. You have to already be sedentary, which the study is classifying as a person who does less than two hours of physical activity per week.

An exercise equipment company is sponsoring the study, but it also could have big ramifications for stroke patients, those who have had a spinal injury or anyone else who is unable to exercise, Kram said.

The study also will show how the passive cycling affects a person's blood glucose levels, which often spike when the body is inactive.

"The problem isn't that people don't go running for six hours, but that we spend long periods of low activity, sitting," Kram said. "Anything that shortens those periods of inactivity ... will promote a better blood profile."

To find out more, send an email to Kram at rodger.kram@colorado.edu.

Kudos to BCH

Boulder Community Hospital recently received the designation of being a primary stroke center from The Joint Commission, a national, independent nonprofit group known in the industry for its evaluation and accreditation tools.

The designation recognizes a hospital's care for stroke patients from emergency treatment and diagnostic technology to acute and critical inpatient treatments, and rehabilitation services.

Exempla Good Samaritan Medical Center in Lafayette received the designation recently. The Joint Commission, based in Oakbrook Terrace, Illinois, charges a fee to test a hospital to receive certification.

Bioscience cluster

Folks in the know are aware that Boulder County is a heavyweight when it comes to the number of drug research and medical device companies located here.

Now we have some more proof. The Colorado Bioscience Association has 69 member companies in Boulder, Broomfield, Lafayette and Louisville. That makes up almost 30 percent of the group's membership.

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

ORGANIC from 1A

tional food 50 percent to 80 percent of the time."

The Organic Center is an industry trade group started in Boulder in 2002. It merged with the member supported Organic Trade Association at the beginning of September and moved to Washington, D.C.

Stanford researchers were not available for comment about the new Stanford study, which was published Tuesday, Sept. 4, in the Annals of Internal Medicine, a trade publication. Researchers said they analyzed information from 237 existing studies to come up with the new finding. Of those - 17 studies were of people who consumed both organic and conventional food and 223 studies compared the nutrient levels or the bacterial, fungal or pesticide contamination of various foods grown organically or conventionally, according to a press statement on the university's website.

"There isn't much difference between organic and conventional foods, if you're an adult and making a decision based solely on your health," Dena Bravata, a doctor and the senior author of the study, said in the press statement.

Stanford researchers used no outside funding for the study, which

I question why they didn't look at the environmental costs of agriculture, the herbicides in the water, the air and the rain ... the chemical pollution caused by conventional agriculture. Those are the external costs borne by society and the taxpayer.

Steve Hoffman

FOUNDER, ORGANIC CENTER

was led by the university's Center for Health Policy, according to the press statement.

Rigorous studies that measure the same crops in the same fields with the same soil and other inputs should be used to evaluate nutritional value of organic fruits and vegetables, said Mark Retzloff, a co-founder and chairman of Alfalfa's Market Inc. natural grocery store and chairman of the Organic Center.

But Retzloff feels the Stanford study does a good job in talking about pesticide use to grow all fruits and vegetables.

Pesticide levels on all fruits and vegetables sold in the United States fall below federal limits set by the Environmental Protection Agency for both organic and nonorganic food, the Stanford study points out.

"There were lots of positive things that came out of the study," Retzloff said. "They're talking about the use of pesticides and, by far, all of the studies I've seen, that's the No. 1 thing I've seen that consumers respond to."

Steve Hoffman, owner of Compass Natural LLC marketing firm in Boulder and a founder of the Organic Center, said the Stanford study is too narrow and doesn't take into account the social benefits of organic food and farming.

"I question why they didn't look at the environmental costs of agriculture, the herbicides in the water, the air and the rain ... the chemical pollution caused by conventional

agriculture," Hoffman said. "Those are the external costs borne by society and the taxpayer."

The new study may have been controversial locally, but it's not expected to have a negative impact on the organic industry, said Sonja Tuitele, a spokeswoman for Aurora Organic Dairy Corp., a Boulder-based dairy operation that sells organic milk to grocery stores to be sold under various store labels.

Educated consumers of organic products will continue to buy them, Tuitele said.

"Consumers choose organic because they want to avoid chemicals in their food and known carcinogens," Tuitele said.

The sale of organic fruits and vegetables has grown rapidly in the United States in recent years, reaching \$12.4 billion in 2011, or 12 percent of all fruit and vegetable sales, according to the Organic Trade Association. That's up from \$10.6 billion in sales in 2010, according to the Organic Trade Association in Washington, D.C.

In total, the organic industry grew to more than \$28.6 billion in 2010, the most recent period for which statistics are available, according to the Organic Trade Association.



THE EDGE

FOCUS: HIRING AND FIRING

How to avoid the four landmines of hiring

In a recent survey of more than 100 CEOs and their key executives, the first question asked was, "Is hiring top talent critical to the success of your organization?" Not surprisingly, everyone replied, "Yes." Not simply important, but critical.

The follow-up question was, "If it is critical, then how much time each month is spent focusing on hiring, excluding when you are actively looking to fill a position?" Not surprisingly, only three people responded positively.

Something that is critical to the success of the organization gets virtually zero time unless there is a current need. Is that the way most critical issues are handled in your company? No strategic planning? No thought or action discussed or taken until the problem arises? Only once the problem arises is it dealt with?

This management style only happens with hiring. Most other critical issues are regularly discussed during management meetings. Ongoing programs such as cost reductions, product development, increasing sales or market share, customer service, improving operational efficiencies are all constantly discussed and often major components of the company's strategic plan. In fact, most strategic plans all have great plans for growth. Yet few ever include a strategy for hiring the people needed to execute the plan as the company grows. Except for a vague paragraph, strategic hiring is rarely part of a strategic plan.

Companies that truly want to hire top talent and do it on a consistent basis must avoid these four landmines when hiring:

Untrained managers: This is the No. 1 reason hiring fails. Few managers are actually trained on how to hire. Most managers have never even attended one course or read a book on hiring. The few that have had training, it is usually limited to interviewing training. Granted, this is better than nothing, but interviewing is only one step in an effective hiring process. If you aren't finding qualified candidates, all interviewing training will do is validate they aren't qualified. If the job isn't properly defined then where you look for candidates may not be the right place, resulting in unqualified candidates.

If companies are serious about



improving hiring, step one is to develop an effective hiring process and then train their managers in all aspects of the process.

GUEST OPINIONPoorlyBrad Remillarddefined job: Thismistake results

in the search going sideways before it even starts. Traditional job descriptions for the most part aren't job descriptions at all. Most describe a person. Does this read like your job descriptions: Minimum five years of experience, minimum B.A. degree, then a list of minimum skills/ knowledge and certifications? Let's not forget the endless list of behaviors the candidate must have: team player, high energy, self-starter, strategic thinker, good communicator, etc. Of course there is the list of the basic duties, tasks and responsibilities. This traditional job description defines a minimum qualified person, not the job. So before the search starts it is all about finding the least qualified person. Is there any wonder why the least qualified person shows up at your door?

Instead of defining the least qualified person, start by defining superior performance in the role or the results expected to be achieved once the person is on board. For example:

Improve customer service feedback scores from X to Y.

Reduce turnover from X percent to Y percent within the next 12 months.

Implement a sales forecasting process that includes a rolling threemonth forecast that is accurate within X percent of actual sales.

Now this is the real job. It defines expectations, not some vague terms or minimum requirements. For every job there are usually at least four of these results required. The job is being defined by performance. In order for the person to be able to achieve these results they must have the right experience. Maybe it is five years, maybe three or maybe 10, it doesn't matter. If they can do these it is enough. Now go find a person that can explain how they will deliver these once on board and you have the right person.

Finding the least qualified candidates: This is one of the biggest problems faced by companies. This happens as a result of number two. Most companies search for the least qualified to start with, then complain they are seeing only unqualified candidates.

The other issue causing this problem is most companies start the hiring process too late. They wait until they absolutely need someone then expect when they decide they are ready to hire someone, at that moment in time, top talent will magically appear on the market, find them, be so compelled after reading the minimum job description to update their resume and respond.

Reactive hiring is a thing of the past. Hiring top talent requires proactive hiring. This means your hiring managers must be in the market engaging people all the time, not only when hiring. They should be connecting with people on LinkedIn, involved in professional associations and commit at least an hour or two a month to hiring. Few managers spend any time engaging potential candidates when they aren't actively hiring. In fact, many even discard resumes as they come in if they aren't hiring. Finding top talent doesn't take a lot of time each month, but it does take a consistent monthly effort of an hour or two. **Disrespecting the candidates:** Top

talent, especially those candidates: rop talent, especially those candidates working in no hurry to make a job change (often referred to as passive candidates), will walk away from a manager or company if they aren't respected in the interviewing process.

Some common complaints by candidate of being disrespected include:

• The hiring manager being late for the interview. Few managers would accept it if the candidate is late, so why should it be OK for the manager?

Lack of preparation by the interviewer. Again, if the candidate came in unprepared would that be acceptable?
Taking calls during the interview.

• Telling the candidate if they have any further questions to call and then ignoring the calls. If managers don't respect the candidate during the hiring process it isn't going to get any better once they are hired.

• The interview is a PR event. These candidates will make sure others know how they were treated. They may post it on a website, hear about a person they know interviewing and speak with them about their experience. Bad PR is never a good thing. This is an easy thing to fix. All it takes is treating candidates the same way you would treat a customer.

If your company is having hiring problems, taking a step back to review if any of these four mistakes hit home is the best place to start changing how your company hires.

Brad Remillard is a speaker, author and trainer with more than 30 years of experience in hiring and recruiting. He is the co-founder of Impact Hiring Solutions and co-author of, "You're NOT the Person I Hired: A CEO's Guide to Hiring Top Talent." For more information visit www.bradremillard. com.



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12A Sept. 14-27, 2012

BOULDER COUNTY BUSINESS REPORT

NATURAL PRODUCTS



Brian Ross, chief executive of Cheribundi Inc., displays the various flavors of Cheribundi juices. From left in the case, they are Tru Cherry, Skinny Cherry, Ginger Cherry, Whey Cherry and Cacao Cherry.

Athletes juiced by Boulder drink sing praises of cherries' delight

BY BETH POTTER bpotter@bcbr.com

BOULDER — Football players and other varsity athletes at the University of Colorado are juiced — literally. They drink more than 2,000 bottles per month of Cheribundi Inc.'s tart cherry juice.

University studies done in recent years tout the anti-inflammatory properties of the tart Montmorency cherry used in Cheribundi juice. In addition to helping athletes' muscles recover more quickly, juice made from the tart cherries also is believed to help sufferers of gout and people who have problems sleeping, according to company information and studies from the University of Vermont and elsewhere.

Cheribundi Inc. is based in Boulder; the juice is fresh-pressed from cherries at a plant in Geneva, New York.

"We believe through research that (the juice) does things for football players that can help them," said Malcolm Blacken, CU's director of strength and conditioning. "Cherry juice is an anti-inflammatory that reduces pain from the contact sport. That's why we try to saturate the

Cherry juice is an antiinflammatory that reduces pain from the contact sport. That's why we try to saturate the system with cherry juice. 🍤

Malcolm Blacken DIRECTOR OF STRENGTH AND CONDITIONING, UNIVERSITY OF COLORADO-BOULDER

system with cherry juice."

It's the first year athletes at the University of Colorado are drinking the juice as part of a formal training regimen, meaning no statistical information has been compiled about its benefits. But other schools' sports teams across the nation also use it, including the top five ranked university football programs: Alabama, Louisiana State, Florida State, Oregon and Southern California, said Brian Ross, chief executive of the company.

In addition to the anti-inflammatory properties of Cheribundi, players get vitamins and melatonin from the juice that can help them rest, Blacken said. He declined to give the financial amount of the contract that CU sports programs have with Cheribundi.

"We'll see how it goes. The response has been positive with our players," Blacken said.

University officials contacted Cheribundi to ask about using the juice after a CU coach came from another university that had used it, Ross said. Cheribundi juices now are used by 13 of the Top 25-ranked football programs in the nation, he said.

Ross has led Cheribundi for the past three years, closing a \$4.5 million equity investment round in spring 2011 to help the company grow. Equity investors included Greenwich, Connecticut,-based Emil Capital Partners and former lead investor Cayuga Venture Fund in Ithaca, New York.

Cheribundi is now sold in 3,000 retail stores across the nation, Ross said.

The beverage guru previously was involved with Izze Beverage Co. and Oregon Chai Inc., a subsidiary of Kerry Group plc based in Portland, Oregon. Carbonated fruit soda com-

> See Cherries, 13A

Organic advocacy group shuts **local office**

BY BETH POTTER bpotter@bcbr.com

BOULDER — The nonprofit group The Organic Center has merged with the Organic Trade Association and moved its office from Boulder to Washington, D.C., the two groups said.

Financial terms of the deal were not disclosed.

The Organic Center Inc. office in Boulder closed, and the firm's three employees will lose their jobs once the transition is complete, said Christine Bushway, executive director of the Organic Trade Association. Bushway will take over leadership responsibilities of The Organic Center, according to a press statement.

The Organic Center will remain an independent nonprofit group, but will be under the administrative auspices of the Organic Trade Association, according to the press statement.

During a transition period, The Organic Center will be governed by an interim board made up of five Organic Trade Association board members and four Organic Center board members, according to the press statement. The interim board will name an independent Board of Trustees to govern the center. The board also plans to reestablish a cross-disciplinary Scientific Advisory Board.

Combining efforts with the Organic Trade Association will help The Organic Center have lower overhead and better access to government and private grants, Mark Retzloff, board chairman of the nonprofit and co-founder and chairman of Alfalfa's Market Inc. natural grocery store in Boulder, said in the press statement.

"The Center will continue to conduct credible, evidence-based science on the health and environmental benefits of organic food and farming, and communicate those benefits to the public," Retzloff said.

