



BOULDER COUNTY BUSINESS REPORT

INSIDE YOUR ISSUE OF THE AWARD WINNING BOULDER COUNTY BUSINESS REPORT

\$1



SEE SECTION B

Sept. 28 - Oct. 11, 2012

THREE DECADES

— 30 YEARS OF BOULDER VALLEY BUSINESS

The Boulder County Business Report is proud to have provided coverage and insight into the Boulder Valley business community for the past 30 years. Join us as we celebrate completion of our 30th year with this special section today.

BCBR celebrates 30 years, eyes future

Let's get acquainted. You hold in your hands a special edition of the Boulder County Business Report, the region's premier source of local business news and information.

This edition commemorates the 30th anniversary of our publication, representing three decades of providing the region's most comprehensive coverage of local business news, information, data and economic analysis.

From this publication's founding in 1982 through six different ownership groups, we have covered breaking business news and provided in-depth analysis of the trends and issues facing business in the Boulder Valley.

For this edition, we have expanded our distribution to include 13,000

local business leaders. With our typical pass-along readership of 3.8 additional readers per copy, this issue could be read by almost 50,000 readers.



PUBLISHER'S NOTEBOOK
Christopher Wood

For those new to our publication, we hope that this provides a sampling not only of what's transpired over the last 30 years, but also a taste of what the Boulder County Business Report does every day: covering the local businesses and trends that shape our economy.

In these pages, you'll learn about our history and the history of the economy over the past 30 years. You'll learn how our publication has diversified from its print beginnings to include robust websites. (Readers are just as apt to read our content via a computer as via a print newspaper.)

You'll learn about our delivery of news and data via email or through mobile devices. And you'll learn about our many business-oriented events.

Just as you'll learn about us, we want to learn about you: If you haven't been in contact with our editorial team, our sales staff, our researcher or our circulation department, please use this opportunity to introduce yourself and your company.

We want to know you better.

Readers value Business Report as essential tool

Why do people read the Boulder County Business Report?

If you're one of the many people who subscribe to this publication, you already know the answer to that question.

If not, and you're seeing the Business Report for the first time, or if you simply haven't picked it up for awhile, you'll know the answer soon.

BCBR celebrates its 30th anniversary in 2012, a milestone heralded in this special expanded edition reflecting on the past three decades of business in the Boulder Valley. That history has been chronicled in the Business Report from the very beginning. And although the industries might have changed, this publication's dedication to covering breaking business news, providing in-depth analysis and researching the latest economic statistics has not.

Readers turn to the Business Report to learn about companies that have expanded or contracted, about new startups that could be the economic engines of the future, about trends and issues that could impact their own companies or industries,

and about the people who drive the Boulder Valley's economy.

The print edition of the Boulder County Business Report remains a vibrant vehicle through which we reach the business community. Published biweekly every other Friday, the Business Report is packed with information on the region's major industries, including banking, green business, health care, natural products, real estate and technology.

Those industries — plus many more — are also featured in special sections throughout the year.

Readers also turn to our publication for information on accounting, legal services and financial planning. The Edge section features articles designed to help entrepreneurs start and grow their businesses, while On

the Job includes hirings and promotions.

Readers also turn to the Business Report for its abundant research data. Our lists of the largest companies in more than 70 industry sectors remain one of our most-popular offerings and are compiled at year's end into the Book of Lists, available for free to paid subscribers.

Many readers use the Business Report to obtain market intelligence on their competitors or potential clients. Perusing the news and feature stories, as well as data sections, gives readers a leg up on their own competition, providing knowledge about the economy unmatched in other media. And savvy readers understand that knowledge truly does translate to higher sales.

Additional data is published throughout the year in such publications as Boulder Valley MD, Rocky Mountain Tech, the Giving Guide and other special publications. Readers also turn to BCBR for its On the Record section, featuring bankruptcies, tax liens, judgments and other public records.

Online, readers can view not only the print content but also a wealth of daily news stories. The Business Report publishes more local, daily business content than any other news source, all of it available right to your inbox through our e-newsletters.

So, if you're still wondering why people read the Boulder County Business Report, turn the page. And let us know what you think.

Serving Boulder & Broomfield Counties
Visit bcbr.com for breaking news



BCBR expands Web, mobile offerings

The Boulder County Business Report's online offerings have come a long way since that first, rudimentary website launched back in 1995. The Business Report two months ago launched a robust new site that will provide a solid foundation on which to build.

Perhaps the biggest change is the redesign of the site itself. Business Report staff spent many months reworking the design to make it more user-friendly. A news "carousel" provides us with the ability to highlight news or feature stories, helping readers find stories of interest. And we've launched the BizWest Media Digital Network, bringing readers headlines from other business publications and media sources around the state.

But the website, at www.bcbcr.com, includes much more than a simple redesign. It includes new functionality, such as a multimedia area for video, slideshows and podcasts. Future enhancements will include better integration of our ample research data into the site itself. You can get a feel for this by viewing our list widget on the home page, providing highlights of lists recently published.

Another added feature has been "microsites," providing deeper coverage of a specific industry sector. One example is the site for our Distinctive Homes special section, including content on the high-end housing market in the Boulder Valley. Future micro-



The BCBR website includes new functionality and enhanced features.

sites will be unveiled in the months ahead.

For mobile devices, the Business Report now includes a mobile-optimized site, making it easier to view our content via a smartphone. And, in the coming weeks, we will launch our first app for iPhone, a Book of Lists app bringing our list data into a searchable, mappable application.

One of the Business Report's

most-popular offerings has been our daily business-news emails. The editorial staff of the paper produces more daily business-news content than any other local media, delivered right to your inbox. We supplement those daily offerings with a dozen or so weekly industry newsletters, allowing users to keep track of a specific sector. Readers can sign up for those newsletters at www.bcbcr.com.

Demographics tell story of Business Report's value

Understanding the value of the Boulder County Business Report starts with understanding our readers. The Business Report — along with our other BizWest Media sister publications — regularly conducts surveys of our readership to determine key facts about them. The results tell a powerful story:

- 54.7 percent of Business Report readers boast personal income of more than \$100,000, meaning that our readers have the income necessary for purchases of high-end housing, automobiles and other consumer goods.

- 77.4 percent claim a household net worth of more than \$250,000, reflecting our readers' ability to invest in stocks, bonds, mutual funds, real estate, private companies or other endeavors.

- More than 82 percent of Business Report readers earned a bachelor's degree or higher, with 97 percent having attended college.

- Business Report readers are decision-makers. More than 75 percent are in upper management, with 52.8 percent as owner, president, CEO, chief financial officer or chief operating officer. They have the power to determine what bank to use, where to sign a lease, what health plans will be chosen, what IT company will be contracted.

In short, Business Report readers are highly educated decision-makers with high income and high household worth. This means that the newspaper regularly delivers the cream of the crop to advertisers, whether they want to market a business-to-business product or service, or whether they seek to market to a higher-end consumer clientele.

Business Report advertising is a rifle approach, rather than a shotgun approach. Shotgun advertising means that a company is marketing to an entire audience, rather than focusing on those individuals who can afford to purchase their goods or services. Shotgun advertising includes dollars that are wasted on people who would never be a true prospect.

BCBR READERS

95.3% of our readers agree that the Boulder County Business Report strengthens their connection to the local marketplace.

91.5% of readers own their own home.

77.4% of readers have household net worth above \$250,000.

One average, how many people read a typical copy of BCBR?
4.

How many times do you refer back to the Book of Lists each year?
An average of 6.5 times a year.

Events create networking, educational forums



Business journals throughout the world have evolved over the past two decades. It wasn't that long ago that the idea of conducting an event was foreign to the industry.

Times have changed. Events are now part of the "triangle" of business-journal offerings, with publishers reaching their audiences "in print, online and in person."

The Boulder County Business Report has been conducting business-oriented events for more than 13 years. Typical events include:

- The IQ Awards, honoring the "Innovation Quotient" among Boulder Valley companies. An outside panel of judges selects the most innovative products and services developed by companies in Boulder and Broomfield counties.

- Mercury 100 Fastest-Growing Private Companies. This program ranks locally based companies based on two-year revenue growth. The rankings are revealed at a cocktail reception and in the print and online versions of the Business Report.

- Green Summit. This all-day event includes a keynote speaker and numerous panels covering various aspects of business and the environment, ranging from clean tech to

sustainable business practices.

- Boulder Valley Real Estate Conference & Forecast. This conference includes national speakers focusing on the U.S. housing and commercial real estate market, with panel discussions by local experts focused on Boulder Valley real estate. The all-day event culminates with residential and commercial forecasts.

- Inside View. Panels discuss the state of the health-care market, including the impact of the Affordable Care Act. The event also includes presentation of the Business Report's Health-Care Heroes Awards.

- Boulder County Business Hall of Fame. Produced under contract with the nonprofit Hall of Fame, this event honors a select number of local business leaders deserving of induction. Scholarships are also presented to students at the University of Colorado Leeds School of Business.

Why does the Business Report conduct so many business events? It's all about the triangle. Business people communicate and absorb information in a variety of ways, be it in print, online or in person.

Besides, it's fun.

BOULDER COUNTY BUSINESS REPORT \$1



AEROSPACE
Ball Aerospace shipping
James Webb mirror parts
7A



WOMEN IN BUSINESS
Travel agencies thrive
with women at helm
11A

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Gnip to sell public-tweet archive

MICHAEL DAVIDSON
mdavidson@bcbr.com

BOULDER — That real estate tip you shared on Twitter in 2011 and your thoughts on the 2008 Wall Street collapse are now part of history.

Gnip Inc. has announced the launch of Historical PowerTrack

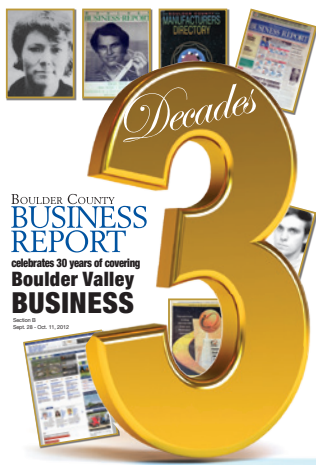
Historical context designed to help businesses track consumer trends

for Twitter. The company said it was developed in cooperation with Twitter and is the first commercial archive of the social media site's public postings.

"Historical PowerTrack provides access to every public tweet that's ever existed since the beginning of time," said Chris Moody, Gnip's president and chief operating officer.

"The beginning of time" isn't a long time in Twitter terms, Moody said, because the site was launched in March 2006. It is a lot of tweets, however, and it's a lot of information Gnip can deliver.