The Organic Center was started by leading industry figures in 2002 to promote scientific studies that show the benefits of organic foods to human health and the environment. Past funding has come from individual and corporate donors, including Whole Foods Inc. (Nasdaq: WFMI) based in Austin, Texas; Aurora Organic Dairy Holdings, LLC, also founded ► See Office, 13A

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CHERRIES from 12A

pany Izze started in Boulder and was bought by PepsiCo Inc. (NYSE: PEP) in Purchase, New York, in 2006 for an undisclosed sum.

Cheribundi has five employees at its Boulder headquarters and seven sales and marketing people at offices around the nation as well as the plant in upstate New York, Ross said. While the company does not disclose revenues, sales are in the less-than-\$10 million-per-year category, he said, but growing rapidly.

"We're growing exponentially. We have a great product, and people are learning about the benefits of tart cherry juice," Ross said. "With the success of the sports teams, it's just beginning to coalesce."

Gold medal Olympic rower Esther Lofgren in Alexandria, Virginia, is a brand ambassador for the juice, as is endurance runner Yassine Diboun in Portland, Oregon.

In addition, more recent experiments at the Nicholas Institute of Sports Medicine and Athletic Trauma at Lenox Hill Hospital in New York City show that volunteers had reduced muscle pain and weakness after intense bouts of strength training if they drank two 8- or 12-ounce bottles of tart cherry juice — the equivalent of about 100 Montmorency cherries — per day.

Diboun said he has seen benefits from drinking Cheribundi juice. After running the 100-mile Western States Endurance Run in California's Sierra Nevada mountains in 16 hours and 43 minutes in June, Diboun said he drank a large bottle of Cheribundi.

"I was just a wreck. I was lying on the bed, and I couldn't move," Diboun said. "In the morning, I was able to get up and walk around. I don't know if the juice had anything to do with it or not, but I would like to think that it did."

Diboun's regular training regimen includes running 60 to 120 miles per week and some cross training in other areas. He sees drinking Cheribundi juice as a natural alternative to taking steroids.

"With what I do for a living, I do a lot of damage to my body, and recovery is of paramount importance," Diboun said. "Juice is the ultimate help."

OFFICE from 12A

by Retzloff and based in Boulder; and Hain Celestial Group Inc. (Nasdaq: HAIN), based in Melville, New York.

The Organic Trade Association represents more than 6,500 organic

businesses in 49 states, including growers, shippers, processors, certifiers, farmer associations, distributors, importers, exporters, consultants and retailers, the group said.



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Companies in Boulder and Broomfield counties ranked by revenue.)

rank 1	Company CELESTIAL SEASONINGS INC. 4600 Sleepytime Drive Boulder, CO 80301 303-530-5300/303-581-1332	Revenue 2011 Revenue 2010 \$1,130,000,000 \$917,000,000	No. of employees in region No. of employees elsewhere 282 3,896	Imports? Exports? No Yes	Products/services description More than 70 varieties of herbal, green, black, wellness, Rooibos and chai teas, plus ready-to-drink beverages like organic Kombucha and natural shots.	Parent company Headquarters The Hain Celestial Group Inc. Melville, New York	PrivPubGov Public	Person in charge Year founded Website Peter Burns, president 1969 www.celestialseasonings.com
2	GAIAM INC. 833 W. South Boulder Road Louisville, CO 80027 303-222-3600/303-222-3700	\$274,773,000 \$274,270,000	N/A N/A	Yes Yes	Environmentally friendly products; other goods and services for a healthy lifestyle.	Louisville	Public	Lynn Powers, CEO 1988 www.gaiam.com
3	SMART BALANCE INC. 6106 Sunrise Ranch Drive Longmont, C0 80503 303-682-1982	\$274,337,000 \$241,967,000	N/A 203	No No	Operates food and beverage companies.	Longmont	Public	Stephen Hughes, CEO N/A www.smartbalance.com
4	PHARMACA INTEGRATIVE PHARMACY INC. 4940 Pearl East Circle, Suite 301 Boulder, C0 80301 303-442-2304/303-442-4605	\$94,000,000 \$87,000,000	103 357	No No	Combines pharmacy services and over-the-counter medications with natural health and beauty products, delivered by licensed health care practitioners.	Boulder	Private	Mark Panzer, CEO, president 2000 www.pharmaca.com
5	JUSTIN'S NUT BUTTER LLC 2438 30th St. Boulder, CO 80301 303-449-9559/303-449-9559	\$11,000,000 N/A	N/A N/A	No Yes	Nut butters, peanut butter cups and candy bars using ingredients found as locally and sustainable as possible.	Boulder	Private	Justin Gold, founder, CEO 2004 www.justinsnutbutter.com
6	ELDORADO ARTESIAN SPRINGS INC. 1783 Dogwood St. Louisville, CO 80027 303-604-3000/303-499-1339	\$8,853,631 \$8,848,932	N/A N/A	No No	Bottler and distributor of natural spring water and organic, vitamin- charged spring water.	Louisville	Public	Douglas A. Larson 1983 www.eldoradosprings.com
7	MERIDIAN TRADING CO. 1136 Pearl St., Suite 201 Boulder, CO 80302 303-442-8683/303-442-8684	\$7,200,000 \$7,000,000	1 0	Yes Yes	Represents companies worldwide selling beverage herbs, medicinal herbs, herbal extracts, teas and spices.	Boulder	Private	David Black, president 1984 www.meridiantrading.com
8	BLUE POPPY ENTERPRISES INC. 1990 N. 57th Court, Unit A Boulder, C0 80301 303-447-8372/303-245-8362	\$3,950,385 \$3,740,600	N/A N/A	Yes Yes	Chinese medical research, textbooks, herbal products, acupuncture needles and treatment room supplies.	Boulder	Private	Bruce Staff, general manager 1981 www.bluepoppy.com
9	NATIONAL ECO WHOLESALE INC. 3640 Walnut St. Boulder, CO 80301 720-204-3042/303-862-4652	\$2,873,640 \$1,654,890	3 1	Yes No	A natural-product management company.	Boulder	Private	Steve Savage, CEO, president 2010 www.nationalecowholesale.com
10	BOBO'S OAT BARS 4725 Nautilus Court, Suite 1 Boulder, C0 80301 303-938-1977/303-938-8532	\$1,725,000 \$895,000	20 5	No No	Manufactures all-natural, vegan, wheat-free and gluten-free breakfast/ energy bars using organic, non- refined and non-GMO ingredients.	Boulder	Private	Beryl Stafford, founder, president 2003 www.bobosoatbars.com
11	WISHGARDEN HERBS INC. 3100 Carbon Place, Suite 103 Boulder, CO 80301-6134 303-516-1803/303-516-1804	\$1,563,000 \$1,215,000	18 0	No Yes	WishGarden is a manufacturer of medicinal herbal supplements.	Boulder	Private	Catherine Hunziker, owner, chairwoman Samuel Hunziker, general manager 1979 www.wishgardenherbs.com
12	GODDESS GARDEN 6525 Gunpark Drive, Suite 370-415 Boulder, CO 80301 303-651-3678/888-370-2878	\$900,000 \$303,000	14 2	Yes Yes	Organic sunscreen products.	Boulder	Private	Nova Covington, CEO, founder 2004 www.goddessgarden.com
13	ORGANIC VINTNERS 1628 Walnut St. Boulder, CO 80302 303-245-8773/303-245-8911	\$646,228 \$811,643	1 1	Yes Yes	Represents more than 40 pesticide- free, certified organic wines from 19 international regions.	Boulder	Private	Paolo Bonetti, president 2001 www.organicvintners.com
14	SETH ELLIS CHOCOLATIER 5345 Arapahoe Ave., Suite 5 Boulder, CO 80303 720-470-3257	\$520,000 N/A	N/A N/A	N/A N/A	Chocolate manufacturer using natural and organic ingredients.	Boulder	Private	David Lurie, president N/A www.sethellischocolatier.com
15	BOULDER ALTAN ALMA ORGANIC /IN SEASON LOCAL MARKET 7150 South Boulder Road Boulder, CO 80303 303-437-1288	\$234,000 N/A	15 0	No No	Microgreens, produce, herbs and sprouting seeds, grain, nuts and beans.	Boulder	Private	Karim Amirfathi, owner Sharon Amirfathi, owner Cameran Amirfathi, owner 1997 www.ezsprout.com
16	OLOMOMO NUT CO. 1906 13th St. Boulder, CO 80302 303-242-5509/1-530-452-1898	\$75,000 \$60,000	10 0	No No	Original, all-natural and organic kettle-roasted nuts, coated with exotic spices and unique flavor blends.	Boulder	Private	Justin Perkins, founder, CEO Mark Owens, CEO 2008 www.olomomo.com
17	CELSUS BIO-INTELLIGENCE 3232 Redstone Lane Boulder, CO 80305 720-282-9487/815-572-0259	\$20,000 \$0	2 0	No Yes	Multi-purpose scar cream with anti- aging properties. Reduces the appearance of scars from surgery, injury, burns, stretch marks, acne and aging.	Paracelsus Labs Inc. Boulder	Private	Pieter Oosthuizen, co-founder, CEO 2010 www.celsusbio.com
18	AVE AGAVE! P.O. Box 1093 Boulder, CO 80306 720-253-3851	\$8,000 \$0	1 0	Yes No	All-natural fruit spread that uses agave nectar as an alternative to jellies and jams which use sugar. Our products have less than half of the calories and carbohydrates.	Kandli Natural Foods LLC Boulder	Private	Kaleb Matlack, COO 2011 www.aveagave.com
19	WHITEWAVE FOODS CO. 12002 Airport Way Broomfield, CO 80021 303-635-4000/303-635-5657	N/A \$1,800,000,000	460 N/A	No No	Horizon offers organic and natural dairy products; Silk offers soy and almond milk products; International Delight nondairy coffee creamer; Land O' Lakes liquid and cultured dairy products; The Organi	Dean Foods Co. Dallas, Texas	Public	Blaine McPeak, CEO, president 2004 www.whitewave.com Researched by Mariah Gant

WhiteWave Foods Co. is in a quiet period and will not disclose revenue pending an initial public offering. N/A: Not available.

Researched by Mariah Gant

Pollard Friendly Motor Company **CELEBRATING 43 YEARS** as

Boulder's 4x4 Headquarters! Family Owned and Operated Since 1970!

NEW 2012 Built Jeep Wranglers

Stock # 120437 Stock # 120604 Stock # 120070 Stock # 120551 **Unlimited Sahara - Owner's Demo Unlimited Sport** Sport Sahara MSRP **MSRP** 31,709 47,586 **MSRP** 41,732 **MSRP** 35,358 Discount 2,000 Discount 5,376 Discount 3,000 Discount 2,000 PRICE 29,709 PRICE 42.210 PRICE 39,792 PRICE 33,358 2" Mopar Lift, Mopar Door Stills, Mopar Taillamp 2.5" AEV Lift, Mopar Bike Rack, Mopar Auto, Tow Pkg., 2.5" AEV Lift, AEV Rear Mopar Front and Rear Bumpers, Warn 9,500 Guards, Mopar Premium Front Bumper, Warn Rock Rails, Mopar Taillamp Guards, Mopar Bumper, JK Tubeless Front Bumper, Mopar Ib Winch 9.000 lb Winch, Mopar Fuel Door, Mopar Slush Exhaust Spacer Kit, Mopar Fuel Door, Mopar Savigre Mats and Hood Bug Shield, Mopar Trailer Ski Mount, Mopar Slush Mats, AEV Wheels, Hitch with Wiring, AER Rear Tire Carrier, Mopar Wheels, Goodyear 35" KM2 Tires. Goodyear 35" KM2 Tires Savigre Wheels, 35" Goodyear KM2 Tires **SEPT. '84:** The first Jeep Cherokee arrives on the **AUG. '92:** The newly engineered Jeep Grand Cherokee arrived at Pollard JAN. 2012: the new Pentastar engine was put into production lot. It was advertised as the first 4WD mini-wagon. Motors. Jeep fever began! AUG. '71: Pollard Friendly JAN. 2012: Jeep again set record vehicle sales volume (Unlike the station wagons we all grew up with.) Motors opened its doors for AUG. '92: James Pollard Sr. inducted into the Jeep/Eagle Club. (Top in JULY 2012 Pollard Friendly Motors will celebrate our 42nd year in This is the vehicle that put us on the map as a business at 2360 30th St. sales and customer satisfaction.) business in the same Boulder location APRIL '97: Mr. Pollard purchase formidable Jeep dealership. 1980 1990 1995 1970 1975 1985 2000 2005 2010 2012 I JAN. '90: Jimmy AUG. 2008: the 4-door Jeep Wrangler Unlimited was introduced JULY 2012 Pollard Motors JUNE '83: Jimmy Pollard's first day of Pollard became the received the prestigious work and his first sale, an '82 CJ-5. Sales Manager. Pentastar and Mopar JAN. 2010: Fiat purchased Jeep, Chrysler and Dodge from Daimler 1970: The first Jeep truck Masters Award. One of the SEPT. '87: The Jeep Wrangler was introduced SEPT. 2010: Pollard partnered with Trails Jeep and is now the was built and the line JUNE '91: The last Jeep highest wards given by the and the CJ was discontinued. premier installer of Hemi® engines and off-road accessories for Grand Wagoneer rolled was carried through the Chrysler Corp. for industry **Jeep Wranglers** 1970s. off the lot and was sold excellence. APRIL 2011 we expanded our Parts Department JAN. '95: Jimmy by Jimmy Pollard to Brian **2012** James' daughter into a 12,000 sq. ft warehouse became the General Wilson of the Beach Boys. Roxana will be 23, son Ross OCT. 2011 Jeep created the Call of Duty MW3 Jeep Manager. will be 21, and daughter Wrangler Raeann will be 17. Doug's son Alec will be 9. EVENT CELEBRATION www.BoulderJeep.com Jeep (303) 447-8187 • 2360 30th St Boulder, CO 80301

FOR THE **RECORD**

Bankruptcies

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

This information is obtained from SKLD Information Services.