Gnip is a Boulder-based company that collects public information from social-media sites such as Twitter. **► See Gnip, 21A**



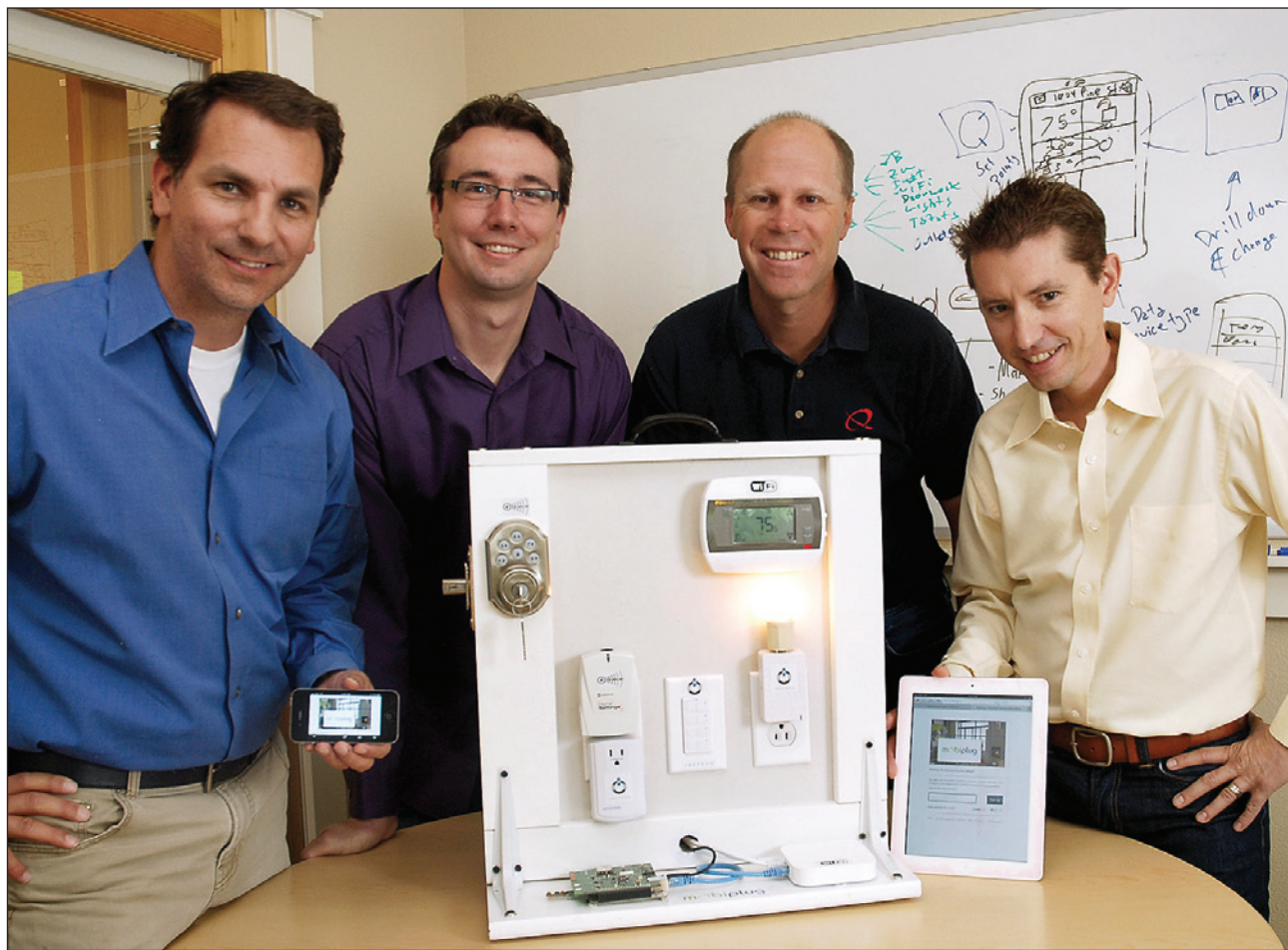
BCBR marks 30 years of covering local biz

Time flies. The Boulder County Business Report has been around for 30 years. In this issue, check out our 3 Decades section. It's full of history. Read stories from past owners and publishers and follow our timelines of significant events for the Business Report during the 1980s, 1990s and 2000s.

Read guest columns from founder Suzanne Gripman, former publisher Rhett Speer, former publisher and co-owner Jerry W. Lewis and present publisher and co-owner Chris Wood. Find out why colleagues nicknamed Jeff Schott "Iron Man." And stroll down memory lane, reliving the significant business stories of the past 30 years in the Boulder Valley. **See Section B.**

Taking control with a mobile app

Mobiplug's apps let users control wireless devices through Internet



MICHAEL MYERS

Mobiplug Networks Inc. cofounders, from left, Mike Soucie, Lee Taylor, Tim Enwall and Jeff Mathews, display high-tech devices that can work with the Mobiplug platform. The Boulder-based TechStars startup is developing technology that lets users control hundreds of wireless devices from apps on their smartphones or tablets. **See story, 8A.**

**Serving Boulder & Broomfield Counties
Boulder County's Business Journal**



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Area's median income among nation's highest

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

BY BUSINESS REPORT STAFF
news@bcbr.com

BOULDER — Median family income in Boulder County is \$93,800 in 2012, one of the highest in the nation, according to a survey released by the federal Office of the Comptroller of the Currency.

In 2010, the Boulder metropolitan statistical area — defined by the U.S. Census Bureau as including all of Boulder County — saw \$87,860 in median family income, according to the data. The survey was compiled by the Federal Financial Institutions Examination Council using information from the U.S. Census Bureau's American Community Survey, according to a press statement.

Highest in the nation in median family income was Bethesda, Maryland, in the Washington, D.C. metro area, according to the survey. The region saw \$113,400 in median family income in 2012.

The Denver-Aurora-Broomfield metropolitan statistical area saw medi-

an family income of \$79,300 for 2012; up from \$75,101 in 2010. Survey information is used to determine income levels in Community Reinvestment Act performance evaluations, according to the press statement. The act prohibits "redlining," the practice of denying banking or increasing the cost of banking to residents in racially defined neighborhoods.

Posted Sept. 25.

BCBR DAILY

Prof's firm targets heart ills

BOULDER — University of Colorado-Boulder professor Leslie Leinwand is a co-founder of MyoKardia Inc., a new company developing therapeutic treatments for genetic heart diseases.

Third Rock Ventures LLC in Boston and San Francisco is funding the biomedical company with \$38 million. MyoKardia is based in San Francisco.

The company will focus on two genetic heart muscle diseases — hypertrophic cardiomyopathy and dilated cardiomyopathy — which affect a total of about 1



Leinwand

million people in the United States. Hypertrophic cardiomyopathy is best known as a leading cause of sudden cardiac death in young athletes. Dilated cardiomyopathy produces enlargement of the heart chambers and weakening of the heart walls.

MyoKardia's genetically targeted approach has the potential to revolutionize the treatment of cardiomyopathies, according to the company press statement. In the future, the research could be used to address heart failure as well.

Posted Sept. 20.

New app smart tour guide

BOULDER — Now available: A tour guide small enough to fit in your pocket and smart enough to know what you want to learn before you look it up, according to Tagwhat Inc., a Boulder-based mobile app startup.

Tagwhat's app, which runs on iOS and Android, uses the GPS capabilities of a device to determine where users are. The app then brings up web-based content to tell users more about their location.

Tagwhat can be thought of as a mobile tour guide, one that is always updating itself with the latest information from the web. The material Tagwhat retrieves includes text, video and pictures. Businesses and organizations that use the app can link Facebook and Twitter pages to their channels.

Users can call up information, but

BCBR Opinion Poll

Our online question:

Who will get your vote for president of the United States?

Barack Obama
57%

Mitt Romney
32%

Someone else
4%

I'm not voting
7%

— 97 Responses from Sept. 7 to 25

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

Take the **BCBR Opinion Poll** online at **BCBR.com**.

the app also delivers it. Users tell the app what they're interested in, such as historic landmarks or restaurants, and Tagwhat brings up information for them as they approach a relevant site.

Posted Sept. 24.

Genealogy firm buys digitizer

BOULDER — Mocava Inc., a Boulder-based startup that is developing a genealogy search engine, has purchased a Utah company and is undergoing a major evolution.

► See **BCBRdaily**, 23A

THE STROKE CARE EXPERTS

Comprehensive Care At Nationally Certified Center



Every second is vital when diagnosing and treating a stroke. That's why having nearby access to thorough treatment is so important.

We're proud that Boulder Community Hospital has been certified as a Primary Stroke Center by the Joint Commission, the nation's largest accrediting body in health care. The Joint Commission's Gold Seal of Approval means BCH has met exacting national standards for its full range of stroke care, from diagnosis through rehabilitation.

TIME MATTERS!

Learn the signs of a stroke at bch.org/stroke



Boulder Community Hospital

The best place to get better
bch.org



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 psychiatrist Jaclyn Arends, MD.

County faces costly epidemic of whooping cough

BY BETH POTTER

bpotter@bcbr.com

BOULDER — Boulder County is experiencing an epidemic of whooping cough this year — 103 cases — costing some families thousands of dollars in lost work time and hospital bills.

Whooping cough, or pertussis, can be fatal in babies, while its symptoms are similar to the common cold in adolescents and adults. An infant who catches the disease will incur \$2,822 in medical costs on average, according to national statistics. Specific health care costs were not

immediately available locally.

About 60 percent of Boulder County schoolchildren have been immunized for the highly contagious disease, said Sophia Yager, immunization coordinator at the Boulder County Public Health Department. A 90 percent vaccination rate is considered to be the amount required to achieve “herd immunity,” Yager said. The disease spreads through droplets in the air from a sick person’s coughs and sneezes.

“Our biggest concern right now, because there are such high numbers of pertussis, is small children and babies,” Yager said. “It’s very

important that people are up to date on their immunizations and pertussis vaccination — both children and adults.”

The required childhood diphtheria, pertussis and tetanus, or DTaP, vaccination costs \$20 to \$25, and a child needs to receive five doses to be vaccinated, Yager said. The same vaccine for adolescents and adults is \$35 to \$40.

Boulder County has “underimmunized pockets” of residents who lack health immunizations, Yager said. Its number of reported cases through mid-September is close to 10 times the 11 reported cases on

average in a typical year.

Still, Boulder County’s number of whooping cough cases this year is lower than those reported in other metro-area counties. Denver County has seen 138 cases so far this year, Jefferson County has had 136 and Adams County has had 135. Whooping cough is so named because of the “whooping” sound a person makes when trying to get air after a bout of coughing.

Parents must get their children immunized before they start kindergarten, but they can “opt out” of vaccinations, with 11 percent

► See **Epidemic, 8A**

Light 'em up



MICHAEL MYERS

Dia Campbell, techstyle specialist at Boulder-based SparkFun Electronics Inc., models her Borg costume as an LED-enhanced sweatshirt glows in the background.

SparkFun helps Halloween costumes go high-tech

BY ELIZABETH GOLD

news@bcbr.com

BOULDER — Wearing a cat costume that wags its own tail or showing up as Tinkerbell — complete with her trademark happy jingle, laughing jingle and angry jingle — raises costuming to a whole new level.

“I’ve been a costumer most of my life,” said Dia Campbell, techstyle specialist at SparkFun Electronics Inc., a Boulder-based online retail store. “But I felt like there was always more I wanted to do.”

That “more” turned out to be adding electronics to fabric, a touch that enhances the aesthetics and abilities of cloth.

SparkFun sells a wide array of gadgets that probably can turn a techno-

WEARABLE TECHNOLOGY,

also known as e-textiles, involves embedding electronics such as integrated circuits, LEDs and batteries into fabric.

Using these options to take a Halloween costume up a few notches creates movement, luminosity and sound effects.

phobic into a tech-savvy geek. The company aims to make electronic projects more universally doable, regardless of a person’s technical prowess.

E-textiles make up one category of SparkFun’s products, which range from parts needed for a robotics project to cables.

Campbell does her part in supporting the company’s mission by

designing projects and tutorials that provide step-by-step directions for all levels of electronic crafters. The end results include things such as a circuit that twinkles a large section of lights as decoration on a dress that she suggested “would make an amazing fairy costume.”

Wearable technology, also known as

► See **SparkFun, 15A**

Help local United Way fete 90th year

We here at the Boulder County Business Report are proud to be celebrating the newspaper’s 30th anniversary. While 30 years is good, it really doesn’t hold a candle to Foothills United Way.

The local organization is celebrating 90 years of living united. For nine decades, it has been helping nonprofit organizations maximize their efforts by coordinating the collective strength of individual donors, local businesses, nonprofit partners and community resources.