BANKRUPTCIES

BOULDER COUNTY Chapter 7

JASON MARCELLES LANDERS, 4542 PORTOFINO DR, LONGMONT; CASE #2012-26992, DATE FILED: 8/15/2012.

DANIEL LEE SALMON, 1562 CEDARWOOD DR, LONGMONT; CASE #2012-27020, DATE FILED: 8/15/2012.

JESUS HERNANDEZ, 453 ELLIOTT ST, LONGMONT; CASE #2012-27100, DATE FILED: 8/16/2012. DAVID MICHAEL JOWDER.

1310 9TH AVE, LONGMONT; CASE #2012-27298, DATE FILED: 8/18/2012.

BRADFORD WAYNE SR SNEDE-KER, 361 LEFTHAND CANYON RD, BOULDER; CASE #2012-27364, DATE FILED: 8/21/2012.

BRYCE RAYMOND JOHNSON, 2260 SMITH DRIVE, LONGMONT; CASE #2012-27400, DATE FILED: 8/21/2012.

DAVID MATTHEW GERMANE, 2563 BETTS CIRCLE, ERIE; CASE #2012-27614, DATE FILED: 8/23/2012.

Chapter 13

GERALD EUGENE KARRE, 13183 N 95TH ST, LONGMONT; CASE #2012-26998, DATE FILED: 8/15/2012.

GREGORY OWEN DAWSON, 3203 CASTLE PEAK AVE, SUPERIOR; CASE #2012-27174, DATE FILED: 8/17/2012.

Broomfield County Chapter 7

MARY ELISABETH MCANDRIES, 2885 E MIDWAY BLVD #720, BROOMFIELD; CASE #2012-27490, DATE FILED: 8/22/2012.

Chapter 13

LISE ANN WUELLNER, 8937 ESTES ST, BROOMFIELD; CASE #2012-27190, DATE FILED: 8/17/2012.

FORECLOSURES

Boulder County

BORROWER: APRIL RAVENELLE, 913 2ND AVE, LONGMONT. LEND-ER: BANK NEW YORK MELLON TRUSTEE, AMOUNT DUE: \$145259. CASE #3242295. 8/6/2012

BORROWER: MANUEL & ROSA SALDANA DE ZAVALA, 1895 QUEENS DR, LONGMONT. LEND-ER: BANK AMERICA, AMOUNT DUE: \$203539. CASE #3242296. 8/6/2012

BORROWER: CRAIG A LICKNER, 6174 WILLOW LN, BOULDER. LENDER: BANK NEW YORK MEL-LON TRUSTEE, AMOUNT DUE: \$167200. CASE #3242297. 8/6/2012

BORROWER: KIM KINZIE, 411 W LUCERNE DR, LAFAYETTE. LEND-ER: DEUTSCHE BANK NATIONAL TRUST C, AMOUNT DUE: \$164325. CASE #3242298. 8/6/2012

BORROWER: MICHAEL J RUBIO, 50 19TH AVE # 4-58, LONGMONT. LENDER: PHH MORTGAGE CORP, AMOUNT DUE: \$120917. CASE #3242299. 8/6/2012

BORROWER: RAYMOND B & GINA H B POST, 3269 BILLINGTON DR, ERIE. LENDER: BANK AMERICA, AMOUNT DUE: \$237468. CASE #3242300. 8/6/2012

BORROWER: ROGER & SARA SIMS, 215 RANGE RD, NEDER-LAND, LENDER: WELLS FARGO

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 taxes.

BANK NATIONAL ASSO, AMOUNT DUE: \$403685. CASE #3242301. 8/6/2012 BORROWER: SEANNA HARTMAN,

1400 CRETE CT # E5, LAFAYETTE. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$119727. CASE #3242302. 8/6/2012 **BORROWER:** TYRONE N COLEME-RE, 572 MOUNT EVANS ST, LONG-MONT L ENDER: PHH MORTGAGE

CORP, AMOUNT DUE: \$149243. CASE #3243063. 8/8/2012 BORROWER: MICHAEL J HIRSCH, 1460 NORWOOD AVE, BOUL-

DER. LENDER: BANK AMERICA, AMOUNT DUE: \$641853. CASE #3243064. 8/8/2012

BORROWER: DAVID L KOTZEBUE, 797 CAMP EDEN RD, GOLDEN. LENDER: BANK NEW YORK MEL-LON TRUSTEE, AMOUNT DUE: \$65176. CASE #3243065. 8/8/2012

BORROWER: GARY J SR & DIANA L BORBA, 719 BLUEGRASS WAY, LONGMONT. LENDER: CITIMORT-GAGE INC, AMOUNT DUE: \$195217. CASE #3243066 *BR*/2012

BORROWER: CHARLIE HARRISON & MARTHA JANE FROSCH, 580 S CARR AVE, LAFAYETTE. LENDER: CITIMORTGAGE INC, AMOUNT DUE: \$243953. CASE #3243067. 8/8/2012

BORROWER: JOHN J BRIGHT, 136 SALINA ST, LAFAYETTE. LENDER: BANK AMERICA, AMOUNT DUE: \$279943. CASE #3243068. 8/8/2012

BORROWER: EDWARD & VIRGINIA STEVENS, 2034 GYROS CIR # 153, LAFAYETTE. LENDER: JPMOR-GAN CHASE BANK NATIONAL A, AMOUNT DUE: \$135713. CASE #3243069. 8/8/2012 BORROWER: STEVEN W VIEZ-BICKE, 906 SIR GALAHAD DR, LAFAYETTE. LENDER: WEINBERG SERVICING LLC, AMOUNT DUE: \$35000. CASE #3243070. 8/8/2012

BORROWER: KARA L MURPHY, 7488 SINGING HILLS DR # G, BOULDER. LENDER: JPMOR-GAN CHASE BANK NATIONAL A, AMOUNT DUE: \$143627. CASE #3243402. 8/9/2012

BORROWER: INVESTMENT MAN-AGEMENT BENEFICI, MULT PROP, . LENDER: GUARANTY BANK TRUST CO, AMOUNT DUE: \$4414496. CASE #3243403. 8/9/2012

BORROWER: PATRICIA L KIRGAN, 1410 BACCHUS DR APT C, LAFAY-ETTE. LENDER: BANK AMERICA, AMOUNT DUE: \$75491. CASE #3243737. 8/10/2012

BORROWER: VALENTIN E & REBECCA L MEDINA, 1613 19TH AVE, LONGMONT. LENDER: MORT-GAGE IT TRUST 2004 1, AMOUNT DUE: \$186898. CASE #3244102. 8/13/2012

BORROWER: DORA DOREEN HERMANN, 14617 BENTON ST, BROOMFIELD. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$435222. CASE #3244103. 8/13/2012

BORROWER: RENAE B WILKIN-SON, 3259 NOBLE CT, BOUL-DER. LENDER: BANK AMERICA, AMOUNT DUE: \$389501. CASE #3244104. 8/13/2012

BORROWER: VINCENT W DICK-STEIN, 421 BAKER ST, LONGMONT. LENDER: US BANK, AMOUNT DUE: \$141269. CASE #3244105. 8/13/2012

BORROWER: THADDEUS J

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.

MILLER, 1865 TERRY ST APT 6, LONGMONT. LENDER: CITIBANK, AMOUNT DUE: \$117133. CASE #3244106. 8/13/2012

BORROWER: SARALYN BREG-MAN, 2112 9TH AVE, LONGMONT. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$171568. CASE #3244536. 8/15/2012

BORROWER: RONNIE DARNELL, 1405 LYDIA DR, LAFAYETTE. LENDER: EVERBANK, AMOUNT DUE: \$121855. CASE #3244765. 8/16/2012

BORROWER: MARIE LIN GABRI-ELLA, 4415 NE COUNTY LINE RD, ERIE. LENDER: BANC AM FUND-ING CORP MTG PASS, AMOUNT DUE: \$359991. CASE #3244766. 8/16/2012

BORROWER: MICHAEL R EVANS, 2162 CONCORD LN # 10 81, SUPE-RIOR. LENDER: BANK AMERICA, AMOUNT DUE: \$161419. CASE #3244767. 8/16/2012

Broomfield County BORROWER: JAMES PINTSAK,

12546 MARIA CIR, BROOMFIELD. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$191650. CASE #9878. 8/8/2012 BORROWER: BRUCE H GERDES.

BORNOWER: BRICE H GERDES, 12950 PRINCE CT, BROOMFIELD. LENDER: BANK NEW YORK MEL-LON, AMOUNT DUE: \$149692. CASE #9879. 8/8/2012

BORROWER: STEPHANIE A FISHER, 14000 WINDING RIVER CT UNIT R1, BROOMFIELD. LENDER: SUNTRUST MORTGAGE INC, AMOUNT DUE: \$201236. CASE #10003. 8/10/2012

BORROWER: BROOMFIELD PRO-FESSIONAL CAMPUS, MULT PROP, . LENDER: GREAT WESTERN BANK, AMOUNT DUE: \$2944202. CASE #10162. 8/14/2012

BORROWER: KENNETH G PAINE, 690 W 1ST AVE, BROOMFIELD. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$161456. CASE #10226. 8/16/2012

BORROWER: PHILIP M KETTULA, 1288 FERN CIR, BROOMFIELD. LENDER: BANK AMERICA, AMOUNT DUE: \$173554. CASE #10227. 8/16/2012

BORROWER: CHARLES E II & KAREN YATES, 1098 LILAC CIR, BROOMFIELD. LENDER: CITIMORT-GAGE INC, AMOUNT DUE: \$183371. CASE #10284. 8/17/2012

BORROWER: SHERIDAN AND MIDWAY LLC, VL, . LENDER: FIRST CITIZENS BANK AND TRUST, AMOUNT DUE: \$1185624. CASE #10316. 8/20/2012

BORROWER: KEVIN W & HEATHER HARGRAVES, 12661 GREEN CIR, BROOMFIELD. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$193105. CASE #10327. 8/20/2012

JUDGMENTS

Boulder County DEBTOR: BRAD C & RANA MCCOLLUM, CREDITOR: ARTISTIC CUSTOM BLDRS LLC. AMOUNT: \$5000.0. CASE #D-2009CV1183.

DATE: 8/10/2012 DEBTOR: STEVE WARD, CREDI-TOR: JIM OURADA. AMOUNT: \$7124.0. CASE #C-11S-000352. DATE: 8/6/2012

DEBTOR: LINDA LANDRY, CREDI-TOR: PREMIER MEMBERS FED CREDIT UNI. AMOUNT: \$22828.44. CASE #C-06C-002062. DATE: 8/6/2012 DEBTOR: JOHN E IV & MICHELLE MICHAEL, CREDITOR: ALPINE CREDIT INC. AMOUNT: \$2212.35. CASE #C-12C-002396. DATE: 87/72012

DEBTOR: ARNOLD CASEY VALDEZ, CREDITOR: PARKSIDE SOUTH HOA INC. AMOUNT: \$3449.55. CASE #C-12C-050438. DATE: 8/7/2012

DEBTOR: PHUONG N GREENING, CREDITOR: LEGAL COLLECTION CO. AMOUNT: \$12547.07. CASE #C-10C-006224. DATE: 8/9/2012

DEBTOR: VCI SYSTEMS INC, CREDITOR: TSR SILICON RESOURCES INC. AMOUNT: \$23367.17. CASE #D-12CV-000105. DATE: 8/9/2012

DEBTOR: LORI A & LORI ANN GARCIA, CREDITOR: TCF NATL BK. AMOUNT: \$76875.8. CASE #D-12CV-000474. DATE: 8/10/2012 DEBTOR: ERIC SEAN PHILIPS,

CREDITOR: AMERIPRISE BK. AMOUNT: \$39141.68. CASE #D-11CV-001395. DATE: 8/10/2012 DEBTOR: BIG ISLAND EXOTIC

CAR RENTAL L, CREDITOR: JN GROUP INC. AMOUNT: \$69466.5. CASE #D-12CV-004186. DATE: 8/10/2012

DEBTOR: ROSA TELLEZ BANU-ELOS, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$1179.54.

CASE #C-12C-000929 DATE:

8/10/2012 **DEBTOR: SARAH R RAY,** CREDITOR: ADVANTAGE GROUP. AMOUNT: \$4365.67. CASE #C-12C-002399. DATE: 8/13/2012

DEBTOR: DANIEL E GROVES, CREDITOR: PROFESSIONAL AFFILI-ATES CO INC. AMOUNT: \$2466.1. CASE #C-06C-005360. DATE: 8/13/2012

DEBTOR: ADELINE M MON-TEMAYER, CREDITOR: MARSHALL RECOVERY LLC. AMOUNT: \$1226.54. CASE #C-11C-005700. DATE: 8/13/2012

DEBTOR: JOEL & ROBERT JOEL SNYDER, CREDITOR: MARSHALL RECOVERY LLC. AMOUNT: \$14459.48. CASE #C-12C-002755.

DATE: BD JDGABS **DEBTOR: KARLA J STUBSON,** CREDITOR: BOULDER VAL-LEY CREDIT UNION. AMOUNT: \$10059.04. CASE #C-06C-001067. DATE: 8/14/2012

DEBTOR: YOUNG J & ANNA U PARK, CREDITOR: SEADEN LLC. AMOUNT: \$74783.39. CASE #D-10CV-000412. DATE: 8/14/2012

DEBTOR: REID GAMBERG, CREDITOR: BK MIDWEST. AMOUNT: \$341515.43. CASE #C-11CV-004986. DATE: 8/15/2012

DEBTOR: REID GAMBERG, CREDITOR: BK MIDWEST. AMOUNT: \$341515.43. CASE #C-11CV-004986. DATE: 8/15/2012

DEBTOR: DAVID L WOODARD, CREDITOR: LIBERTY SAV BK. AMOUNT: \$73159.86. CASE #D-11CV-000046. DATE: 8/16/2012

DEBTOR: CHRIS & CHRISTOPHER SHERVANICK, CREDITOR: CACH LLC. AMOUNT: \$35455.13. CASE #D-12CV-000514. DATE: 8/16/2012

DEBTOR: JAN A JANCOSEK, CREDITOR: LEGAL COLLECTION CO. AMOUNT: \$13308.22. CASE #C-11C-004252. DATE: 8/17/2012

DEBTOR: JOSE A OROZCOMO-NJE, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$1406.01. CASE #C-12C-000973. DATE: 8/17/2012

DEBTOR: JUDITH MERRIOTT, CREDITOR: PROFESSIONAL AFFILI-ATES CO. AMOUNT: \$1189.41. CASE #C-07C-004424. DATE: 8/17/2012

DEBTOR: RICHARD LEARY, CRED-ITOR: WELLS FARGO BK. AMOUNT: \$45212.22. CASE #D-12CV-000381. DATE: 8/17/2012

DEBTOR: JOHN A MOZIER, CREDITOR: CAVALRY PORTFOLIO SERVICES LLC, AMOUNT: \$2144,18. CASE #C-12C-002161. DATE: 8/17/2012

Boulder County Business Report | www.bcbr.com

DEBTOR: ANDREA LUCAS,

CASE #C-12C-002829. DATE:

DEBTOR: DANIEL J SHUSTER,

CREDITOR: UNIFUND CCR PART-

NERS, AMOUNT: \$7186,71, CASE

#C-12C-001788. DATE: 8/17/2012

DEBTOR: GREGORY D & KIM-

BERLY JEFFREYS, CREDITOR:

AMOUNT: \$1807875.8. CASE #11-2-

0 WASHINGTON. DATE: 8/20/2012

LECTION CO. AMOUNT: \$1043.15.

CREDITOR: MAIN STREET ACQUI-

SITION CORP. AMOUNT: \$7816.59.

ROW, CREDITOR: LEGAL COL-

CASE #C-09C-00308. DATE:

DEBTOR: EMIL K KARIMOV,

CASE #C-12C-000871. DATE:

DEBTOR: RANDALL & EVAN

CHANCE, CREDITOR: PUBLIC

SERVICE CREDIT UNION. AMOUNT:

SCOTT HARDY, CREDITOR: ELEVA-TIONS CREDIT UNION. AMOUNT:

\$44250.77. CASE #D-10CV-001038.

DEBTOR: RENATTA A ANDERSON,

CREDITOR: ATLANTIC CREDIT FIN

INC. AMOUNT: \$6132.49. CASE

DEBTOR: YOUNG J & ANNA

U PARK, CREDITOR: SEADEN

LLC. AMOUNT: \$74783.39. CASE

#D-10CV-000412. DATE: 8/14/2012

DEBTOR: ELITE AUTO SERVICE

AUTO BODY I, CREDITOR: SHER-

#D-11CV-000263, DATE: 8/14/2012

DEBTOR: NBH WATERPROOF-

ING INC, CREDITOR: NORTH AM

\$10046.26. CASE #C-12C-000766.

DEBTOR: JOHN WITTHAR, CREDI-

TOR: ST FARM MUTUAL AUTOMO-

BILE INS. AMOUNT: \$6277.58. CASE

#C-06C-001266. DATE: 8/16/2012

DEBTOR: ELIZABETH TOWND-

CREIDT CORP. AMOUNT: \$1123.85.

ROW, CREDITOR: CENTRAL

CASE #C-12C-000785. DATE:

OF JUDGMENTS

DEBTOR: RECORD OWNER,

AMOUNT: \$0.0. CASE #. DATE:

DEBTOR: LYNDA L MCELROY,

CREDITOR: PROFESSIONAL FIN

CO INC. AMOUNT: \$0.0. CASE #.

ASHCRAFT, CREDITOR: PROFES-

DEBTOR: SCOTT A SHRISTIAN-

AMOUNT: \$0.0. CASE #10C5574.

DEBTOR: JULIE C BURNS, CREDI-

TOR: CAPITAL ONE BK. AMOUNT:

\$4877.51. CASE #C-05C-004231.

DEBTOR: THOMAS E RID-

ENOUR, CREDITOR: COLO ST

DEBTOR: RACHELLE WOOD.

CREDITOR: CENTRAL CREDIT

Broomfield County

CORP. AMOUNT: \$648.82. CASE

#C-12C-001992. DATE: 8/10/2012

DEBTOR: ANDREW & LACE TRIP-

PET, CREDITOR: IRWIN UNION BK

TRUST CO. AMOUNT: \$0.0. CASE

AGENT 24 INC, \$28991.11, CASE

#D-07CV147. DATE: 8/20/2012

STATE TAX LIENS

Boulder County

CASE #D-D72012CV800074. DATE:

REVENUE. AMOUNT: \$553.0.

SON, CREDITOR: CITIBANK.

SIONAL FIN CO INC. AMOUNT: \$0.0.

DEBTOR: KARL G & LISA A

CASE #. DATE: 8/10/2012

CREDITOR: AM GENERAL FIN INC.

Boulder County

SPECIALTY INS CO. AMOUNT:

DATE: 8/14/2012

8/17/2012

8/8/2012

DATE: 8/10/2012

DATE: 8/6/2012

DATE: 8/8/2012

8/8/2012

RELEASE

WIN WILLIAMS AUTOMOTIVE

FI. AMOUNT: \$42254.6. CASE

#C-11C-001652. DATE: 8/10/2012

\$5766.83. CASE #C-12C-000771.

DEBTOR: DAVID S & DAVID

8/8/2012

8/9/2012

DATE: 8/9/2012

DATE: 8/9/2012

DEBTOR: CARL & BETTY TOWND-

COASTAL COMMUNITY BK.

Broomfield County

8/17/2012

CREDITOR: CAVALRY PORTFOLIO

SERVICES LLC. AMOUNT: \$8626.42.

#3244675, 8/15/2012. ALLEGRO MULTIMEDIA INC, \$1084.37, CASE #3242866, 8/7/2012.

BOMBAY BISTRO, \$1581.0, CASE #3242869, 8/7/2012. BOULDER SECURITY LOCK SAFE INC, \$1262.0, CASE #3242880, 8/7/2012.

CLEAR BLUE ENGINEERING

CONILOGUE QUALITY CAR

DREAMS UNLEASHED INC.

GLOBALMED HEALTHCARE

JENNIFER KHARLAN, \$3234.0,

HIGH ON HILL LLC. \$3353.0. CASE

HONACURRA SERVICE REPAIR

JAIME M BARRY WHITE DDS

PC, \$670.83, CASE #3243840,

CASE #3244672, 8/15/2012.

CASE #3245083, 8/17/2012.

JTAMARALEWISTHOMPSON,

RUDOLPH JMASIAS, \$1543.0,

MOUNT SHORE INC, \$3068.15,

NEW LONGMONT CHINA BUF-

PRERACE LLC, \$674.86, CASE

PRINTING POINT INC, \$3808.0,

SVJINC, \$619.37, CASE #3244673,

SAGE AUTOMOTIVE TECHNOLO-

GY SER. \$15658.0. CASE #3242871.

STONE MOUNT WELLNESS LLC,

\$1124.0, CASE #3242874, 8/7/2012.

\$1270.0, CASE #3242872, 8/7/2012.

SUPERIOR LASER AESTHETICS

THREE BROTHERS DISTRIBUT-

ING IN, \$3697.94, CASE #3245081,

OMNI HOTELS MANAGEMENT

CORP, \$4032.42, CASE #10186,

RELEASE OF STATE

EVELYNBASHOR, \$0.0, CASE

EVELYNBASHOR, \$0.0, CASE

EVELYNBASHOR, \$0.0, CASE

BLACK WIDOW IND INC. \$1597.92.

BLACK WIDOW IND INC, \$451.18,

WILLIAM DBUCKNER. \$0.0. CASE

LINDA KENGLISH, \$0.0, CASE

LINDA KENGLISH, \$0.0, CASE

LINDA KENGLISH, \$0.0, CASE

CASE #3244581, 8/15/2012.

CASE #3242623, 8/6/2012,

KIT & SHIBLEY AHYDEN \$0.0.

ESPRESS OH AT DAIRY LLC, \$0.0,

Broomfield County

8/15/2012. BR SLN

TAX LIENS

Boulder County

#3245063, 8/17/2012.

#3245064, 8/17/2012

#3245062, 8/17/2012

CASE #3243301, 8/8/2012.

CASE #3243300 8/8/2012

#3243505, 8/9/2012.

#3244841, 8/16/2012.

#3244839, 8/16/2012.

#3244840.8/16/2012.

STONEBRIDGE GAMES INC,

LLC, \$4549.0, CASE #3242876,

CASE #3242878, 8/7/2012.

#3244674, 8/15/2012.

FET INC. \$614.32. CASE #3244237.

CASE #3242881, 8/7/2012

CASE #3243303, 8/8/2012.

#3242632, 8/6/2012.

JAMES BRENNAN PC, \$1225.69,

JUDY BLUM INC, \$494.38, CASE

KHOW THAI CAFE LLC, \$3251.75,

\$3372.0, CASE #3242873, 8/7/2012.

MAI INC, \$4604.0, CASE #3242870,

CORP, \$14608.96, CASE #3243509,

LINEN SER, \$3406.0, CASE

CASE #3242877, 8/7/2012.

\$196.68 CASE #3243510 8/9/2012

TRUCK RE, \$742.0, CASE

#3242882.8/7/2012.

#3242879, 8/7/2012.

#3242875.8/7/2012.

8/9/2012

8/10/2012.

8/7/2012.

8/13/2012.

8/15/2012.

8/7/2012

8/7/2012.

8/17/2012.

8/17/2012.

INC, \$1212.24, CASE #3245082,

FOR THE **RECORD**

LAMAS PLUMBING, \$3436.83, CASE #3243302, 8/8/2012. BERNIE MLOPEZ. \$0.0. CASE

#3243746.8/10/2012.

BERNIE MLOPEZ. \$0.0. CASE #3243749, 8/10/2012 BERNIE MLOPEZ \$0.0 CASE

#3243748, 8/10/2012. BERNIE MLOPEZ, \$0.0, CASE

#3243745, 8/10/2012. BERNIE MLOPEZ, \$0.0, CASE

#3243747, 8/10/2012. MICHAEL GRICHTERS, \$0.0, CASE #3242626, 8/6/2012.

WONDERVU CAFE GIFT SHOP INC. \$0.0. CASE #3243299. 8/8/2012

BETTY RZABEL, \$0.0, CASE #3244580, 8/15/2012

Broomfield County DREAMS UNLEASHED INC. \$479.07, CASE #9985, 8/10/2012.

WARRANTY DEEDS

Broomfield County Seller: HUD Buyer, Buyer's Address: PHMB LLC, 6834 S UNIVERSITY BLVD #431 Address: 315 AGATE ST, BROOM-

FIELD Price: \$

Date Closed: 8/7/2012

Seller: REMINGTON HOMES CO. Buver, Buver's Address: NORMA L POND, 3751 W 136TH AVE UNIT H3 Address: 3751 W 136TH AVE UNIT H3. BROOMFIFI D Price: \$262200 Date Closed: 8/7/2012

Seller: JENNIFER M GLOSS Buyer, Buyer's Address: GORDON R & BARBARA S COLEMAN, 4750 RABBIT MOUNTAIN RD Address: 3751 W 136TH AVE UNIT P3, BROOMFIELD Price: \$280000 Date Closed: 8/7/2012

Seller: JOHNSON FAMILY TRUST Buyer, Buyer's Address: TODD EDWARD & AMY BEAN THOMP-SON, 1323 LOCH LOMOND AVE Address: 1323 LOCH LOMOND AVE, BROOMFIELD Price: \$267900

Date Closed: 8/7/2012

Seller: FEDERAL HOME LOAN MORTGAGE COR Buyer, Buyer's Address: RSP LLC. 8169 S FILLMORE WAY Address: 264 BERTHOUD TRL BROOMFIELD Price: \$200000

Date Closed: 8/7/2012

Seller: FEDERAL NATIONAL MORT-GAGE ASSO Buyer, Buyer's Address: RICHARD & JUNE LINDEMANN, 41 RUTH RD Address: 41 RUTH RD, BROOM-FIELD

Price: \$186000 Date Closed: 8/7/2012

Seller: MICHAEL SCOTT SMITH Buyer, Buyer's Address: MICHAEL S SMITH TRUST, 4902 BLUE HERON CT

Buyer, Buyer's Address: LINDA WAGNER, 4905 PREBLES PL Address: 4905 PREBLES PL, BROOMFIELD Price: \$233000 Date Closed: 8/7/2012 Seller: REMINGTON HOMES CO Buyer, Buyer's Address: RYAN D LE, 3751 W 136TH AVE UNIT H2 Address: 3751 W 136TH AVE UNIT H2, BROOMFIELD Price: \$225000 Date Closed: 8/7/2012 Seller: BLUE SKY III LLC Buyer, Buyer's Address: PATRICK L & MELYNN A MURPHY, 10047 ALLISON CT Address: 150 WILLOW PL S. BROOMFIELD Price: \$ Date Closed: 8/7/2012 Seller: MATTHEW W & ADELE P DELANO Buyer, Buyer's Address: IAN S & ROBIN A BACH, 14661 CLAY ST Address: 14661 CLAY ST, BROOM-FIELD Price: \$625000 Date Closed: 8/8/2012 Seller: ROBERT L & HALCYON P STUART Buyer, Buyer's Address: ROBERT G & DIANE J MUELLER, 5100 ASPEN CREEK DR Address: 5100 ASPEN CREEK DR, BROOMFIELD Price: \$435000