BCBR EYE

If you want to be part of the celebration, Foothills United Way is holding a party Nov. 9 at the Omni Interlocken Resort in Broomfield. It will feature dinner, cocktails and the all-vocal band Face.

For more information and to buy tickets, go online to www.united-wayfoothills.org.

You might remember Beckie Hemmerling, who last year departed Boulder after building The Organic Dish, a company that prepared meals of organic and fresh ingredients.



Hemmerling

For her zero-waste kitchen, she was honored by the Business Report in 2011 as an Eco Hero.

She’s now in Charleston, South Carolina, running her new business, Eat Simple Food. You can check out her new venture online at www.eatsimplefood.com.

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 with the way Boulder moves.
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Taking the uncertainty out of crowdfunding

First Funder aims to build partnerships

BY MICHAEL DAVIDSON
 mdavidson@bcbr.com

BOULDER — When making a commitment on a crowdfunding site, investors or donors are acting on faith — faith that the recipients of their funds have a good idea, can execute and, above all, are honest.

First Funder, a new crowdfunding platform based in Boulder, launched recently with the goal of helping donors find and fund entrepreneurship programs and community organizations while taking the uncertainty out of the process.



Beninson

First Funder — <http://www.first-funder.com> — is pitching itself as a safer way for donors and potential investors to contribute to organizations. The company says it is building on ideas developed by micro-lending and crowdfunding websites such as Kiva.org, but it will have closer relationships with organizations trying to raise money.

First Funder focuses on building partnerships, not individual campaigns, First Funder chief executive Jonathan Beninson said. That means organizations using the site to raise money will get a portal that focuses on the organization and its track record. Potential donors can get to know the organization, its goals and its ability to attain them, and that will establish trust, Beninson said.

“We look at all of our partners to make sure they meet at least some basic criteria. Ultimately, our site is only as strong as our partners,” Beninson said.

First Funder also does not let organizations use it for “one-off campaigns.” Instead it hopes to help build organizations that will continue to have an impact.

“We look at all of our partners to make sure they meet at least some basic criteria. Ultimately, our site is only as strong as our partners.”

Jonathan Beninson
 CHIEF EXECUTIVE,
 FIRST FUNDER

The prohibition also closes one of the ways people with dubious motives can game the system.

“No crowdfunding platform that has any deal flow can vet all their deals. It takes too much time. There are a lot of people taking advantage of that,” Beninson said.

When it launched on Sept. 14, eight organizations were on First Funder, but they have yet to launch fundraising campaigns. That should change quickly.

“We have a lot of growth in the pipeline in the next one to three months,” Beninson said.

Partners include the Rocky Mountain MicroFinance Institute and Young Americans Center for Financial Education.

Initially, First Funder will facilitate donations to organizations that use it to raise funds. First Funder will transition to support equity-based funding in the future, after provisions of the JOBS Act regulating crowdfunding are finalized.

The idea for First Funder comes from Kevin Zell and Brendan Karp, two 18-year-olds. They developed the idea while taking part in a DECA entrepreneurship program for high school students.

First Funder is privately held and, according to the press release, has received angel investment from Joseph Zell, general partner with Grotech Ventures, among others.

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Recession alters supplier-retailer payment pacts

Seasonal-product manufacturers feel slow-economy pinch

BY HEATHER MCWILLIAMS
news@bcbr.com

The Great Recession tightened budgets and credit for many businesses, and the slow climb back to stability hasn't uniformly loosened lending.

Manufacturers and retailers of seasonal products — from sweaters to outdoor equipment — face the additional challenge of timing the appropriate product with the changing weather. This combination spurred changes in payment agreements for some manufacturers, creating a situation where suppliers provide short-term financing to retailers during a slow patch.

It's a trend one local banker noticed.

"As the economy was slowing down, the first part of the transition happened because customers were not able to pay," said Gary Gomulinski, a vice president of Vectra Bank in Boulder and managing director of its outdoor industry division. "The first wave of manufacturer or warehouse financing was inadvertent."

In a typical arrangement, manufacturers ship products to retailers with



JONATHAN CASTNER

Kayes Ahmed is chief operating officer of Icelandic Design in Longmont, a manufacturer of high-end sweaters and coats. The recession shrank the business, Ahmed said, forcing him to reduce his staff by half. Sticking to 30-day terms and staying up to date with his customers has kept him in business.

the expectation of payment within 30 days, Gomulinski said. As the recession shook the retail sector and product sales slowed, many retailers delayed payment as they waited to turn products over, thereby creating payment delays, Gomulinski said.

As sales began to rebound, credit for retailers didn't always follow.

"Once you get past the initial (recession), some of the manufacturers started to realize their customers were having a harder time finding new lines of credit," Gomulinski said.

That's when he noticed some of his manufacturing customers offering longer terms to their retailers, either through formal negotiation or by informally permitting payment after 30 days. In some outdoor industries,

➤ See **Payment, 15A**

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

Sports Authority Field at Mile High
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Thursday, October 25, 2012
2:00–8:00 p.m.

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Register your business today:
<http://bit.ly/P4JwgF>



The power to do more



Ball Aerospace ships mirror parts to NASA

BY BETH POTTER
bpotter@bcbr.com

BOULDER — Ball Aerospace & Technologies Corp. has shipped two \$20 million mirror segments to Goddard Space Flight Center to be assembled into a primary mirror to be placed on NASA's James Webb Space Telescope.

Boulder-based Ball Aerospace expects to ship the remaining 16 mirror segments to Goddard Space Flight Center in Maryland during the next 12 months, the company said in a press statement. Each hexagonal-shaped mirror segment will be used to assemble a 21.3-foot primary mirror on the telescope, the company said.

Each mirror segment cost about \$20 million to build, based on costs including design and facilities to support the mirror fabrication, according to Lee Feinberg, an optical telescope element manager for the project who is based at Goddard Space Flight Center.

The beryllium mirror segments are shipped in hermetically sealed custom containers designed specifically to protect them, the company said.

"We are very proud to have answered the challenge posed by James Webb and look forward to this groundbreaking NASA science mis-



COURTESY BALL AEROSPACE & TECHNOLOGIES INC.

The 18 shipping containers for the James Webb Space Telescope primary mirrors are shown in a Ball Aerospace & Technologies clean room in Boulder.

sion," David L. Taylor, president and chief executive officer of Ball Aerospace, said in the press statement.

Ball Aerospace is responsible for the space telescope's optical technology and mirror system under contract to Northrop Grumman Aerospace Systems in Redondo Beach, California. Financial terms

of the contract were not immediately available.

The mirrors are expected to be added to the space telescope in 2015, according to the press statement. The telescope is expected to be launched into space in October 2018.

The James Webb Space Telescope mirror will be the largest

THE TELESCOPE WILL
be used to study every phase of the universe. It will be the first civilian space-based observatory to use an actively controlled, segmented mirror architecture.

ever flown in space and six times larger than the mirror on the Hubble Space Telescope, which was sent into orbit in 1990. The large, light-collecting area of the primary mirror is designed to view extremely faint targets.

The telescope will be used to study every phase of the universe. It will be the first civilian space-based observatory to use an actively controlled, segmented mirror architecture, according to the press statement.

Ball Aerospace is a division of Ball Corp. (NYSE: BLL), based in Broomfield. The packaging company and its subsidiaries employ more than 14,500 workers worldwide and reported 2011 sales of more than \$8.6 billion.

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Sade Cooper

Five Points Branch Manager, Denver, U.S. Bank

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Mobiplug app offers remote control of devices

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

BOULDER — The garage door you left open all night. The sprinklers you left on during a downpour. Worst of all, the front door you left unlocked when you rushed to the office — or the airport.

These annoyances and threats are well known to every homeowner and apartment renter. They also are some of the problems Mobiplug Networks Inc. hopes to solve on its way to becoming the next TechStars startup to make it big.

HIGHTECH MARKETPLACE

Mobiplug is a Boulder-based startup that is developing technology that lets users control hundreds of wireless devices from apps on their smartphones or tablets.

Mobiplug sees an opportunity to take advantage of a major technological trend: The migration of wireless technology from smartphones and computers to humble devices such as thermostats, light switches and appliances.

Mobiplug is building a wireless gateway that connects those devices



MICHAEL MYERS

Mobiplug Networks Inc. cofounders, from left, Mike Soucie, Lee Taylor, Tim Enwall and Jeff Mathews, display high-tech devices that can work with the Mobiplug platform.

to the Internet. The Mobiplug app and gateway will be connected through the cloud by Mobiplug software.

The app will allow users to automate their homes and control devices from all over the world. A smartphone's GPS technology also will allow Mobiplug to recognize where a user is, which will allow it to turn on lights or other devices automatically as the user is coming home.

The ultimate goal is building the

home monitoring and control systems homeowners have been imagining for decades at a price point the mass market can afford. That goal isn't very far away, according to Mike Soucie, Mobiplug cofounder and vice president for sales and marketing.

"We're at a point in time where technology has arrived for all of this to actually occur," Soucie said. "Everybody is carrying a smartphone in their pocket, and everybody has a

ubiquitous wi-fi connection."

A number of companies, including Verizon, Comcast and home security company ADT, are developing home control and monitoring systems of their own. The problem with those companies, according to Mobiplug chief executive Tim Enwall, is they lock customers into their proprietary systems with a limited number of devices. They're also pretty expensive.


What will separate Mobiplug is the freedom of choice and versatility it will allow consumers, its simplicity and an accessible price point, Enwall said.

Mobiplug's gateway will be plug-and-play and able to discover the devices it needs to work with. It will understand a number of wireless protocols and will allow consumers to add devices from different manufacturers over time, Enwall said.

Mobiplug's versatility will spare consumers the hassle of having separate systems for different needs or being locked into a provider's product line. That model also spares Mobiplug the challenge of developing, building and marketing its own line of devices, Enwall said.

Mobiplug has plans for a retail launch in 12 to 18 months, Enwall

► See **Mobiplug, 15A**



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EPIDEMIC from 3A

in the Boulder Valley School District choosing to do so, according to forms collected by the schools, Yager said. Parents do not have to explain their "opt-out" reason.

"Prevention is the best medicine," Yager said. "It makes sense economically that the cost of immunization in preventing disease is far less than the cost of treatment."

A state and national epidemic of the disease has health officials scrambling to get more people vaccinated as well, said Rachel Herlihy, immunization section chief at the Division of Disease Control and Environmental Epidemiology in the Colorado Department of Public Health and Environment. So far, 849 cases have been reported in the state since Jan. 1, while a typical year would see about 325 cases for the entire year, she said. Across the state, about 20 percent of infants who get whooping cough are hospitalized, Herlihy said.

"That's a substantial expense," Herlihy said. "You have so many costs to take into account. A lot of it is lost time from work. If your child gets sick, how many days of work do you lose? Also factor in antibiotics, doctor visits and emergency room visits."

Pertussis epidemics spike every three to five years, according to the national Centers for Disease Control and Prevention website. The outbreak happening now could be the largest reported outbreak in 50 years,

PERTUSSIS EPIDEMICS

spike every three to five years, according to the national Centers for Disease Control and Prevention website. The outbreak happening now could be the largest reported outbreak in 50 years.

according to the website. The federal agency is encouraging adults to get booster shots, since recent studies show that childhood vaccinations lose effectiveness as a person ages.

The vaccine currently is given to babies at 2, 4 and 6 months, again at 15 to 18 months and again at 4 to 6 years old. The current DTaP vaccine replaced the former DTP vaccine in 2005, according to the CDC. The old vaccine caused severe side effects in some babies, including high fevers and seizures.

Across the nation, more than 25,000 cases were reported from Jan. 1 through the end of August, including 13 deaths, mostly in babies younger than 1 year old, according to the CDC. In 2010, 27,550 cases were reported for the entire year.

Panel to hear pitches, pick IQ Award winners

Innovative companies to vie for recognition at annual BCBR event

BY DOUG STORUM
dstorum@bcbr.com

BOULDER — The format will be new this year for honoring innovative companies at Boulder County Business Report's 13th annual IQ Awards.

The awards event, to be held Wednesday, Oct. 3, in Boulder, honors companies in Boulder and Broomfield counties and in the Denver/Boulder corridor which have innovative products or services.

This year, winners will be chosen by a panel of judges after finalists make short pitches at the event. The audience will have the honor of selecting the Innovation of the Year.

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

The event begins at 5:30 p.m. at the Boulder Theater, 2032 14th St., Boulder. For more information, or if your company is interested in sponsoring the event, please contact De

Dahlgren at 970-232-3132 or DDahlgren@NCBR.com.

Cost of the event is \$39. To attend, register online by going to www.bcbr.com, clicking on Events, and then clicking on IQ Awards.

Here is a list of the 18 finalists in six categories:

Business Services

Connect First: The Boulder-based company offers a hosted contact-center platform for call routing. Its innovative Cloud Routing product can route chat and email and provide call tracing, call recording, historical and real-time reporting, and a simple way to integrate with leading "add-on" systems.

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

Vertiba Inc.: The Boulder-based company provides project management, business process design and development services to help clients



customize Salesforce.com to their needs. Salesforce.com is a cloud-based platform for customer relationship management and custom development. It also helps clients migrate from Microsoft Exchange and other legacy applications to Google Apps for Business such as Gmail, calendar, documents and online storage.

Hardware

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

Sporian Microsystems Inc.: The

Lafayette-based company makes a suite of sensors that withstands ultra-high temperatures and corrosive environments. These pressure sensors are used to increase fuel efficiency in gas turbine engines. Energy-generation companies will likely be the first to adopt them.

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

Mobile Apps

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

Tagwhat: The Boulder-based company has created a mobile app that
► See **IQ, 21A**



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Credit union elevates its mortgage game

For anyone looking to refinance an existing mortgage or to get a new mortgage:

Elevations Credit Union processed the highest dollar volume of mortgages in Boulder in both May and June, based on county records.

The credit union has been growing its mortgage business rapidly in the last 18 months, said Jay Champion, chief lending officer there. It has been on a hiring spree, too – hiring new mortgage loan officers and working hard on relationships with Realtors in the community who are helping people buy homes.

Elizabeth Million, a former local Bank of America lender who is active in the community, is one new face you may recognize at Elevations, Champion said.

With \$65 million to \$70 million in loans per month in recent months, the credit union also was tops among credit unions in the state, according to Champion.

Elevations has processed more than 2,000 mortgage loans, year-to-date; last year the credit union did 1,000 loans the entire year, Champion said.

A substantial number of those are homeowners looking to refinance existing mortgages to take advantage of incredibly low interest rates, he said.

But in the last month or so, at least half of the loans are for home purchases, Champion said. That's a significant change to the lending situation since 2008, when the mortgage lending market crashed, triggering a national recession.

"The industry as a whole went too far on the state income and challenged credit types of funding, while Elevations stuck to its knitting through that," Champion said.



BANK NOTES
Beth Potter

EnergySmart loans

The credit union also is going gangbusters with local energy efficiency lending programs. Elevations has \$35 million set aside for loans to help homeowners interested in things like new insulation and windows through Boulder's EnergySmart program as well as the Denver Energy Challenge.

Loan officers have approved more than \$1 million for energy efficiency improvements since Aug. 8, when the program was launched, Champion said. Most of those loans have been for residential energy efficiency work, although the money is available for commercial projects as well.

"The good news for homebuyers is that for anybody who wants to make

improvements to existing homes, rates should remain low for awhile," Champion said. "It's a great time to buy and/or improve a home, and our message is that we're standing here with the money ready to loan."

Rates could go as low as 2.75 percent, he said, although rates will vary widely, depending on payback terms and other variables.

Not only is the money available now, but Elevations plans to loan it all out in the next 18 to 24 months, Champion said.

Federal government rebates for energy efficiency improvements sweeten the pot even more. You can find out more at the website: energysmartyes.com. Applications can be filled out online, making it easy to find out whether the program is a good fit, Champion said.

Low-interest bonds

Low-interest rates are helping another local development project – construction at the Boulder Community Hospital's Foothills campus.

The hospital recently raised \$31.5 million in bonds with interest rates ranging from 4 percent to 5 percent, said Lisa Rigowski, the hospital's controller. The bonds are tax-exempt.

Boulder Community Hospital Foothills campus is building a new wing for acute care services.

"We had a project that qualified, and it's tax-exempt borrowing. The rates were so good that it gives us more flexibility, capitalwise, going forward," Rigowski said.

In all, the hospital plans to spend about \$110 million on the project – with money from donors, the bonds and other sources. The hospital previously raised \$25 million in bonds while refinancing existing debt in 2010 to take advantage of a lower interest rate, Rigowski said.

Did you know?

About 5 percent of Americans say they have no idea how much money is in their checking or savings accounts right now, and 48 percent just have a rough idea, according to a new survey by CashNetUSA.com, an online lender based in Chicago.

Another 47 percent of people surveyed say they know the exact amount in their accounts.

I don't know about you, but I was dumbfounded to hear about the 5 percent. That works out to 1 in 20 people that I talk to every day professing in a survey not to know how much money is in his or her bank account.

Mattress money, anyone?

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

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Units Sold	Share	SPLP - Sale Price vs. List Price	
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132	7.6%	93.5%	123
123	6.8%	94.8%	123
94.7%	9.1%	94.7%	126

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Travel agents have vacations as vocation

*Agencies offer
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BY VALERIE GLEATON
news@bcbr.com

Of the top 25 women-owned businesses — businesses that are at least 51 percent owned by women — in Boulder and Broomfield counties in 2011, five were travel agencies.

Collectively, The Cain Travel Group of Boulder Inc., Tomato Travel Inc., Carefree Travel Associates Inc., Savvy Travel Inc. and Adventures Within Reach Inc. brought in revenue topping \$116 million.

It's an especially impressive feat considering the state of the travel agency industry just a few years ago. Travel agents were hit hard during the recession, with fewer people traveling because of unemployment and less disposable income. In fact, the industry endured a 13.5 percent decline in 2009, according to IBISWorld Market Research. Additionally, brick-and-mortar travel agencies began losing sales to online travel-booking sites. However, experts predict that the industry will return to growth during the next five years.

Cain Travel, owned by Linda Cain, has been around since 1985 and occupies the No. 1 spot on the BCBR's list of Women-Owned Businesses. It generated more than \$110 million in revenue in 2011. The full-service travel agency offers complete corporate travel management. It also has a prominent online presence through its website, www.caintravel.com. The company bounced back in 2011, improving on revenue it recorded in 2010.

Jan Carter, owner of Tomato Travel, said the economic slump had a significant impact on her business. Carter entered the travel industry in 1990 and began working as an agent at Tomato Travel in 2001. She purchased the company when the previous owner decided to retire in 2007, just as the recession was hitting.

"My first year as an owner, my sales actually went down because of the economy," Carter said. "It was terrible timing."

But Carter said business seems to be bouncing back. The company made \$2.2 million in revenue in 2011, although she added that "election years are always a little slow."



JONATHAN CASTNER

Linda Cain is the owner of The Cain Travel Group of Boulder Inc.. The company occupies the No. 1 spot on the Boulder County Business Report's list of Women-Owned Businesses. It generated more than \$110 million in revenue in 2011.

Robin Paschall is the owner of Adventures Within Reach, which specializes in adventure travel and cultural tours in places such as Africa, Nepal, Costa Rica, Antarctica and more. She said the recession actually opened some opportunities for her company, which was founded in 2000 and saw its revenue grow 26 percent in 2011, to \$1.47 million.

"We actually had more people

doing our luxury trips," Paschall said. "Even in a recession, people do not stop traveling. Everyone is looking for the best value for their money, and we are able to offer the same luxury trips as bigger companies but without all the expensive overhead."

Economic ups and downs aside, a more permanent change in the travel industry has been the rise of online travel-booking sites.

"To begin with, the internet was kind of scary," said Jan Nance, owner and manager of Carefree Travel Associates. Nance has been in the travel industry for about 32 years and purchased Carefree Travel in 1989 after moving to Colorado from Florida. For Nance, travel runs in the family: 12 years ago, she was joined at Carefree Travel by her daughter, Michelle

► See **Travel, 14A**



JONATHAN CASTNER

Jan Nance owns and manages Carefree Travel Associates Inc. Nance has been in the travel industry for about 32 years and purchased Carefree Travel in 1989 after moving to Colorado from Florida.

BUSINESS REPORT LIST | WOMEN-OWNED BUSINESSES

(Businesses 51 percent women-owned in Boulder and Broomfield counties ranked by 2011 revenue. *)