Address: 4902 BLUE HERON CT,

BROOMFIELD

Date Closed: 8/7/2012

Seller: RYAN S MATTHEWS

Price: \$

Date Closed: 8/8/2012 Seller: MARY A TOHILL Buyer, Buyer's Address: ROSS WOOLHISER, 14060 DOGLEG LN Address: 14060 DOGLEG LN BROOMFIELD Price: \$390000 Date Closed: 8/8/2012 Seller: SETH PETERSEN Buyer, Buyer's Address: MICHAEL E & PYPER L COMMODORE, 12662 VRAIN ST Address: 12662 VRAIN ST, BROOM-FIELD Price: \$300000 Date Closed: 8/8/2012

Seller: QUINTIN A & CHRISTINE M TRUE LECLERCQ Buyer, Buyer's Address: JIMMIE & DORIS CANDELARIE, 200 CYPRESS CIR

Address: 200 CYPRESS CIR, BROOMFIELD Price: \$192500 Date Closed: 8/8/2012

Seller: LEE & HALA THOMPSON Buyer, Buyer's Address: AARON & APRIL D PETERSON, 13880 MEAD OWBROOK DR Address: 13880 MEADOWBROOK DR, BROOMFIELD Price: \$410000 Date Closed: 8/8/2012

Seller: BRADLEY ALAN WENINO Buyer, Buyer's Address: PATRICK WENINO, 16251 E PRENTICE LN Address: 13879 LEGEND TRL UNIT

Date Closed: 8/9/2012 Seller: TERRI A THOMPSON Buyer, Buyer's Address: DALLAS & MICHELE MCCARTHY, 12574 ELIOT ST Address: 12574 ELIOT ST, BROOM-FIELD Price: \$244900 Date Closed: 8/9/2012 Seller: RODNEY LEE & MARY G WRIGHT Buyer, Buyer's Address: SUNNY MOWER, 14156 SUN BLAZE LOOP UNIT F Address: 14156 SUN BLAZE LOOP UNIT F. BROOMFIELD Price: \$218000 Date Closed: 8/9/2012 Seller: LAWRENCE J & DANA L CHAREST Buyer, Buyer's Address: ALLAN & MARIAM WILLIAMS, 5203 E 119TH WAY Address: 1170 BELLAIRE ST, BROOMFIELD Price: \$325000 Date Closed: 8/9/2012 Seller: MICHAEL SCOTT & SCHRO-EDER STEFANIE DAY Buyer, Buyer's Address: HUNTER HSUEH HAN CHEN. 1564 DAPHNE ST Address: 1564 DAPHNE ST, BROOMFIELD Price: \$285000 Date Closed: 8/9/2012 Seller: JOE & KATIE FREEMAN Buyer, Buyer's Address: STEVEN M & PEGEEN M SMITH, 14153 FAIR-WIND LN Address: 14153 FAIRWIND LN, BROOMFIELD Price: \$345000 Date Closed: 8/9/2012 Seller: ARISTA INVESTORS COLO-RADO LLC Buyer, Buyer's Address: DEVON JAMES ALPER, 11310 COLONY CIR Address: 11310 COLONY CIR, BROOMFIELD Price: \$177500 Date Closed: 8/12/2012 Seller: PMHB LLC Buyer, Buyer's Address: HARIS TUZINOVIC, 10200 W 44TH AVE **STE 430A** Address: 315 AGATE ST, BROOM-FIFI D Price: \$130000 Date Closed: 8/12/2012 Seller: RICHARD C & MARY F TUCKER Buyer, Buyer's Address: AMERICAN INTERNATIONAL RELOCAT, 6 PENN CTR W Address: 14227 LAKEVIEW LN, BROOMFIELD Price: \$

101, BROOMFIELD

Price: \$185000

Date Closed: 8/12/2012 Seller: AMERICAN INTERNATIONAL RELOCAT Buyer, Buyer's Address: RICHARD & DEANA OBRIEN, 14227 LAKEV-IEW LN Address: 14227 LAKEVIEW LN, BROOMFIELD Price: \$389000 Date Closed: 8/12/2012

Seller: LACE MAE M & ANDREW J TRIPPETT Buyer, Buyer's Address: SEAN & KERI RIORDAN, 1216 W 6TH AVE Address: 1216 W 6TH AVE, BROOMFIELD Price: \$185000 Date Closed: 8/12/2012 Seller: RANDAL & HEIDE BUR-ROUGHS Buyer, Buyer's Address: DALE V & CORINNA BLANKENSHIP, 12596 ELM LN Address: 12596 ELM LN, BROOM-FIELD Price: \$224000 Date Closed: 8/12/2012 Seller: DANIEL K KOPNISKY Buyer, Buyer's Address: CHRISTO-PHER KEVIN KAHLER, 13456 VIA VARRA UNIT 114 Address: 13456 VIA VARRA UNIT 114, BROOMFIELD Price: \$195000 Date Closed: 8/12/2012 Seller: ERIC M & CARRIE A BECK Buyer, Buyer's Address: RUS-SELL E & KAREN L YOUNG, 490 DOVER CT Address: 490 DOVER CT, BROOM-FIELD Price: \$264900 Date Closed: 8/13/2012 Seller: HSBC BANK USA Buyer, Buyer's Address: HAYLEY MAREE JOY & MICHAEL LAW-RENCE LIA, 1418 BEN NEVIS AVE Address: 1418 BEN NEVIS AVE, BROOMFIELD Price: \$245200 Date Closed: 8/13/2012 Seller: JEFFREY M MCCONNELL Buyer, Buyer's Address: DOUGLAS D & DEBRA J HARPER, 12356 WOLFF DR Address: 12356 WOLFF DR BROOMFIELD Price: \$295000 Date Closed: 8/13/2012 Seller: METLIFE HOME LOANS Buyer, Buyer's Address: FEDERAL NATIONAL MORTGAGE ASSO, 14221 DALLAS PKWY STE 1000 Address: 665 QUARTZ WAY, BROOMFIELD Price: \$ Date Closed: 8/13/2012 Seller: BANK NEW YORK MELLON Buver, Buver's Address: KARAM & SNEH SINGH, 4865 W 127TH PL Address: 4865 W 127TH PL, BROOMFIELD Price: \$300200 Date Closed: 8/14/2012 Seller: CINDY S TRACY LIVING

SNOWCREST DR

ters" or "the suits" worried about this new approach? How do agile advocates address their concerns?

Leffingwell: Simply: focus on results. All major changes cause some degree of heartburn and consternation as everyone's job is impacted. Change is hard, and it's easy to get caught up in the cultural and organizational impact of such a large change. But we have found that when teams focus on and achieve better results, they will eventually have the wind at their backs with management and executives. Leaders still need to lead, and now they must lead in a new paradigm. We do challenge them to do so as part of every Lean/Agile rollout. In the end, it's simple economics after all. What works, spreads.

Seller: GARY G & BRENDA J

Address: 14832 SNOWCREST DR,

BROOMFIELD

Price: \$502000

LENDING LLC

BROOMFIELD

Price: \$239900

Price: \$219500

RADO LLC

COLONY CIR

Price: \$225000

Date Closed: 8/14/2012

F NICHOLAS, 379 FIR LN

Date Closed: 8/14/2012

WOOD PL

KELLY

Date Closed: 8/14/2012

Seller: FLATIRON MORTGAGE

Buyer, Buyer's Address: PAUL A & CYNTHIA J WATSON, 2649 FERN-

Address: 2649 FERNWOOD PL,

Seller: KEVIN M & MARGARET A

Buyer, Buyer's Address: VERONICA

Address: 379 FIR LN. BROOMFIELD

Seller: ARISTA INVESTORS COLO-

Buyer, Buyer's Address: DAVID

ANDREW DAVENPORT, 11316

Address: 11316 COLONY CIR, BROOMFIELD

Seller: CLARA Y HASHIMOTO

Address: 16700 EOLUS WAY,

Date Closed: 8/14/2012

Date Closed: 8/14/2012

Seller: DENISE CORDOVA

Buyer, Buyer's Address: BUTTER-

WORTH LLC, 843 SNOWBERRY ST

Address: 3261 S PRINCESS CIR, BROOMFIELD

Seller: CAROL A & CAROL ANN

Address: 13486 FALLS DR, BROOMFIELD

Date Closed: 8/15/2012

Buyer, Buyer's Address: CAROL A CROW REVOCABLE LIVING, 13486

Seller: THEODORE M & SANDRA M

SUNDER, 200 SUMMIT BLVD UNIT

Address: 2900 BROADLANDS CT,

Seller: TIMOTHY & LESHA M VAN-

Buyer, Buyer's Address: MARION

STOVALL, 14072 ROARING FORK

Address: 14072 ROARING FORK

Buyer, Buyer's Address: CECIL

Buyer, Buyer's Address: CLARA Y HASHIMOTO REVOCABLE TR,

Date Closed: 8/14/2012

16700 EOLUS WAY

BROOMFIELD

Price: \$145000

CROW

FALLS DR

Price: \$

HERRERA

BROOMFIELD

Price: \$370000

BINSBERGEN

CIR, BROOMFIELD

Date Closed: 8/15/2012

Seller: CHERYL A WILKE

Date Closed: 8/15/2012

Buver, Buver's Address: YURI

KOBAYASHI, 1136 OPAL ST UNIT

Address: 1136 OPAL ST UNIT 102

Price: \$473800

BROOMFIELD

Price: \$122000

Date Closed: 8/15/2012

201

CIR

102

Price: \$

KOTTKE Buyer, Buyer's Address: LISA & CHAD HART, 1228 CLUBHOUSE DR Address: 1228 CLUBHOUSE DR, BROOMFIELD Price: \$525000 Date Closed: 8/15/2012

Seller: DONNA S KESLIN TRUST Buyer, Buyer's Address: LORETTA KOCH, 13478 CLAYTON CT Address: 16670 EOLUS WAY, BROOMFIELD Price: \$311500 Date Closed: 8/16/2012 Seller: WILLIAMS LIVING TRUST Buyer, Buyer's Address: BYRON & MEGAN PLETCHER, 13346 CLARK-SON CT Address: 13335 STUART CT,

BROOMFIELD Price: \$110000 Date Closed: 8/16/2012

Seller: REMINGTON HOMES CO Buyer, Buyer's Address: JOHN D THOME, 3751 W 136TH AVE UNIT B2

Address: 3751 W 136TH AVE UNIT B2, BROOMFIELD Price: \$262700 Date Closed: 8/16/2012

Seller: PULTE HOME CORP Buyer, Buyer's Address: YOLANDE LAFONTAINE. 4588 HOPE CIR Address: 4588 HOPE CIR, BROOM-FIELD Price: \$278400

Date Closed: 8/16/2012 Seller: JENNY M BOMEBO

Buyer, Buyer's Address: DAVID RAY OLSON, 13112 JULIAN CT Address: 13112 JULIAN CT, **BROOMEIELD** Price: \$220000 Date Closed: 8/16/2012

Seller: DAVID AND HARRIET COUIL-LARD LI

Buyer, Buyer's Address: SUE A KELLY, 1070 W CENTURY DR STE 101

Address: 181 EMERALD ST, BROOMFIELD Price: \$174000

Date Closed: 8/19/2012 Seller: STEVEN W & SUSAN J

STANTON Buyer, Buyer's Address: MATTHEW & HEATHER GARDNER, 14533

STARGAZER DR Address: 14533 STARGAZER DR, BROOMFIELD Price: \$600000

Date Closed: 8/19/2012

Seller: ALICE J WARD Buyer, Buyer's Address: GENA SUE CLAY, 13739 LEGEND TRL UNIT 102 Address: 13739 LEGEND TRL UNIT 102, BROOMFIELD Price: \$240000

Date Closed: 8/19/2012

Seller: ROBERT E & LORRI L DEL-ANEY

Buyer, Buyer's Address: STANLEY & MICHELLE KIDD, 13625 PLAS-TER CIR Address: 13625 PLASTER CIR, BROOMFIELD Price: \$343000

Date Closed: 8/19/2012

Q: Tell us about your company, Scaled Agile. What do you do, what type of clients do you work with and how big are you?

Leffingwell: Scaled Agile Inc. is a new Colorado company founded by Colin O'Neill and Drew Jemilo. I joined forces with them so that they could manage service delivery and increase the scope, impact and industry benefits of Scaled Agile. Even more importantly for me, they are helping me set up and deliver training and certifications services around the Scaled Agile Framework. After all, if people are going to do new things differently, they have to know how to do what they are about to do.

AGILE from 4A

tested working code every two weeks.

Q: How can we know if agile is here to stay, and how could it evolve?

Leffingwell: Agile is not a fad. It's a mega trend that is revolutionizing software development worldwide. It is being adopted for one simple reason: It works better than anything we have done before. Software/business outcomes are better, and that goodness spreads from users to customers to management to development teams. I've been at this for 40 years now, and have seen three separate waves of development practices overtake the industry, with agile being the latest. I wouldn't even hazard a guess as to what happens after agile, but we have to go through agile to find it.

Q: Agile seems to mostly change how software engineers work. How is it affecting businesses outside the software world?

Leffingwell: The world is increasingly dependent on software, and whatever isn't now, soon will be. Agile development is for software developers, software teams, and software businesses. It improves business outcomes in one of the world's most important industries, one which embodies a large percentage of the world's new intellectual property. Better software makes the world a better place.

Q: Agile seems to be a lot about quick changes and a certain degree of improvisation. Software developers might love it, but are "the bean coun-

TRUST

Buyer, Buyer's Address: BRYAN C & ALISON R BERMAN, 4976 BUFFALO GRASS LOOP Address: 4976 BUFFALO GRASS LOOP, BROOMFIELD Price: \$629000 Date Closed: 8/14/2012 Seller: BANK AMERICA NA SBM Buver: Buver's Address: BRAD-LEY & LISA LUJIAN RUCK, 14832

ON THE JOB -**BANKING, FINANCE**

Frederick "Rick" Heath, financial adviser for Merrill Lynch, recently joined the Boulder office. Health received his bachelor's degree from The University of Delaware and worked in Merrill Lynch's office in Reston, Virginia, for seven vears

David Lubchenco has joined Boulder-based Chautauqua Capital Management as a partner. Lubchenco will be responsible for client development and service for the Chautauqua International Growth Equity strategy and the Chautauqua Global Growth Equity strategy. Prior to joining Chautauqua, Lubchenco was the executive vice president responsible for sales, marketing and client service at Scout Investments. He has more than 20 years of experience having also worked at Transamerica Investment Management, Janus Capital and Founders Asset Management.

BIOSCIENCE

Ron Eller has agreed to join Boulder-based Siva Therapeutics Inc.'s business advisory board. Eller runs his own management consulting and investment firm, Monroe Street Capital, LLC and is a principal with a private equity firm, Top Rock LLC. Eller recently held senior executive positions with Ascent Solar, Hewlett-Packard and Compaq Computer Corp. Also, Dr. Mark W. Dewhirst, an internationally recognized leader in hyperthermic therapy, joined the company's scientific advisory board.

ECONOMIC DEVELOPMENT

The Broomfield Resource Center hired Mike Saunders as coordinator. Saunders has a master's degree in marketing, serves as an adjunct marketing professor at several colleges and is a consultant with the Small Business Development Center. He will provide resources to new and existing businesses in Broomfield.

GOVERNMENT

Secretary of the Interior Ken Salazar appointed Michael Barningham of Broomfield to

CALENDAR

SEPTEMBER

5 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.

The GROWE Foundation's second annual Isabelle Farm Family Day will be from 11 a.m. to 3 p.m., Saturday, Sept. 15, at Thomas Open Space, 1640 W. Baseline Road, Lafayette. Family pass (4 family members) is \$59 if preregistered, \$69 day of the event. Adult single is \$20, Child single is \$15. Register online at http:// www.regonline.com/builder/site/Default. aspx?EventID=1116163 or call Debbie Wilmot at 303-665-5588, ext. 3455.

The 9th Annual Boulder Pridefest 16 The Stn Annual Sector day, Sept. 16, at Boulder Central Park. Celebration for LGBTQ (lesbian, bisexual, gay, transgender, queer) people and friends. Music, entertainment, food vendors.

Boulder Green Streets presents is 2012 Ciclovia from 10 a.m. to 4 p.m., Sunday, Sept. 16. Two activity centers, one at the east end of Pearl Street and the other at the North Boulder Recreation Center, are linked together by a loop route free of vehicles. Zones along the route will feature vendors in health and wellness, martial arts and dance, outdoor adventure, organic allev. eco-chic and sustainable living, cvcling and more. Free classes and workshops. For more information, go online at bouldergreenstreets.org.

The Louisville, Lafayette and Supe-18 The Louisville, Larayour and in rior chambers of commerce present the Front Range Resource Advisory Council, which advisees the Bureau of Land Management Colorado's Front Range District including the Royal Gorge and San Luis Valley field offices. Barningham will focus on public land issues as they pertain to transportation and rights-of-way interests.

HIGH TECH

Tom Smerdon has been named interim leader of the University of Colorado's technologytransfer department. Dave Allen, former associate vice president for technology transfer at CU's four campuses, said last month that he would leave to take a similar role at the University of Arizona. Allen made \$250,000 in the job. Smerdon will make \$200,000 in the interim role. He is based at the CU-Boulder campus. The office focuses on licensing intellectual property to companies.

Boulder-based LinkSmart, a provider of text link optimization solutions for web publishers, appointed Mike Stigliano as vice president of business development. Stigliano has 14 years experience in the publishing and digital media industries. Previously, he was the director of business development at Hearst Digital, responsible for partnership development and strategy across the Hearst Magazines' Digital Media portfolio including magazine brand sites such as Esquire, Cosmopolitan and Good Housekeeping, as well as standalone digital properties including Delish.com, Real-Beauty.com and thedailygreen.com.

Boulder-based Inhired spiringApps Donald Ness as a software engineer. He will focus on JavaScript and iOS programming for mobile business apps. Ness received a bachelor's degree in computer science

303-666-5747.

more information.



versity and most recently worked at Speak-Write LLC where he was a software engineer. He was a member of the Peppered Software team when it released Scribe, an app featured by Apple. He has more than 10 years of experience in software development.

Louisville-based Inovonics Corp., a provider of wireless sensor networks, promoted Don Commare to vice president of marketing. Commare will develop, oversee and implement the company's marketing strategy to ensure it aligns with and meets corporate goals. Prior to his promotion, Commare was director of product management.

INSURANCE

Broomfield resident Gregory Dean Blanchard has been named a member of the 2012 President's Council of New York Life. Members of the President's Council are among the top 8percent of New York Life's elite sales force of 12,250 licensed agents. Blanchard has been a New York Life agent since 1986 and is associated with New York Life's Colorado General Office in Arvada. He has been named agent of the year on two different occasions, is a member of the Million Dollar Round Table, and served on the board of directors of the Denver Association of Life Underwriters among other achievements.

LAW

Gene A. Ciancio was appointed to the Metropolitan Football Stadium District Board for a four-year term. Ciancio is a founding attorney with the law firm of Donelson Ciancio & Grant PC and a devout Denver Broncos fan. Ciancio has

served with ACCESS Housing, Westminster Legacy Foundation and the Community Reach Center.

Ciancio

ness Leaders Lunch, contact De Dahlgren at ddahlgren@ncbr.com or 970-232-3132. To be a Bixpo sponsor or an exhibitor, contact Sales Director Sandy Powell at spowell@ ncbr.com or 970-232-3144.

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

3 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.

Rory Vaden, a New York Times best-4 selling author and business motivational speaker, will be a special guest at the "I Have a Dream" Foundation of Boulder County's 15th Annual Dream-Maker Luncheon. Vaden graduated from Frederick High School and was a member of the Lafayette Dreamer class in 2000. Luncheon will be from 11:30 a.m. to 1 p.m., Thursday, Oct.

NONPROFIT

John Paul Sales, wealth-management adviser

with Merrill Lynch Boulder, was recently named president of the Boulder Hockey Club's board of directors.

"I Have a Dream" Foundation of Boulder County hired Adam Million as development coordinator and Daniel Sikkink John-



son as college and career coordinator. Both were AmeriCorps members with the organization. Million will write grants, coordinate marketing efforts, work with Dreamers on their writing, reading and college preparation activities, and collaborate on special events. Johnson will provide case management to alumni Dreamers, coordinate precollegiate, job-shadow and summer internship programs, work with high school students on the college application and financial aid processes, and collaborate on events.

SPORTS/OUTDOORS

Boulder-based Zeal Optics Inc., a maker of high-tech ski goggles and sunglasses, named John Sanchez president. He previously was with Zeal's parent company, Maui Jim Inc., a sunglasses maker based in Peoria, Illinois. His previous role at Maui Jim was vice president of product development.

Boulder-based Apex Sports Group hired Todd Poselev as director of sales and marketing. and TJ Larson as national sales manager. Also, Robert Paige was hired as the company's sales representative for Western Canada.

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.

4, at the Omni Interlocken Resort, 500 Interlocken Blvd., Broomfield. To R.S.V.P. for the luncheon, call Paulette Warembourg at 303-444-3636 x10 or email to paulette.warembourg@ihaveadreamboulder.org.

10 Naturally Boulder, a nonprofit or-ganization 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/.

23 The Rocky Would and American States Expo 2012 will be Oct. 23-24 at the The Rocky Mountain Audio Video Crowne Plaza DIA. More than 150 exhibits, free seminars on new video and audio technologies, Web conferencing, video stream, cloud-based communications, digital marketing. To learn more and to register, go online at http://avxpo.biz/.

25 CO-LABS and the Alliance for Sus-tainable Energy will present the 2012 Governor's Award for High-Impact Research awards ceremony and reception from 5:30 to 7:30 p.m., Thursday, Oct. 25, at the Jennie Smoly Caruthers Biotechnology Building, 3415 Colorado Ave. on the University of Colorado-Boulder's East Campus. The event celebrates the achievements of Colorado's outstanding federal researchers.



Business Breakfast, a networking event,

at 7:30 a.m., Tuesday, Sept. 18, at the Blue

Parrot Restaurant, 640 Main St, Louisville.

Cost is \$10 for chamber members, \$15 for

nonmembers. R.S.V.P. by Sept. 17 by calling

25 Workforce Boulder County will present a breakfast session on

Manufacturing: Generating Growth in

Boulder County, from 7:30 to 9 a.m. Tues-

day, 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 Af-

fairs 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

26 Brad Feld, a managing director at Boulder-based Foundry Group, a Brad Feld, a managing director at

venture capital firm that invests in early-

stage software and Internet companies, will

be the featured speaker at the Business

Leaders Lunch at the Bixpo business ex-

position, to be held Wednesday, Sept. 26,

at the Embassy Suites conference center,

4705 Clydesdale Parkway, Loveland. Feld is

also the co-founder of TechStars, a mentor-

driven accelerator, and author of several

books and blogs. The eighth annual Bixpo is

hosted by the Northern Colorado Business

Report, the Boulder County Business Re-

port and the Wyoming Business Report. Its

lineup of events, speakers, workshops and

exhibitor displays covers a diverse range

of business topics, services and products.

For information about tickets to the Busi-

BUSINESS DIGEST

OPENINGS

Corinne Kingery will open a skin-care clinic in Lafayette on Sept. 22. **The Acne Lab** at 101 1/2 E. Chester St. will offer treatments accompanied by products and education.

NAME CHANGES

The nonprofit member group **Boulder East** is expanding and changing its name in an effort to get more residents to bus, bike or find other alternative transport to get where they need to go. The newly named **Boulder Transportation Connections** has an approximately \$80,000 Denver Regional Council of Governments grant, a \$65,000 community-investment grant and a \$20,000 Regional Transportation District grant — among other funding — to encourage residents to take a bus or bicycle or to use a carpool or vanpool. The group has expanded to work with residents and companies throughout Boulder rather than just East Boulder, which is the main reason for the name change.

BRIEFS

Boulder-based **Thanasi Foods LLC** is introducing Bigs Sunflower Seeds to the Canadian market. Bigs, which launched in the United States in March 2009, features fire-roasted, jumbo-size sunflower seeds in five flavors: Frank's RedHot Buffalo Wing, Hidden Valley Ranch, Salted and Roasted Original, Vlasic Dill Pickle and Bacon Salt Sizzlin' Bacon.

AT&T announced Sept. 6 that it will roll out 4G LTE service to Boulder and Denver customers by the end of the year. **AT&T Inc.** (NYSE: T) is catching up with Verizon Wireless, which already provides 4G LTE service to Boulder and Denver. Sprint and T-Mobile do not provide 4G LTE. 4G LTE — it stands for "fourth generation

NONPROFIT NETWORK

BRIEFS

Mental Health Partners, the community mental-health center for Boulder and Broomfield counties, is celebrating 50 years of service to the communities. One of the largest nonprofits in the area, MHP is dedicated to being a center of excellence and provider of choice for mental health and wellness services in our communities. A leader in community mental health services for 50 years, many programs have been adopted nationally showing strong results in improving lives, treating illness and saving thousands of taxpayer dollars.

FUNDRAISERS

Longmont-based Oskar Blues Brewery Inc. will hold a beer-tasting to benefit the **Louisville Arboretum** from 6 to 8 p.m. Tuesday, Sept. 18, at Empire Restaurant, 816 Main St., Louisville. The event will include a presentation, beer samples and appetizers. Tickets are \$27.50, of which \$15 is tax-deductible. Call 303-665-2521 to register.

GOOD DEEDS

Meadow Gold dairy, a subsidiary of Dallasbased Dean Foods Inc. (NYSE: DF), has partnered with Vernon Hills, Illinois-based Tetra Pak Inc., a food-processing and packaging solutions company, to donate 230,000 singleserve shelf-stable milk cartons to **Community Food Share**, the food bank serving Boulder and Broomfield counties, to kick off Hunger Action Month. An initiative of Feeding America, the nation's largest domestic hunger-relief organization made up of more than 200 food banks nationwide, Hunger Action Month urges individuals to take action to fight hunger and food insecurity in their communities.

GRANTS

Boulder-based **Attention Homes** has received a \$10,000 Daniels Fund grant to support its Runaway and Homeless Youth Program, which provides street outreach, day drop-in and overnight emergency shelter services to homeless youths. Attention Homes is set to undergo a facility expansion that will enable the shelter to increase its overnight capacity from 10 to 16 beds and increase its daytime "dropin" capacity from 25 to more than 40. long-term evolution" — is capable of delivering data to customers 10 times faster than the older 3G, or third generation, standard. The technology allows smartphones to access the Internet faster for activities such as downloading apps or streaming videos.

LodgingDeals.com, a website for vacationers looking for luxury vacation deals at resorts in the United States, Canada, Mexico, the Caribbean and the South Pacific, has been launched by Boulder-based Lodging Deals LLC. Resort units are offered at 25 percent to 80 percent off retail value, directly from timeshare owners who are unable to use their allotted vacation weeks. LodgingDeals.com was founded by Jim and Katherine Velasco of Boulder.

Longmont-based craft brewery **Oskar Blues LLC** began distributing in the eight-county Chicago metropolitan area Aug. 20. The beer is available on tap and in cans. Oskar Blues' launch included a week of 70 events in area bars, restaurants and stores as the company tried to raise its profile and build on existing goodwill. Oskar Blues hired two sales representatives for the area, and worked with its distributor, Windy City Distribution, to roll out to 350 liquor stores, bars and restaurants. Illinois is now the 27th state to which Oskar Blues distributes, following its expansion into Alabama in July.

In-flight Internet service from Broomfield-based **Aircell Business Aviation Services LLC** will be added to nearly 100 of Net Jets Inc.'s aircraft. The additional systems will expand NetJets' connected fleet by approximately 40 percent. The installation process is expected to be completed by mid-2014. With the service, NetJets passengers and flight crews will have high-speed Internet service above 10,000 feet in the continental United States and portions of Alaska, using their own Wi-Fi-enabled laptops, tablets, smartphones, electronic flight bags and other mobile devices. NetJets, a Berkshire Hathaway company based in Columbus, Ohio, has the largest fleet of private jets in the world.