RANK Prev. rank	Company	Revenue 2011 Revenue 2010 Fiscal Year End	Percent of business woman-owned No. local employees Headquarters	Product/Service Description	Person in charge Year founded locally Website
1 2011 Rank: 1	THE CAIN TRAVEL GROUP INC. 2990 Center Green Court Boulder, CO 80301 303-443-2246/303-443-4485	\$110,100,000 \$94,178,000 Dec. 31	51% 58 Boulder	Full-service travel agency featuring complete corporate travel management, meeting and incentive planning, discount vendor negotiations, online procurement and automated expense management.	Linda Cain, CEO Michael Cain, president 1985 www.caintravel.com
2 2011 Rank: 6	CITRON WORKSPACES 197 S. 104th St., Suite C Louisville, CO 80027 303-665-7676/303-665-7697	\$10,200,000 \$6,000,000 Dec. 31	100% 22 Louisville	Designs workspaces, provides new and used office furniture, offers furniture recycling and donation assistance, offers a full range of design, space planning and project-management services.	Kathy Pear, founder, president 2004 www.citronworkspaces.com
3 2011 Rank: 3	BOLDER STAFFING (BSI) AND BOLDER PROFESSIONAL PLACEMENTS (BP2) 350 Interlocken Blvd., Suite 106 Broomfield, CO 80021 303-444-1445/303-444-1645	\$7,276,383 \$7,138,207 Dec. 31	100% 16 Broomfield	Specializing in temporary, temp-to-hire, direct and contract hire for administrative, skilled labor, executive, management, engineering, IT and professional positions.	Jackie Osborn, president, CEO 1992 www.bsihires.com
4 2011 Rank: 4	AMADEUS CONSULTING INC. 1995 N. 57th Court, Suite 200 Boulder, CO 80301 720-564-1231/720-367-5467	\$6,848,503 \$6,071,000 Dec. 31	51% 72 Boulder	Complete technology solutions provider. We deliver our solutions via the web, pc, and a broad range of mobile devices, as well as provide digital marketing and client support.	Lisa Calkins, CEO, president 1994 www.amadeusconsulting.com
5 2011 Rank: 7	TEXTILE NETWORK INC. 501 E. Simpson St. Lafayette, CO 80026 303-666-9599/303-666-6928	\$5,500,000 \$5,500,000 Dec. 31	100% 2 Lafayette	Specializes in plastic hardware, webbing, elastic, cord, bungee and research and development consultation.	Roxann Weidemaier, co-owner Pamela K. Resendez, co-owner 1990 www.texnetinc.com
6 2011 Rank: 13	ACCENT ELECTRICAL SERVICES CORP. 7223 W. 118th Place, Unit L Broomfield, CO 80020 303-466-8966/303-466-8955	\$5,400,000 \$4,200,000 Dec. 31	51% 40 Broomfield	Commercial Electrical Contractor New Construction Tenant Finish Design Build Commercial Service	Donna S. Neddeau, president 2003 www.accentes.com
7 2011 Rank: 12	HOUSING HELPERS OF COLORADO LLC 2865 Baseline Road Boulder, CO 80303-2311 303-545-6000/303-545-6537	\$4,276,431 \$4,224,560 Dec. 31	75% 25 Boulder	A real estate and relocation services company providing integrated housing solutions for corporations and individuals.	Stephanie Iannone, owner 1987 www.housinghelpers.com
8 2011 Rank: NR	SKIRT SPORTS INC. 6205 Lookout Road, Suite G Boulder, CO 80301 303-442-3740/303-468-8738	\$4,271,317 \$3,259,783 Dec. 31	50% 12 Boulder	Manufacturer and distributor of women's fitness apparel.	Nicole DeBoom, founder, CEO 2004 www.skirtsports.com
9 2011 Rank: 19	GRANDRABBIT'S TOY SHOPPE 2525 Arapahoe Ave. Boulder, CO 80302 303-443-0780/303-443-7028	\$2,800,000 \$2,500,000 Dec. 31	100% 18 Boulder	Toy store.	Lynne Milot, founder 1977 www.grtoys.com
10 2011 Rank: 18	NORTH BOULDER PHYSICAL THERAPY 3000 Center Green Drive, Suite 110 Boulder, CO 80301 303-413-9903/303-447-3390	\$2,620,268 \$2,554,433 Dec. 31	75% 26 Boulder	Sports, orthopedic, auto, work injury, Pilates, knee, ankle, shoulder, incontinence, braces, orthotics, women's health, TMJ, vertigo.	Debra Layne, owner 1979 www.northboulderpt.com
11 2011 Rank: 17	TOMATO TRAVEL INC. 3000 Center Green Drive, Suite 220 Boulder, CO 80301-2364 303-444-4236/303-381-0609	\$2,200,000 \$2,800,000 Dec. 31	100% 4 Boulder	Affiliated with the Travel Society LLC, a full service-oriented travel agency, specializing in luxury, leisure and small business corporate travel arrangements.	Jan Carter, owner 1995 www.travelsociety.com
12 2011 Rank: 21	LIONSGATE CENTER 1055 S. 112th St. Lafayette, CO 80026-9044 303-665-6525/303-665-3227	\$2,077,723 \$1,754,342 Dec. 31	51% 27 Lafayette	Event and conference centers, event planning, invitation sales, consulting and overnight accommodations.	Marie Jenkinson, majority owner 1990 www.lionsgatecenter.com
13 2011 Rank: 20	CAREFREE TRAVEL ASSOCIATES INC. 3000 Center Green Drive, Suite 220 Boulder, CO 80301 303-499-9400/303-381-0609	\$2,000,000 \$2,250,000 Dec. 31	51% 2 Boulder	Corporate, leisure specialists in England, Australia, Caribbean, Mexico and Florida.	Jan Nance, owner/manager 1988 www.bouldercarefreetravel.com
14 2011 Rank: 22	HILLCREST GLASS LLC 504 Fourth Ave. Longmont, CO 80501 303-776-9511/303-776-3443	\$1,960,000 \$1,500,000 Dec. 31	N/A 18 Longmont	Commercial and residential glass. Complimentary design consultations and material selection help always available. Full showroom.	Lisa Sklar, president Michael Sklar, COO 1969 www.hillcrest-glass.com
15 2011 Rank: 27	SAVVY TRAVEL INC. 1320 Pearl St., Suite 105 Boulder, CO 80302 303-447-0123/303-447-0101	\$1,759,259 \$1,200,000 Dec. 31	100% 1 Boulder	Personal service for business and leisure travel, discounted international travel, all-inclusive vacations to Mexico and the Caribbean, tailored packages to Hawaii and Costa Rica, island cruises.	Debby Griff, president 2005 www.savvytravelagency.com
16 2011 Rank: 35	BOBO'S OAT BARS 4725 Nautilus Court, Suite 1 Boulder, CO 80301 303-938-1977/303-938-8532	\$1,725,000 \$895,000 Dec. 31	100% 18 Boulder	Manufactures all-natural, vegan, wheat-free and gluten-free breakfast/energy bars using organic, non-refined and non-GMO ingredients.	Beryl Stafford, founder, president 2003 www.bobosobars.com
17 2011 Rank: 25	WISHGARDEN HERBS INC. 3100 Carbon Place, Suite 103 Boulder, CO 80301-6134 303-516-1803/303-516-1804	\$1,563,000 \$1,215,000 Dec. 31	100% 18 Boulder	Manufacturer of medicinal herbal supplements.	Catherine Hunziker, owner, chairwoman Samuel Hunziker, general manager 1979 www.wishgardenherbs.com
18 2011 Rank: 30	PULITZER PROMOTIONS INC. 2746 Bristlecone Way Lafayette, CO 80026 303-664-0445/303-661-9240	\$1,487,000 \$1,041,000 Dec. 31	100% 3 Lafayette	Promotional products for trade shows, events, celebrations, recognition, etc.	Joy Pulitzer, owner 1996 www.pulitzerpromotions.com
19 2011 Rank: 128	ADVENTURES WITHIN REACH INC. 2041 Broadway St., 2nd Floor Boulder, CO 80302 303-500-5047/N/A	\$1,471,590 \$1,165,000 Dec. 31	50% 4 Boulder	We offer custom itineraries and private groups but still at reasonable prices to a variety of international destinations.	Robin Paschall, owner 2000 www.adventureswithinreach.com
20 2011 Rank: 31	CAD/CAM SYSTEMS LLC 5398 Manhattan Circle Boulder, CO 80303 303-449-6655/303-245-8245	\$1,211,079 \$1,016,398 Dec. 31	100% 3 Boulder	Reseller of Stratasys 3-D printers and Open Mind hyperMILL manufacturing software. Services include maintenance and consumable product sales for 3-D printers.	Gloria Ontiveros, owner 2000 www.cadcamsystems.com
21 2011 Rank: 29	BLUE SPRUCE DESIGN & CONSTRUCTION CO. 8854 Pine Cone Lane Niwot, CO 80503 303-652-1150/303-652-1149	\$1,200,000 \$1,150,000 Dec. 31	100% 3 Niwot	General contracting firm focusing on large residential renovations with an emphasis on green building, commercial tenant finish and restaurants.	Sandra Weeks, president 1997 www.bluespruceconst.com
22 2011 Rank: 26	GREENPLAY LLC 211 N. Public Road, Suite 225 Lafayette, CO 80026 303-439-8369/303-439-0628	\$1,082,081 \$1,207,837 Dec. 31	100% 8 Lafayette	Management consulting and services for parks, recreation, open space and related quality of life organizations.	Chris Dropinski, senior principal Teresa Penbrooke, CEO and founder 1999 www.greenplayllc.com
23 2011 Rank: NR	JACQUE MICHELLE 2670 Broadway Boulder, CO 80304 303-786-7628/303-417-0755	\$1,020,000 N/A Dec. 31	N/A 12 Boulder	Women's clothing, jewelry, gifts and accessories.	Janet Taffet, owner 1984 www.jacquemichelle.com
24 2011 Rank: 32	COAL CREEK PHYSICAL THERAPY LLC 315 South Boulder Road, No. 100 Louisville, CO 80027 303-666-4151/303-666-4166	\$1,005,902 \$981,671 Dec. 31	100% 10 Louisville	Sports, orthopedic, spine, auto, work injury, knee, ankle, shoulder, neck, low back, hip, orthotics, headaches, women's health, incontinence TMJ, vertigo, trauma and PTSD, chronic pain, post cancer.	Julie Byrt, executive director 2000 www.coalcreekpt.com
25 2011 Rank: 36	FRESH IDEAS GROUP INC. 2400 Spruce St., Suite 100 Boulder, CO 80302 303-449-2108/303-247-0058	\$780,550 \$852,500 Dec. 31	100% 10 Boulder	National public relations and strategic communications firm specializing in natural and organic foods, products and services.	Sylvia R. Tawse, founder, president 1997 www.freshideasgroup.com

Researched by Mariah Gant

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

Source: Business Report Survey

More women offering advice to clients with high net worth

BY BETH POTTER

BOULDER — A man and woman who came into Myra Salzer's office at The Wealth Conservancy Inc. several years ago changed her thinking about how to be successful with wealthy clients.

The couple was 45 minutes late for the appointment. When they showed up, the man looked down sheepishly, the woman twisted a ring band on her finger and held the stone inside her hand, Salzer recalled.



Salzer

It turned out that the couple was late because the man had just bought the woman the ring — a huge emerald.

Salzer said when she complimented the woman on the ring, the woman burst into tears. The woman then said she felt uncomfortable that her father would see her beautiful new ring when she didn't think he could pay his mortgage payment.

At the same time, the man explained that he had been living off a trust that terminated when he was 35. He had \$18 million in a bank account, and he didn't know what to do with it, Salzer said.

At that moment, Salzer realized that the couple needed more than simple investment help. She decided to hold a four-day workshop to offer services to the couple and other high-net-worth individuals to discuss issues that face people who have inherited wealth — from worries about who their friends are and why, to having a reason to get up in the morning.

Salzer had 25 attendees to the seminar and today has an exclusive clientele of 30 to 50. Each pays \$10,000 per quarter for her company's services. The Wealth Conservancy has eight employees.

Salzer is one of a quiet — often unnoticed — cadre of women in Boulder who own companies specializing in financial services, especially wealth-management services. Some of the women-owned companies cater to "family" clients, meaning that they handle every aspect of a high-net-worth family's assets. Other women own independent offices affiliated with national investment companies such as Edward Jones. Still others either own investment firms or are partners in large investment firms. Several Boulder "family" wealth-management companies politely declined interviews.

While there are no formal sta-

tistics about this group of women-owned businesses, Boulder County appears to generally have more financial services firms than other communities of similar size around the country, said



Lutz

Magali Lutz, an independent financial adviser at the Edward Jones investment services office in Louisville. At Edward Jones, 18 percent of financial advisers are women, although Lutz and others are trying to recruit more.

“This business is very relationship driven. Most people choose their financial advisers because of the personality of the adviser, and women tend to be more warm and fuzzy maybe?”

Patty Meneley,
OWNER AND CHIEF OPERATIONS OFFICER,
SARGENT BICKHAM LAGUDIS LLC

Across the industry, women are about 25 percent of the graduates of the College of Financial Planning based in Greenwood Village, according to Chris Allen, a spokesman for the private group.

The region's business community welcomes outsiders and celebrates an entrepreneurial spirit, which helped them be successful, several of the wealth-management women said. For example, Sacha Millstone, an owner of The Millstone-Evans Group of Raymond James & Associates, splits her time between offices in Boulder, Denver and Washington, D.C. because of this area's friendly vibe. Millstone-Evans Group has more than \$260 million under management and clients in 42 states, Millstone said.

“When I moved to Boulder, people were incredibly wonderful and nice, and it's very easy to meet people and get involved in the community. That's what I love about it,” Millstone said.

Boulder County's entrepreneurs and smart people often turn to women, said Patty Meneley, an owner and



Meneley

chief operations officer at Sargent Bickham Lagudis LLC in Boulder, which has about 330 clients and manages about \$700 million.

“This business is very relationship driven. Most people choose their financial advisers because of the personality of the adviser, and women tend to be more warm and fuzzy maybe?” Meneley said. “It's a natural, if you're smart and you know how to talk to people.”

Elyse Foster, owner of Harbor Financial Group Inc. in Boulder credits her timing of starting her company in the late 1980s as being responsible for her success. Foster's business is here because she already lived here, she said. Harbor has 110 clients.