Boulder-based **FreeWave Technologies Inc.,** manufacturer of spread-spectrum and licensed radios for data transmission, has deployed wireless radios for La Crosse, Wisconsin-based Dairyland Power Cooperative Inc. Dairyland uses FreeWave's FGR-115 and HT-Plus radios. The cooperative provides wholesale electricity to 25 member distribution cooperatives and 16 municipal utilities in Wisconsin, Minnesota, Iowa and Illinois.

Boulder-based **Campus Publishers**, a division of Redrock Publishing Co., has added two guides — for the University of Northern Colorado in Greeley and for Portland State University in Oregon — to its family of 41 official university visitor guides. Both guides will make their debuts in fall 2013.

Sunflower Preschool Inc., 3340 Dartmouth Ave., Boulder, has earned the national designation of a certified Nature Explore Classroom from the Arbor Day Foundation and Dimensions Educational Research Foundation.

GRANTS

A team from the **University of Colorado-Boulder** will receive a grant of about \$450,000 to use tools at the Oak Ridge National Laboratory to research high-temperature inexpensive materials for photovoltaic and concentrating solar power technologies. Nationally, five projects have been awarded a total of \$3.5 million to establish research programs at a Scientific User facility to conduct this solar-energy research. These projects are part of the U.S. Department of Energy's efforts to encourage collaboration among engineers and scientists who are developing advanced solar-power technologies and research teams using the tools and expertise of the Scientific User Facilities.

MERGERS & ACQUISITIONS

DEUS Rescue, a company that sells a descent-braking device for climbers, acquired its partner company **VR-Tec GmbH** in Germany for an undisclosed sum. Boulder-based **Spidescape Products Inc.**, which goes by the trade name DEUS Rescue, has 10 employees and plans to hire a few more as a result of the acquisition.

Boulder-based private equity firm **Grey Mountain Partners** and its affiliate company, Denver-based Consolidated Glass Holdings, Inc., have acquired Insulpane and Orchard Glass Distributors. Hamden, Connecticut-based Insulpane is an architectural glass fabricator and distributor serving a customer base across the Northeast. Orchard Glass Distributors is a wholesale distributor of flat glass, mirrors and shower doors; it primarily serves Connecticut, New York and New Jersey.

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.

HOMES from 1A

United States.

Meritage paid \$7.38 million for the lots, which are in the fourth filing of the Renaissance subdivision, a 38.3acre area off Clover Basin Drive in southwest Longmont.

Meritage's investment will grow as it finishes the lots and builds out the project, said Christina Presley, its Colorado division president.

The company is bullish on Colorado, especially the Boulder County market, Presley said. Meritage is wrapping up work on its Erie Commons project and wanted another project in the area, she said.

Meritage studied metrics such as inventory of existing homes up for resale, which Presley said is at a 10- to 12-year low. Home prices in Colorado mostly have held steady despite the recession.

"When a home goes on the market, it gets snapped up in no time and often for above asking price," Presley said.

All of those factors are in place in the southeast corner of Longmont.

"Longmont, especially this part of Longmont, really has all of the metrics we look for that say it's a great place to build." Preslev said.

Meritage has a fairly aggressive timeline. It wants to start work on model homes by the end of the year, and could even start selling this year, Presley said.

Completion of the Renaissance subdivision has been a long time coming but was stalled by the recession.

Boulder-based Chanin Development Inc. had plans to develop the subdivision as early as 2007. Representatives of Chanin could not be reached, but according to the company's website it had planned to complete the project in 2009 and expected it to have a market value of \$75 million.

In Lafayette, the long-planned Indian Peaks South project also is returning to life.

McStain Constructors LLC is building the project with the financial backing of private investors, including unidentified high-net-worth individuals from Boulder County, according to McStain chief executive David Ware.

Indian Peaks South will be a mixed-use development of 302 single-family detached homes and two commercial pads on more than 100 acres, Ware said. Indian Peaks South is at the southwest corner of Baseline Road and Colorado Highway 42.

The 47-home first phase of the project is well under way, Ware said, and the second phase of 94 homes is about to begin, Ware said.

The project will cost McStain about \$8 million to complete, Ware said. On Aug. 30, Indian Peaks South 2 LLC, the investment company created for the project, bought the lots for Phase 2 for \$2.5 million.

McStain had to take a different approach to finance Indian Peak South. Banks are not lending for acquisitions and developments of this scale, Ware said, so McStain relied on private investors.

Completion of Indian Peaks South will mark the culmination of about 20 years of work in Lafayette for McStain, Ware said. McStain also developed Indian Peaks, due north of Indian Peaks South.

Work on Indian Peaks South is a

sign that a builder with deep roots in Boulder County is returning to life.

McStain, now based in Denver, was founded in 1966. McStain went through several tough years during the recession that culminated in layoffs, bankruptcy and reorganization in 2009.

"Everybody went through some kind of bankruptcy or downsizing, if you were able to hold on and not just close the doors and walk away," Ware said.

The tough times make work at Indian Peaks South extra satisfying for McStain.

"I'm excited to bring it back to life and out of the recession," Ware said.

Meritage and McStain are showing that the home-building industry is continuing its recovery, Home Builders Association of Metro Denver chief executive Jeff Whiton said.

"We went through a terrible recession, and what you're seeing now is the natural recovery," Whiton said of the increase in building in Boulder and Broomfield counties.

Whiton singled out McStain as an example of "a good comeback story" from a locally owned construction firm.

"The industry got hit really hard over the past five or six years," Whiton said. "Eighty percent of the new-home builder industry in the Front Range was wiped out."

Despite the growth, which started to gain momentum in 2011, wariness remains, Whiton said.

"It's been a long time coming, but believe me, we've got a long way to go yet. It's still fragile, and there are a lot of question marks about the economy. But we're cautiously optimistic."

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

Top 10 Boulder County Builders

Year-to-date through July 2012

Builder	Home Sales	County Market	
		Share	
1. Ryland Homes	44	13.9%	
2. 4655 Yarmouth LLC	40	12.7%	
3. Boulder Creek Builders	39	12.3%	
4. Meritage Homes	34	10.8%	
5. Markel Homes	23	7.3%	
6. Markel Homes-	21	6.6%	
Coast To Coast joint venture			
7. Richmond American. 12	3.8%		
8. D.R. Horton	11	3.5%	
McStain	11	3.5%	
10. Lennar Homes	9	2.8%	
Remaining homebuilders	72	22.8%	
Total	316		
		Source: Home Builders Resea	

Top-Selling Boulder County Single-Builder Subdivisions

Year-to-date through July 2012

Subdivision	Builder	City	Average	Recorded
			Price	Closings
1. Steel Ranch	Ryland Homes	Louisville	\$465,000	44
2. Peoples Clinic Sub /4655 Yarmouth	4655 Yarmouth LLC	Boulder	\$280,200	40
3. Silver Creek	Meritage Homes	Lafayette	\$362,900	19
4. Steel Ranch Patios	Boulder Creek Builders	Louisville	\$461,500	16
5. Kingsbridge	Boulder Creek Builders	Longmont	\$233,400	14
6. Canyon Creek/Meritage	Meritage Homes	Erie	\$440,900	13
7. Prairie Village/D. R. Horton	D. R. Horton	Longmont	\$286,400	11
7. Indian Peaks South	McStain	Lafayette	\$590,900	11
9. Hover Crossing	Lennar Homes	Longmont	\$270,400	9
9. Canyon Creek/ Richmond American	Richmond American	Erie	\$326,900	9
				Source: Home Builders Resear

Project to make CU warmer, cooler, greener

BOULDER — The University of Colorado is kicking off a \$91.1 million project it said will efficiently heat and cool its Boulder campus while significantly cutting carbon emissions.

Work began this week on a project that will upgrade the campus power house, construct a new heating and cooling plant and install a new distribution system, according to a release from CU.

The \$91.1 million project will be paid for through a combination of cash reserves and long-term debt proceeds, according to the university.

The most substantial component is a 72,000-square-foot heating and cooling plant,

called the East District Energy Plant, to be located next to the Coors Event Center. CU is pursuing LEED gold certification for the facility, and excavation work will begin

this month.



REAL ESTATE Michael Davidson

Next fall, CU will start renovating the Power House, a cogeneration plant built in 1909. Equipment upgrades will allow it to generate about 50 percent of the campus' electricity using natural gas. The waste heat will be reused to provide heating and additional electricity.

The final component is the construction of an underground piping system that will enable the delivery of chilled water needed for air conditioning, including the un-air conditioned Kittredge residences.

The construction manager and general contractor is JE Dunn Construction Co. Architecture and engineering planning was provided by LOA Architecture, P.C., Martin/ Martin Inc., The RMH Group Inc. and Lutz, Daily and Brain LLC, according to the university.



COURTESY UNIVERSITY OF COLORADO

Excavation work was scheduled to begin this month on a 72,000-square-foot heating and cooling plant, called the East District Energy Plant, to be located next to the Coors Event Center on the University of Colorado-Boulder campus. The illustration depicts the building's completed look.

FILLING A GAP: The Gap Inc. is bringing its Athleta brand to Boulder, with a 3,300-square-foot retail outlet planned to open on the Pearl Street Mall this fall.

Athleta sells performance apparel and gear for active women. The store, at 1133 Pearl St., will be Athleta's first in Boulder.

Athleta is one of the smaller and newer brands in Gap's lineup of retailers, which includes Gap, Old Navy and Banana Republic. Athleta was launched in 1998 and acquired by San Francisco-based Gap (NYSE: GPS) in 2008.

The brand has an existing outlet in the Cherry Creek Shopping Center in Denver and another location planned for Park Meadows Mall in Lone Tree, according to its website. Gap has opened more than 20 Athleta stores since 2011 and plans to continue adding stores throughout the year, according to its website and Securities and Exchange Commission filings.

Athleta signed a long-term lease for

the space formerly occupied by Outdoor Divas, according to Chris Boston, a broker with Gibbons-White. Boston and Chip Wise of Prudential Rocky Mountains represented the landlord, Barnett J. Cook Building LLC, Boston said. Christopher Burton of Legend Retail Group represented Gap.

APOTHECARY: Ananda Apothecary, a growing online retailer of essential oils, has expanded into a larger distribution center in Boulder.

Ananda Apothecary in July relocated to a 4,239-square-foot industrial space at 2555 49th St. The company sells pure organic essential oils to doctors, chiropractors, professional aromatherapists and the general public.

Ananda Apothecary ships products around the world, and the new space will allow it to keep up with growing demand. The space is not for retail sales.

Todd Walsh and Jason Kruse of The Colorado Group brokered the lease.

JUSTIN'S: Justin's Nut Butter LLC is on the move, with a new office

that's more than double the size of the old one.

The Boulder-based nut-butter and candy maker moved to a 6,000-square-foot corporate office at 2438 30th St. on Aug. 29. The new office is two doors down from its previous 2,250-square-foot space at 2434 30th St., said Lauren Lortie, a company spokeswoman.

IMATEST: Imatest LLC, a company that produces image-quality testing software, has signed a threeyear lease for 2,853 square feet at 2995 Wilderness Place. Todd Walsh of the Colorado Group represented the tenant. Brit Banks of Dean Callan & Co. represented the landlord, Wilderness One LLC.

BROOMFIELD

FORECLOSURES: August was a rough month for the owners of a few commercial properties in Broomfield that found themselves in foreclosure. > See **Real Estate, 21A**

REAL ESTATE from 20A

The most significant property to be foreclosed was the 110,000-squarefoot office building at 10901 W. 120th Ave. The building, called Eldorado Ridge 3, overlooks Interlocken.

The property's owners — listed as El Dorado Ridge III LLC, KPAT LLC, Steven James, KAC Development I LLC and Carolyn D. Slobe on bankruptcy documents — owe nearly \$11.8 million on loans, according to the Broomfield public trustee's office.

Broomfield Professional Campus LLC also received a notice for the 26 corporate condos it owns at the Broomfield Professional Campus at 3301 and 3305 W. 144th Ave. The company owes more than \$2.9 million in loan payments.

LAFAYETTE

NEW JAX: The owner of JAX Mercantile Inc., an outdoor gear and ranch and farm products retailer based outside Fort Collins, has closed on the purchase of its new retail space in Lafayette.

Lafayette Plaza LLC paid \$2.8 million for the Lafayette Plaza shopping center, according to Boulder County property records.

The limited-liability company was formed by JAX Mercantile owner Jim Quinlan. JAX Mercantile announced earlier this month it will open a 40,000-square-foot store at the plaza, which is at 400 W. South

PIVOT from **3A**

Companies with space to rent out register at pivotdesk.com, list the number of people they can accommodate and their price. If a company searching for space on PivotDesk likes what it sees, it can apply for the space.

That does not sound that innovative, as real estate brokers have been using online listing sites — and startups have been using Craigslist — for more than a decade.

What's different are the relationships between "hosts and guests," in Mandell's words.

Instead of the complex process of negotiating a multiyear lease, PivotDesk relies on monthly license agreements based on the number of

MALL from 3A

said it would need to redevelop the mall when it announced its acquisition.

Ginsborg said rising construction costs helped push the price higher.

NewMark Merrill and the city of Longmont have discussed ways the city can help offset some of the costs of redevelopment, Ginsborg said, which will be necessary for redevelopments in other Front Range cities.

"All of the infill redevelopment projects in the region are going to require city participation," Ginsborg said.

Talks with the city on a redevelopment plan have been productive. aren't paying for space they aren't using or committed to paying out over the long run. PivotDesk's software handles billing transactions and offers tools to help

Highest-Priced Home Sales in Boulder County

Ron Louis and Mercedes Avila Gitter 2010 Mariposa Ave.