Foster

“I enjoy people and I like to see them happy and successful,” Foster said. “Being able to understand what motivates people and know what they need even if they don't know what they need, is an important skill.”

Salzer also said her firm is in Boulder because she lived here when she decided to change careers from her former job as a chemical engineer. Most of The Wealth Conservancy's clients are outside of the state, Salzer said.

“Clients like the anonymity of talking to advisers, but they don't run into them as they are walking down the street,” Salzer said. “There's a comfort there that we aren't in New York.”

Wealth adviser Jeanine Snyder said the region's general open-minded nature allows financial industry women to thrive. Snyder is a wealth adviser with her own practice of insurance and investment planning within Northwestern Mutual Financial Network's Boulder office. Northwestern Mutual Financial Network is the marketing sales and distribution arm of The Northwestern Mutual Life Insurance Co.



Snyder

“People are more accepting of not just going with the old stereotype of a guy in a navy blue suit, of that model that was more desirable 40 years ago,” Snyder said. “The predominant model now is that people are seeking out people similar to them.”

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TRAVEL from 11A

Burnham. Last year, the company made \$2 million in revenue.

Although both Nance and Carter said the internet continues to impact the sale of airline tickets (especially round-trip tickets), they have seen customers returning to agents for other travel needs, such as booking cruises, vacation packages and international travel planning.

One reason is that when things go wrong, the internet can't get you out of a jam.

"Travel can be a hassle," Nance said. "When you run into a problem, like your flight getting canceled, we can take care of you immediately. A website can't."

Carter agreed. In fact, Tomato Travel has an agent on call 24 hours a day to assist travelers during emergencies.

Travel agents can also save clients money or provide more value for the price than they would get simply booking through an online travel site.

"People usually think it's less expensive to buy tickets online, but that's not necessarily the case," Nance said.

As members of Virtuoso, an upscale leisure travel consortium, both Tomato Travel and Carefree Travel can often offer clients extra amenities such as free internet, added meals, room upgrades, free resort credits and more, all for the same price.

Finally, the women noted that one of the main reasons customers have



JONATHAN CASTNER

Robin Paschall is the owner of Adventures Within Reach Inc. The travel agency specializes in adventure travel and cultural tours in places such as Africa, Nepal, Costa Rica and Antarctica.

started seeking agents again is because of the personalized recommendations and itineraries they can offer.

"Michelle and I both love to travel," Nance said, "and the more you travel,

the more you know and can help your customers, whether it's a great restaurant recommendation or advice on how to get from one place to another."

Nance said she specializes in the

United Kingdom, Australia and the South Pacific, while her daughter is skilled at planning trips to the Caribbean and Mexico, as well as destination weddings and honeymoons. Both have extensive knowledge of Europe and Florida.

Paschall agreed that it's all about becoming an expert on the destinations you offer. "To provide a successful trip, you have to be familiar with every little detail about accommodations," she said. "Airport pickups, tipping, packing, visas, local customs, you name it."

For instance, Paschall, who has climbed Mount Kilimanjaro in Tanzania, helped two clients accomplish the feat last year. One was a local woman who did the climb barefoot, and the other was Richard Byerley, 84, who now holds the Guinness world record for being the oldest person to summit the peak. Paschall realized Byerley was eligible for the record, and arranged to have the trip documented to meet the record book's strict requirements.

In the end, it's these sorts of personal stories and connections that make travel so important — not just to the travelers themselves, but to the agents as well.

"Once you get into this industry, it's hard to leave it," said Carter. "It's something that gets in you."

Added Nance, "It's a really happy industry."

“Travel can be a hassle. When you run into a problem, like your flight getting canceled, we can take care of you immediately. A website can't.”

Jan Nance
OWNER AND MANAGER
CAREFREE TRAVEL ASSOCIATES

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- Home Care of the Rockies
- Home Loan Solutions
- Instant Imprints
- Larimore Chiropractic
- Left Hand Brewing Co.
- Longmont Community Acupuncture
- Longmont Humane Society
- Longmont Theatre Company
- RE/MAX Traditions
- The Homestead

Legendary Community Personality

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- Eric Hozempa
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PAYMENTS from 6A

Gomulinski has seen formal terms of 120 days.

Boulder-based sweater maker Neve Designs LLC maintained traditional terms with customers, said owner and president Tom Irvine.

"But we have certainly worked closely with all our accounts to provide flexibility when it's needed, either through credit terms or split shipments," Irvine said. "Whatever it takes to help each other get to the other side of this extended stagnation in the economy."

The 10-year-old company does design, management, warehousing and logistics from its Boulder location but most of the company's production is offshore, Irvine said.

The company has its roots in the ski market, said Irvine, who goes by the adage, "Snow trumps the economy." Warm temperatures across the globe made a poor market for folks selling winter gear, he said.

"We were impacted more by the weather than any single year during this current recession," Irvine said. Still they've seen some growth in recent years.

Longmont-based manufacturer Icelandic Design Inc. took a different approach.

"We got even tighter with our accounts receivable," said Kayes Ahmed, chief executive for Icelandic Design. "We never gave any leeway." The company creates fashion-forward, high-end sweaters and coats, and sells to retailers such as Nordstrom and boutiques in ski resort towns. Sweater prices start at \$250, Ahmed said, with most of the company's expenditure up front during the design process and when purchasing materials. With 90 percent of Icelandic Design's sales happening in the fall, their product becomes obsolete by January and a new season's cycle begins, he said.

The recession shrank the business, Ahmed said, forcing him to reduce his staff by half. Sticking to 30-day terms and staying up to date with his customers has kept him in business, he said.

"We have 1,200 customers and put 400 on pre-pay basis in 2008," he said. They also began accepting credit cards so some customers could pay up front. They reduced the amount of product they make and do a fraction of the speculation-based production they used to do. Things are coming back very slowly, Ahmed said. Federal measures, such as the recent quantitative easing announced by the Federal Reserve, do little to impact his ability to get short-term loans from local banks, he said, making inventory management even more important.

It's a choice manufacturers must make, Gomulinski said, whether to reduce inventory and product or let products out without payment on

traditional terms.

"It depends on how their product is received out in the market and how much business they are trying to generate," Gomulinski said. "To sell, it has to be on the store shelf."

Longer terms are old hat for some in the outdoor industry.

"In the bike industry, it hasn't changed at all," said Lester Binegar, general manager at University Bikes, 839 Pearl St., Boulder. Terms extending a few months out aren't unusual, he said, and while bike sales went a bit flat in 2008 and 2009, there was an uptick in sales of parts as people fixed the equipment they had. Since then, bike sales have increased for University Bikes, something he attributes to pent-up demand and possibly as a side effect of a down economy.

"A lot of people who commute by car began to commute by bike to save money, and for some people their bike is their therapy."

SPARKFUN from 3A

e-textiles, involves embedding electronics such as integrated circuits, LEDs and batteries into fabric. Using these options to take a Halloween costume up a few notches creates movement, luminosity and sound effects.

And creating an outside display for trick-or-treaters or inside displays for a party that showcases alter egos makes bobbing for apples a static activity that merely passes time.

The history of e-textiles traces back to the late 1990s, when students from the Massachusetts Institute of Technology created artistic applications for electronics. The show included balls that could play music and drapes that changed colors when sensors were engaged.

Research into e-textile medical applications has emerged since then. Fabric with sensors woven into it, for

example, could track blood pressure and heart rates of cardiac patients.

Campbell's interest, however, is blending her longtime love of fabric art and costuming with all things electronically possible.

In the case of the Tinkerbell costume, Campbell talked about using an mp3 trigger, loading an SD card with Tink's sound files and connecting a switch.

"I used to work at a Renaissance festival as a fairy, and kids loved to touch the wings," she said. "They were disappointed if I didn't feel their touch because they think the wings are a body part of a fairy."

To stay in character, Campbell realized that it was possible to make the wings appear to be touch-sensitive by adding a vibration alert that

lets the "fairy" know its wings have been touched.

"I plan to have a tutorial up well before Halloween that will show people how to make illuminated fairy wings," she said.

How affordable are e-textile projects? Hobbyists can light up a costume for under \$20 with another \$20 to add a microcontroller that allows for sound and motion, according to Campbell.

"I meet people who say they wish they could make the things I make but they're not technical like I am," she said. "I tell them if they know how to sew, it's easy — and if they don't, that's not hard to learn either."

Whereas her costuming experience dates back far, Campbell's focused experience with adding electronics to the process has only been in

the past couple of years.

"I found SparkFun and then lost my job at a bank," she said, explaining that she was excited to land a job at SparkFun as a receptionist.

"I loved their products and I wanted to get a discount."

After six months of talking with customers and learning more about electronics, Campbell took over the e-textile division.

"The engineering department decided there was a need to have someone exclusively handle e-textiles, and they were more interested in teaching me about electronics than they were about learning to sew.

"I get that Cinderella feeling some days now because I feel so lucky that what I previously did as a hobby is what I now get to do for a living."

MOBIPLUG from 8A

said. Users will be able to buy Mobiplug's gateway for a few hundred dollars, download the app and set up a home system.

In that time, Mobiplug's competitors might have done the company a favor if it can deliver a superior product.

"They're educating the market," Enwall said, "and we ultimately believe they will become channels for (selling) these kinds of solutions."

Mobiplug was founded by Soucie, Lee Taylor and Jeff Mathews, three serial entrepreneurs with years of experience with startups.

The TechStars startup accelerator was pivotal for Mobiplug. It was there its founders connected with Enwall, who served as TechStars' entrepreneur in residence after leaving Tendril Networks Inc. Enwall founded Tendril and was its chief information officer until this

year. He remains an advisor to the company.

At TechStars, Enwall got a close-up view of the Mobiplug team, did his due diligence and was impressed, especially after Mobiplug made a pivot.

"Halfway through TechStars they changed their concept in a direction that was interesting," Enwall said, "and they recognized it was a fairly global, big opportunity and that they would enjoy some more seasoned leadership, in addition to themselves."

Early in TechStars, Mobiplug's founders were leaning toward becoming a company that developed its own devices. Sprinkler control systems were one possibility, said Taylor, who is the vice president of engineering. During the program, they rethought their idea and headed in a much more ambitious direction.

"There are tons of devices out there already, but they don't really work well with each other. There are all these different silos in the marketplace," Taylor said. "We said, 'You know, we could talk to all of those and actually make them work with each other and break down those barriers and give the consumer choice in what they're putting in their homes.'"

Mobiplug then had to build a prototype gateway in advance of Demo Day on Aug. 9. The event is the culmination of TechStars, during which founders pitch their companies to investors.

The team was able to finish the prototype — or at least the important parts — by Demo Day. Right now it's a circuit board and antennas, with a case design forthcoming. On display around the prototype are a half-dozen or so remote-controlled devices, including a lock,

thermostat and light. All of them can be controlled by a mobile app on a smartphone.

The vision and the prototype worked with investors. In late September, Mobiplug announced it raised \$2.7 million in a Series A round led by Foundry Group, the Boulder-based venture capital investment firm.

Mobiplug plans to use the investment to scale up quickly. The company needs mobile-app developers, and user interface designers and engineers.

"We're looking to scale to 15 people for our product launch, which is next spring," said Mathews, MobiPlug's chief technology officer.

The company also is looking for people who will help test Mobiplug in their homes, Enwall said. Information about jobs with Mobiplug can be found at its website, www.Mobiplug.co.

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**

BOBBI ALICE DRISH, 2049 ESTES LN APT 13, LONGMONT; CASE #2012-27900, DATE FILED: 8/29/2012.

MELISSA LEE KITTLER, 1131 TROUT CREEK CIR, LONGMONT; CASE #2012-27901, DATE FILED: 8/29/2012.

NATHALIE BELMORE, 910 PORTLAND PL APT 11, BOULDER; CASE #2012-27902, DATE FILED: 8/29/2012.

TIFFANY MARIE MARTIN, 333 QUEBEC AVE, LONGMONT; CASE #2012-27903, DATE FILED: 8/29/2012.

DONNA ANITA RUSH, 6256 WILLOW LANE, BOULDER; CASE #2012-27904, DATE FILED: 8/29/2012.

EVAN SCOTT HAAKENSEN, 1232 MEADOW ST, LONGMONT; CASE #2012-27915, DATE FILED: 8/29/2012.

JODY MARIE READ, 2103 MEADOW CT, LONGMONT; CASE #2012-27938, DATE FILED: 8/29/2012.

NAIN CANONGO HERNANDEZ, 232 SORENTO PL, LONGMONT; CASE #2012-27942, DATE FILED: 8/29/2012.

TERESA ANITA JONES, 2116 MEADOW COURT, LONGMONT; CASE #2012-27982, DATE FILED: 8/29/2012.

JOSEPH AURELIO TRADII, 3566 LARKSPUR DR, LONGMONT; CASE #2012-28028, DATE FILED: 8/30/2012.

JASEN A ANDERSEN, 150 MURRAY ST, NIWOT; CASE #2012-28073, DATE FILED: 8/30/2012.

CHAD THOMAS BLICHFELDT, 818 SOUTH TERRY STREET UNIT 78, LONGMONT; CASE #2012-28103, DATE FILED: 8/30/2012.

TODD FRANKLIN PLYMALEMALORY, 1000 30TH AVENUE, BOULDER; CASE #2012-28104, DATE FILED: 8/30/2012.

LUIS FERNANDO RIVERA, 1667 DENISON CIR, LONGMONT; CASE #2012-28200, DATE FILED: 8/31/2012.

ROSA CRAFTON, PO BOX 2012, LONGMONT; CASE #2012-28219, DATE FILED: 8/31/2012.

SENAIDA LUERA, 38 DARTMOUTH CIRCLE, LONGMONT; CASE #2012-28227, DATE FILED: 9/1/2012.

KELLI SHOBAN SCHEUERMAN, 900 28TH ST UNIT 2, BOULDER; CASE #2012-28242, DATE FILED: 9/1/2012.

NATALIE BLAINE PRITCHETT, 5624 N 115TH ST, LONGMONT; CASE #2012-28326, DATE FILED: 9/1/2012.

LARRY THOMAS BURKE, 10655 FORESTER PLACE, LONGMONT; CASE #2012-28406, DATE FILED: 9/1/2012.

ABBIE MICHELLE ASHE, 2855 BLUE SKY CIRCLE APT 3108, ERIE; CASE #2012-28407, DATE FILED: 9/1/2012.

PATRICIA ANNE YAKEL, 1302 WHITEHALL DRIVE, LONGMONT; CASE #2012-28410, DATE FILED: 9/1/2012.

ADAM KIRK SMITH, 909 3RD AVENUE, LONGMONT; CASE #2012-28411, DATE FILED: 9/1/2012.

CATHERINE E PEASE, 2207 EMERY ST APT B, LONGMONT; CASE #2012-28428, DATE FILED: 9/3/2012.

ALVIN MERCADO, 126 FORSYTH DR, LONGMONT; CASE #2012-28456, DATE FILED: 9/5/2012.

DEBRA SUE SULAICA, 3204 LAKE PARK WAY #303, LONGMONT; CASE

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.

#2012-28514, DATE FILED: 9/5/2012.

LAURIE ANNETTE LARIMORE, 924 SPARROW HAWK DR, LONGMONT; CASE #2012-28543, DATE FILED: 9/6/2012.

JOSE MARIA TOCA, 1941 MTSNEFFELS STREET, LONGMONT; CASE #2012-28646, DATE FILED: 9/7/2012.

Chapter 13

KEVIN EDWIN HOLST, 1525 HARVEST DRIVE, LAFAYETTE; CASE #2012-28325, DATE FILED: 9/1/2012.

MELANIE JOY FULLER, 1557 CAMBRIDGE DR, LONGMONT; CASE #2012-28350, DATE FILED: 9/1/2012.

Broomfield County**Chapter 7**

ERIK DOUGLAS UTZINGER, 3853 BROADLANDS LN, BROOMFIELD; CASE #2012-27952, DATE FILED: 8/29/2012.

JULIE ANN HERRING, 230 CYPRESS CIRCLE, BROOMFIELD; CASE #2012-28113, DATE FILED: 8/31/2012.

ANTHONY MICHAEL RUBINO, 1365 MONTEREY DRIVE, BROOMFIELD; CASE #2012-28185, DATE FILED: 8/31/2012.

JAMES DIPRETORO, PO BOX 1151, BROOMFIELD; CASE #2012-28268, DATE FILED: 9/1/2012.

MICHAEL LEWIS HARLAN, 8051 PARKLAND ST, BROOMFIELD; CASE #2012-28316, DATE FILED: 9/1/2012.

ANGELA BULLMAN GAUMOND, 1168 OPAL STREET UNIT 102, BROOMFIELD; CASE #2012-28334, DATE FILED: 9/1/2012.

HEATHER ANN CROSBY, 945 E MIDWAY BOULEVARD, BROOMFIELD; CASE #2012-28358, DATE FILED: 9/1/2012.

KRISTINA LO, 5820 W 111TH PL, BROOMFIELD; CASE #2012-28458, DATE FILED: 9/5/2012.

NICOLE KAYLEE VORHEES, 765 NICKLE ST, BROOMFIELD; CASE #2012-28463, DATE FILED: 9/5/2012.

VICKIE J DARNELL, 2885 E MIDWAY BLVD #701, BROOMFIELD; CASE #2012-28482, DATE FILED: 9/5/2012.

FORECLOSURES**Boulder County**

BORROWER: DONALD PATTERSON, 2166 HACKBERRY CIR, LONGMONT. LENDER: BANK NEW YORK MELLON TRUSTEE, AMOUNT DUE: \$125390. CASE #3245262. 8/20/2012

BORROWER: MATTHEW CHESTER, 300 LONDON AVE, LAFAYETTE. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$201442. CASE #3245626. 8/21/2012

BORROWER: TODD SCHAEFER, 805 SUMMER HAWK DR APT N83, LONGMONT. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$146528. CASE #3245627. 8/21/2012

BORROWER: GEOFFREY H LUNN, 1805 SUSSEX ST, LAFAYETTE. LENDER: BANK AMERICA, AMOUNT DUE: \$168920. CASE #3245628. 8/21/2012

BORROWER: DAVID J FEESER, 3705 BIRCHWOOD DR APT 7, BOULDER. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$154809. CASE #3245629. 8/21/2012

BORROWER: EVAN CHAPMAN, 1546 JUDSON DR, LONGMONT. LENDER: METLIFE HOME LOANS, AMOUNT DUE: \$254091. CASE #3245873. 8/22/2012

BORROWER: AARON R & NICOLE E VOGEL, 720 E BASELINE RD, LAFAYETTE. LENDER: CITIMORTGAGE INC, AMOUNT DUE: \$186985. CASE #3245874. 8/22/2012

BORROWER: LYNETTE M HANSEN,

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.

1399 AGAPE WAY, LAFAYETTE. LENDER: FLAGSTAR BANK FSB, AMOUNT DUE: \$135435. CASE #3245875. 8/22/2012

BORROWER: TODD C ROBERTSON, 4963 KELSO RD, BOULDER. LENDER: BANK NEW YORK MELLON TRUSTEE, AMOUNT DUE: \$653630. CASE #3245876. 8/22/2012

BORROWER: MICAH MCKEE, 4856 VALHALLA DR, BOULDER. LENDER: WELLS FARGO BANK NA TRUSTEE, AMOUNT DUE: \$500143. CASE #3246512. 8/24/2012

BORROWER: MAXIMENO J KATKO, 4710 PORTOFINO DR, LONGMONT. LENDER: BANK AMERICA, AMOUNT DUE: \$242247. CASE #3246513. 8/24/2012

BORROWER: TAMMY LEE HUTSELL, 308 SUGARBIN CT, LONGMONT. LENDER: FLAGSTAR BANK FSB, AMOUNT DUE: \$152897. CASE #3246517. 8/24/2012

BORROWER: HOLLAND L II & WENDY S WHITE, 160 DONOVAN CT, LONGMONT. LENDER: BANK AMERICA, AMOUNT DUE: \$224265. CASE #3246518. 8/24/2012

BORROWER: PETER B GALVIN, 4259 SUMAC CT, BOULDER. LENDER: WELLS FARGO BK, AMOUNT DUE: \$140000. CASE #3246519. 8/24/2012

BORROWER: JANICE A BLANKENSHIP, 839 SUGAR MILL AVE, LONGMONT. LENDER: CENLAR FSB, AMOUNT DUE: \$301239. CASE #3246520. 8/24/2012

BORROWER: FOX HILL LAND CO LLC, VL. LENDER: GUARANTY BANK TRUST CO, AMOUNT DUE: \$527094. CASE #3246521. 8/24/2012

BORROWER: FOX HILL LAND CO LLC, 522 SUGARMILL RD, LONGMONT. LENDER: GUARANTY BANK TRUST CO, AMOUNT DUE: \$527094. CASE #3246522. 8/24/2012

BORROWER: JOSEPH A DIMARCO, 715 BEDIVERE CIR, LAFAYETTE. LENDER: RFMSI 2005 S9, AMOUNT DUE: \$185538. CASE #3246523. 8/24/2012

BORROWER: KIMBERLY A LARABEE, 1685 DENISON CIR, LONGMONT. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$183490. CASE #3246524. 8/24/2012

BORROWER: LESLIE N & DONALD S SWALLOW, 2460 SPENCER ST, LONGMONT. LENDER: US BANK NATIONAL ASSOCIATION T, AMOUNT DUE: \$185900. CASE #3246525. 8/24/2012

BORROWER: CHRISTOPHER & SUSAN E LONERGAN, 2277 SPINNAKER CIR, LONGMONT. LENDER: BAC HOME LOANS SERVICING LP, AMOUNT DUE: \$243494. CASE #3246542. 8/24/2012

BORROWER: STEVEN WATTS & TERRI VIEZBICKE, 620 WHILES CT, ERIE. LENDER: BANK AMERICA, AMOUNT DUE: \$198954. CASE #3246934. 8/27/2012

BORROWER: TERRI A THOMPSON, 805 SUMMER HAWK DR UNIT L71, LONGMONT. LENDER: BANK AMERICA, AMOUNT DUE: \$144424. CASE #3246935. 8/27/2012

BORROWER: JOHN DAVID KOONTZ, 936 CNTY R 97, NEDERLAND. LENDER: BANK AMERICA, AMOUNT DUE: \$220640. CASE #3246936. 8/27/2012

BORROWER: SCOTT A & SUSAN L BERGER, 69 SPRING DALE PL, LONGMONT. LENDER: BANK AMERICA, AMOUNT DUE: \$142315. CASE #3246937. 8/27/2012

BORROWER: DORETTA K SPENCE, 633 DEERWOOD DR, LONGMONT.