Jonathan Paul and Jill Lindner Boldt 132 Wildcat Lane

Address

2235 Linden Ave.

770 Union Ave.

2912 4th St.

3800 Spring Valley Road

1155 Canyon Blvd. Suite 304

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

The property was foreclosed on in

February, with foreclosure documents

showing the company owed about

\$2.6 million to creditors. Willow River

Markets paid \$4.7 million for the

property in July 2004, according to the Boulder County Assessor's Office.

occupied by Flatirons Community Church, which has since moved to

355 W. South Boulder Road.

SUPERIOR

The building previously was

ARTICLE ONE: Article One

Partners has signed a new long-term

lease for a 2,700-square foot office at

1013 Mapleton Ave.

572 Arapahoe Ave.

375 Dakota Blvd.

City

Boulder

July 2012

Buyer

Justin M. and

Michael Lewis

Janine Gordon

Samantha C. B. Halloran

Dawn Nakamura and

Randolph M. Kessler

Carrie W. Verenicoll

John D. Brantley

The new store, to be named JAX

Ranch and Home, will carry a selec-

tion of hardware, work and western

wear, and equine, pet and agricultural

products. JAX Ranch and Home is

33,000-square-foot JAX Outdoor

Gear store at 900 S. U.S. Highway

287 in Lafayette. The existing Lafay-

ette store will sell outdoor clothing,

footwear, camping, hunting, fishing

ed on the warranty deed as the seller.

employees using the space. Hosts set

ground rules but don't commit to

making tenant improvements. Guests

Willow River Markets LLLP is list-

and military surplus items.

scheduled to be open by Nov. 1. JAX Mercantile owns the

Jan Willem Marius Vandervorm

Bradley and Lindsay Lidge

Sale Price

\$3,175,000

\$2,240,000

\$1,600,000

\$1,400,000

\$1,400,000

\$1,365,000

\$1,290,000

\$1,285,000

\$1,275,000

\$1,260,000

Boulder Road.

ing transactions and offers tools to help companies manage their relationship. It doesn't charge anything upfront, but instead takes a 50 percent cut of the first month's license fee and 10 percent each month after that.

In Mandell's eyes, commercial real estate is dysfunctional for startups, landlords and brokers. Dealing with companies that are on the move, rapidly expanding or shrinking and unable to negotiate big-money deals isn't ideal for landlords or brokers either. It isn't really worth it for them to court startups with six employees or make a better system.

"From a traditional real-estate perspective, this is a market they don't serve," Mandell said.

PivotDesk is aiming for the types of companies that usually consider subleasing, but Mandell is quick to point out that companies using PivotDesk do not establish the legal relationship landlords, lessees and subtenants do.

PivotDesk is focusing on building up listings in the Boulder and Denver area as it tries to refine its platform

Foreclosures
in Boulder Valley
August 2012

•		
City Foreclosu	ires Filed	Deeds Issued
Allenspark	0	0
Boulder	10	7
Broomfield	24	11
Eldorado Springs	0	0
Erie	4	4
Golden	1	0
Gold Hill	0	0
Hygiene	0	0
Jamestown	0	0
Lafayette	17	8
Longmont	38	27
Louisville	1	1
Lyons	0	0
Nederland	4	2
Niwot	0	0
Pinecliffe	0	0
Superior	1	0
Ward	0	1
TOTAL	100	61
Year-to-date 2012	761	313
*Reflects only the portion of	f Golden in Bould	ler County

Source: Public trustees of Boulder and Broomfield counties

500 Discovery Parkway in Superior. Building owner Aweida Properties Inc. was represented by Chris Boston of Gibbons-White Inc. Jim Howser of Gibbons-White represented the tenant.

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

and business model. Lijit Networks Inc. and Trada Inc. are among the companies listing space.

Investors see promise in Pivot-Desk. The company was part of the TechStars Boulder class of 2012, and Mandell announced during his Tech-Stars presentation that Boulder-based venture-capital firm Foundry Group has committed to lead PivotDesk's seed round.

The company and investors still are working out details such as valuation and terms, but Mandell expects that will be ironed out soon.

"We're very happy with what's going on," Mandell said of the negotiations.

"I've been very pleased with the collaboration. They're doing a great job of defending the city's interests, but they understand what the retail market is," Ginsborg said.

Twin Peaks Mall opened in 1985. NewMark Merrill's involvement started in October 2010, when it began managing the mall for its previous owner, the Panattoni Co.

Panattoni bought Twin Peaks Mall in 2007. The mall went into foreclosure in September, after Panattoni fell behind on a \$26.5 million loan from Bank of America, according to public trustee's office records.



BOULDER COUNTY BUSINESS REPORT

WWW.BCBR.COM

City should revive talks with Xcel

• ew battles have been as acrimonious as that between the city of Boulder and Xcel Energy, which have been tangling over the city's push toward creating its own municipal utility. Voters approved two measures in November that allowed the city to study and create that new utility.

Oh, city and Xcel Energy officials have been polite, sharing the stage at numerous public events. But the issue has polarized a community that prides itself on its environmental leadership but is cautious about a decision that could cost hundreds of millions of dollars.

We believe that it's time for Boulder and Xcel to return to the bargaining table, to determine whether the city's renewable-energy goals can be achieved through Xcel, a conversation that should be parallel to its study of municipalization.

RIAL

When Boulder went to voters, supporters of municipalization argued that positive votes would give the city greater leverage in negotiating with Xcel. Surprisingly to many, no such negotiations have transpired.

It's not that there haven't been talks. We've heard of a few discussions, including a high-level conversation that included city manager Jane Brautigam; Heather Bailey, Boulder's executive director of energy strategy and electric utility development; David Eves, president and chief executive of Xcel's Public Service Company of Colorado; and Jerome Davis, Xcel's regional vice president. But the discussion apparently saw nothing new brought to the table by either side.

We believe that both sides owe it to Boulder residents and businesses to determine whether compromise is possible. Xcel should revisit a proposal it made last year to vastly increase Boulder's renewable-energy supply. And the city should acknowledge that a full vetting of municipalization cannot be accomplished without talking with Xcel once again.





Carroll Shelby's legend lives on

n the occasion of the 50th anniversary of the Shelby Cobra, men who raced the cars in the 1960s for Carroll Shelby remember him as an "incredible man, adviser and friend."

Like Shelby's widow, Cleo, told the crowd, "No matter who you were, Carroll made you feel special."

About 450 people felt a little special as they turned out Saturday, Sept. 8, to pay tribute to Shelby, who died in May at age 89 — and, of course, to swap car stories and rev a few engines.

Auto enthusiasts and Shelby fans crowded into the Shelby American Collection museum in Gunbarrel to peruse the museum's unmatched collection of Cobras, GT40s, original Shelby Mustangs and race memorabilia. They also were treated to a show of about 70 vintage cars brought in by private owners for the celebration. Among them were some British-built AC Bristols, the inspiration for Shelby's Cobras.

Special guests at the museum's 16th annual fundraising party included champion drivers Bob Bondurant, Jack Sears, Allen Grant, Peter Brock and other famous Shelby American Team members who contributed to Shelby's storied history.

Brock, who may be best known for designing the Daytona Coupe, said Shelby had a knack for assembling

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the right team of people for a job and hiring drivers who knew no fear.

Bondurant recalled practicing for a hill climb in his Volkswagen bug before winning the race in a 289 Cobra.

"Eight miles up, and no guardrails," he said.

"I was always



one for details. I wanted to learn the course, but I did have to compensate in my mind the difference in handling a VW and a Cobra." Shelby's lega-

SHELBY SLIDE SHOW For a slide show of images taken at the Shelby American Collection 16th Annual Fund Raising Party, visit bcbr.com.

of the Carroll Shelby Foundation in 1992 while he was waiting for a heart transplant. The charity provides medical assistance for those in need, including children, educational opportunities for young people.

Shelby remained active in the management of each of his companies and the foundation until his death, even though he endured both heart and kidney transplants in the last two decades of his life.

Steve Volk, a collector of Cobras, and Cobra restorers Bill and Dave Murray, founded the museum in 1996 with support from Shelby. The museum survives through the annual fundraiser.

"Carroll told me he would be at every fundraiser as long as he was vertical," Volk said.

Vertical or not, it was apparent that Shelby was there in spirit on Saturday.

ACCOUNT EXECUTIVES

... hostetter@bcbr.com Storm Hostetterdthomas@bcbr.com Dave Thomas...

CIRCULATION MANAGER ... jhatfield@bcbr.com Janet Hatfield

CARTOONIST

Ron Ruelle

CONTRIBUTING PHOTOGRAPHERS Jonathan Castner, Michael Myers

CONTRIBUTING WRITERS Elizabeth Gold, Heather McWilliams. Jeff Thomas

Doug Storum

cy is living on at the museum. Shelby was one of America's great success stories: Championship-winning racecar driver, wartime pilot,

philanthropist, entrepreneur, car manufacturer and racing team owner. He founded Carroll Shelby Inter-

national, a publicly held corporation. Its licensing arm has agreements

with Mattel, Sony, Ford Motor Co. and Electronic Arts. Its car company, Shelby American, has a thriving parts business as well as a line of muscle cars including the Shelby GT500 Super Snake, Shelby GT350 and Shelby GTS.

Shelby considered his greatest achievement to be the establishment

5	8
BOULDER COUNTY	PUBLISHER
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303-440-4950	Michael Davidsonmdavidson@bcbr.com
Fax: 303-440-8954	Beth Potterbpotter@bcbr.com
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.. research@bcbr.com PRODUCTION DIRECTOR

Dave Thompson ... dthompson@bcbr.com

WEB DIRECTOR Dennis Mohrdmohr@bcbr.com
WEB DESIGNER Denise Schwartz dschwartz@bcbr.com
GRAPHIC DESIGNER Brittany Rauchbrauch@bcbr.com
SALES DIRECTOR Kevin Loewenkloewen@bcbr.com
MARKETING MANAGER De Dahlgrenddahlgren@bcbr.com
OFFICE MANAGER Tiffanie Moore frontdesk@ncbr.com

BCBRDAILY from 2A

Meritage Funds, a Denver-based private investment company, led the round. Boulder Ventures, a Boulder-based venture capital firm, and Montis Capital, a Boulderbased private equity firm, are prior Datavail investors who increased their investment, according to the company.

Posted Sept. 6.

NREL taps H-P, Intel

GOLDEN — The National Renewable Energy Laboratory has selected Hewlett-Packard and Intel to provide an energy-efficient super-fast computer system that will be used for clean-energy technology research.

The \$10 million system will be housed at the Energy Systems Integration Facility, under construction on NREL's campus in Golden.

The new system will expand NREL's modeling and simulation capabilities as it researches solar photovoltaics, wind energy, electric vehicles, buildings technologies and renewable fuels.

The computer system's petascale computing capability (1 million billion calculations per second) will be the world's largest that is dedicated solely to renewable energy and energy efficiency research.

Posted Sept. 5.

Zayo Group buys FiberGate

LOUISVILLE — Telecom company Zayo Group LLC continues to grow, wrapping up a \$117 million purchase of FiberGate Inc. in the Washington, D.C., region on Aug. 31.

FiberGate provides "dark fiber" telecommunications network services to the federal government and to other customers, according to a press statement from Louisville-based Zayo. With the purchase, Zayo plans to expand its service portfolio in the Washington, D.C., region.

Zayo Group announced earlier this summer that it would expand its fiber-optic network along the Front Range.

MUNICIPALIZATION from 6A

written statement from the company saying Boulder is moving forward too quickly and appears determined to pursue municipalization.

"We continue to be concerned for our customers in Boulder who have been led to believe by this Council and city leaders that municipalization is the only option available to acquire more renewable energy and lower greenhouse gas emissions," the statement said.

"Tonight's presentation continues to show the narrow path and focus of the Council and Ms. Bailey to study only the most extreme and expensive option – attempting to take possession of our electric system in Boulder."

The statement also said Xcel Energy wants municipalization opponents to come forward.

"Our customers in Boulder need to take an active part in voicing their opinions and questioning their city leaders. This is an issue that is of vital importance to Boulder, and we believe all voices and options should be heard and explored." Zayo Group now has a network that connects more than 9,000 buildings and spans 64,100 miles of fiber optic lines in seven countries. *Posted Sept. 4.*

Bing finishes map project

BOULDER — Digital map users are getting a better look at the United States and Europe, thanks to a project completed Aug. 30 by about 100 members of Microsoft Corp.'s Boulder-based Bing Maps group.

The group was part of the effort to take aerial pictures of the entire United States and Western Europe. The Global Ortho Project will give Bing Maps users access to up-to-date aerial images with improved resolution. The U.S. phase of the project took two years to complete, according to Microsoft. The project used UltraCam cameras developed by Vexcel Imaging, a Boulderbased Microsoft subsidiary. Bing's hope was to photograph every square inch of the United States, but the federal government denied it permission to fly over Vandenberg Air Force Base in California and the "Area 51" military installation in Nevada.

Posted Aug. 30.

Erie drilling comes with rules

ERIE — Erie's town Board of Trustees voted Aug. 27 to let a six-month moratorium on new oil and gas operations expire, but approved by a 6-1 vote a series of agreements it has worked out with Anadarko Petroleum Corp. and Encana Oil & Gas about how their work will be done.

Erie officials say they don't have the authority to permanently ban drilling

because state law dictates that such activity be regulated by the Colorado Oil and Gas Conservation Commission, or COGCC. The Colorado Supreme Court affirmed that state authority in 1992, ruling that Greeley could not ban oil and gas drilling inside its city limits.

The agreements – known as "memoranda of understanding" – include requirements that the companies use steel-rim berms around tanks and separators instead of sand or soil berms, use closed-loop systems for drilling and completion operations, find a better vapor-recovery system for new wells, maximize setbacks from occupied structures, and not use fluids for hydraulic fracturing — popularly known as "fracking" — which contain 2-Butoxyethanol, benzene or diesel.

Posted Aug. 29.



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