LENDER: FIRST NATIONAL BANK OMAHA, AMOUNT DUE: \$329955. CASE #3247201. 8/28/2012

BORROWER: BARBARA J MCINTYRE, 743 UTICA AVE, BOULDER. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$55998. CASE #3247516. 8/29/2012

BORROWER: TERESA & FRANCISCO BUSTAMANTE, 1005 MODRED ST, LAFAYETTE. LENDER: DEUTSCHE BANK NATIONAL TRUST C, AMOUNT DUE: \$166423. CASE #3247517. 8/29/2012

BORROWER: WAYNE & KATHLEEN ZELENAK, 7157 MAGNOLIA DR, NEDERLAND. LENDER: DEUTSCHE BANK TRUST CO AMERICA, AMOUNT DUE: \$473673. CASE #3247518. 8/29/2012

BORROWER: TROY W KIRPATRICK, 1909 SWEENEY PL, LONGMONT. LENDER: GMAC MORTGAGE LLC, AMOUNT DUE: \$173745. CASE #3247519. 8/29/2012

BORROWER: PETER M SMITH, 411 W 1ST ST, NEDERLAND. LENDER: DEUTSCHE BANK NATIONAL TRUST C, AMOUNT DUE: \$338196. CASE #3247520. 8/29/2012

BORROWER: JENNIFER E PIERCE, 1601 19TH AVE, LONGMONT. LENDER: COLORADO HOUSING FINANCE AUTHO, AMOUNT DUE: \$135971. CASE #3247910. 8/30/2012

BORROWER: REINA ANGELICA CARDOZA, 1015 ILIAD WAY, LAFAYETTE. LENDER: BANK AMERICA, AMOUNT DUE: \$212625. CASE #3247911. 8/30/2012

BORROWER: LUIS P ROSA, 2558 PAINTBRUSH LN, LAFAYETTE. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$249565. CASE #3248439. 8/31/2012

BORROWER: ERIC & ELIZABETH MCCUTCHEON, 2342 SHERMAN ST, LONGMONT. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$144000. CASE #3248440. 8/31/2012

BORROWER: AMY W FORRER, 4222 RILEY DR, LONGMONT. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$261200. CASE #3248441. 8/31/2012

BORROWER: MICHAEL J & LESLIE L HERRERA, 1713 SUMNER ST, LONGMONT. LENDER: HSBC BANK USA NATIONAL ASSOCIA, AMOUNT DUE: \$177998. CASE #3248442. 8/31/2012

BORROWER: FOX HILL LAND CO LLC, 601 E ROGERS RD, LONGMONT. LENDER: GUARANTY BANK TRUST CO, AMOUNT DUE: \$546431. CASE #3248443. 8/31/2012

BORROWER: DARREN P & BOBETTE J HUNSTAD, 14761 CLAY ST, BROOMFIELD. LENDER: GMAC MORTGAGE LLC, AMOUNT DUE: \$393497. CASE #10508. 8/23/2012

BORROWER: SPENCER G MILLS, 13003 LOWELL CT, BROOMFIELD. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: \$181515. CASE #10794. 8/28/2012

BORROWER: STACEY L HART, 3460 BOULDER CIR UNIT 103, BROOMFIELD. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$146924. CASE #10750. 8/28/2012

BORROWER: KEVIN M & ANGELA S KOICHEVAR, 1390 FOXTAIL DR, BROOMFIELD. LENDER: RASC 2006 K56, AMOUNT DUE: \$336957. CASE #10764. 8/29/2012

BORROWER: AMIRO R & WENDY BRACHE, 13898 PTARMIGAN DR, BROOMFIELD. LENDER: SUNTRUST MORTGAGE INC, AMOUNT DUE: \$366728. CASE #10794. 8/29/2012

BORROWER: JOSEPH H & CHERYL A KOLB, 4440 CRESTONE CIR, BROOMFIELD. LENDER: BANK NEW YORK MELLON, AMOUNT DUE: \$431358. CASE #10822. 8/30/2012

BORROWER: ANGELA D & STEVEN J BEU, 2837 FERNWOOD PL, BROOMFIELD. LENDER: BELLOCO CREDIT UNION, AMOUNT DUE: \$80000. CASE #10857. 8/30/2012

BORROWER: MARIE WALKER, 13287 NIWOT TRL, BROOMFIELD. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$160782. CASE #10862. 8/30/2012

BORROWER: JACK D PRIEST, 881 COUNTY ROAD 11, ERIE. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$216696. CASE #10920. 8/31/2012

BORROWER: ADAM L BENNETT, 12824 KING ST, BROOMFIELD. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$200737. CASE #11044. 9/4/2012

JUDGMENTS**Boulder County**

DEBTOR: GREGORY D & KIMBERLY JEFFREYS, CREDITOR: COASTAL COMMUNITY BK. AMOUNT: \$1807875.8. CASE #S-11-2-0 WASHINGTON. DATE: 8/21/2012

DEBTOR: PATRICK H HAMILL, CREDITOR: KATHERINE G HAMILL. AMOUNT: \$2208386.0. CASE #D-09DR-000961. DATE: 8/20/2012

DEBTOR: BRIAN E HARVALA, CREDITOR: HEARTHWOOD HOMEOWNERS ASSOC IN. AMOUNT: \$2863.07. CASE #C-12C-002330. DATE: 8/20/2012

DEBTOR: JILL BATZER, CREDITOR: BONDED BUSINESS SERVICES LTD. AMOUNT: \$757.79. CASE #C-12C-002048. DATE: 8/20/2012

DEBTOR: TIMOTHY E PANSCH, CREDITOR: WINGS FIN UNION. AMOUNT: \$9948.82. CASE #C-12C-002702. DATE: 8/20/2012

DEBTOR: CYNTHIA OLSEN, CREDITOR: UNIFUND CCR PARTNERS. AMOUNT: \$40970.36. CASE #D-06CV-000919. DATE: 8/20/2012

DEBTOR: MICHAEL & KAREN JOHNSTON, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$5837.8. CASE #C-12C-002060. DATE: 8/20/2012

DEBTOR: JULIE L FREEZE, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$3149.97. CASE #C-12C-002150. DATE: 8/20/2012

DEBTOR: MINERVA L LOPEZ-MONARREZ, CREDITOR: STVRIN VALLEY CREDIT UNION. AMOUNT: \$12448.79. CASE #C-06C-001260. DATE: 8/21/2012

DEBTOR: CRAIG L & SARA A LEVIN, CREDITOR: ALPINE CREDIT INC. AMOUNT: \$1745.67. CASE #C-12C-002777. DATE: 8/21/2012

DEBTOR: RANDY PADILLA, CREDITOR: FIRST NATL BK. AMOUNT: \$7160.52. CASE #C-06C-001580. DATE: 8/21/2012

DEBTOR: BRANDON BEAVERS, CREDITOR: UC FED CREDIT UNION. AMOUNT: \$7468.46. CASE #C-06C-001336. DATE: 8/21/2012

DEBTOR: PAUL GOLDEN, CREDITOR: DISCOVER BK. AMOUNT: \$5962.24. CASE #C-12C-002762. DATE: 8/21/2012

DEBTOR: WILLIAM J GAVLAS, CREDITOR: CHASE MANHATTAN BK USA. AMOUNT: \$11575.76. CASE #C-09C-002098. DATE: 8/21/2012

DEBTOR: LENARD M SIPES, CREDITOR: FIA CARD SERVICES. AMOUNT: \$10985.71. CASE #C-09C-006217. DATE: 8/21/2012

DEBTOR: DIANE WASHBURN, CREDITOR: AM EXPRESS CENTURION BK. AMOUNT: \$7455.8. CASE #C-11C-003984. DATE: 8/21/2012

DEBTOR: VIVIAN DIAZ, CREDITOR: 7 MACH LLC. AMOUNT: \$50475.92. CASE #D-12CV-000931. DATE: 8/21/2012

DEBTOR: JAMES L KNEEBONE, CREDITOR: DISCOVER BK. AMOUNT: \$1648.97. CASE #C-12C-001440. DATE: 8/21/2012

DEBTOR: LYNN ALIPPOLDT, CREDITOR: DISCOVER BK. AMOUNT: \$11221.89. CASE #C-06C-002295. DATE: 8/21/2012

DEBTOR: ROLAND E WATERS, CREDITOR: BUDGET CONTROL SERVICES. AMOUNT: \$2453.52. CASE #C-11C-003332. DATE: 8/21/2012

DEBTOR: BRETT A BELL, CREDITOR: VILLAGE EAST TOWNHOUSES. AMOUNT: \$9528.23. CASE #C-10C-003748. DATE: 8/21/2012

DEBTOR: JOHN M KORAL, CREDITOR: AMFIRST BK. AMOUNT: \$1245404.32. CASE #D-11CV-001323. DATE: 8/22/2012

DEBTOR: JESSE T & EVANGELINE HULL, CREDITOR: ROGER NIT

FOR THE RECORD

CASE #C-09C-002932. DATE: 8/30/2012

DEBTOR: EVA MARIA DELEON, CREDITOR: APOLLO CREDIT AGENCY INC. AMOUNT: \$2347.67. CASE #C-06C-018840. DATE: 9/4/2012

RELEASE OF JUDGMENT

Boulder County

DEBTOR: ASIMAKIS IATRIDIS, CREDITOR: ELAINE IATRIDIS. AMOUNT: \$22842.5. CASE #D-2007DR1444. DATE: 8/21/2012 BD JDGREL

DEBTOR: JOYCE SOPINSKI, CREDITOR: BC SERVICES INC. AMOUNT: \$0.0. CASE #C-L06C-1645. DATE: 8/21/2012 BD JDGREL

DEBTOR: JEAN E DREHER, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$0.0. CASE #C-05C1330. DATE: 8/29/2012 BD JDGREL

DEBTOR: GREGORY & KAREL K KESTER, CREDITOR: BC SERVICES INC. AMOUNT: \$3040.27. CASE #C-07C-001890. DATE: 8/22/2012

DEBTOR: WILLIAM BEARD, CREDITOR: PALISADES ACQUISITION XVI LLC. AMOUNT: \$0.0. CASE #C-07C2932. DATE: 8/23/2012

DEBTOR: GONZALO SERRANO, CREDITOR: MSW CAPITAL LLC. AMOUNT: \$1097.28. CASE #C-11C-005509. DATE: 8/27/2012

DEBTOR: BRYAN F MERRITT, CREDITOR: CAPITAL ONE FSB. AMOUNT: \$4325.22. CASE #C-07C-002171. DATE: 8/28/2012

DEBTOR: BRYAN F MERRITT, CREDITOR: NORTH STAR CAPITAL ACQUISITION. AMOUNT: \$2230.53. CASE #C-07C-001326. DATE: 8/28/2012

DEBTOR: JOSEPH QUINN, CREDITOR: PINE 72 LLC. AMOUNT: \$13641.28. CASE #D-07CV2272. DATE: 8/28/2012

DEBTOR: ROBERT & KITTY DEKIEFFER, CREDITOR: CREDIT UNION DENVER. AMOUNT: \$1113.6. CASE #C-11C-001444. DATE: 8/30/2012

Broomfield County

DEBTOR: LEONARDO MARRON, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$1659.92. CASE #C-11C-001691. DATE: 8/29/2012

STATE TAX LIENS

Boulder County

AARONS AUCTIONS INC, \$2989.78, CASE #3247327, 8/28/2012.

BARTRONICS AM INC, \$3234.45, CASE #3246372, 8/23/2012.

BOMBAY BISTRO, \$3986.0, CASE #3248421, 8/31/2012.

CANDY SHOP HYDROPONICS LLC, \$1357.9, CASE #3247479, 8/28/2012.

CARPET OUTPOST LLC, \$2760.85, CASE #3246368, 8/23/2012.

CASH ENTERTAINMENT LLC, \$598.5, CASE #3247481, 8/28/2012.

JACOB JCUKJATI, \$1937.0, CASE #3248422, 8/31/2012.

ERP SOLUTIONS CONSULTING INC, \$740.0, CASE #3248420, 8/31/2012.

FOLSOM STREET COFFEE CO AT CU, \$576.78, CASE #3246370, 8/23/2012.

GOLDBRICKS LLC, \$2420.01, CASE #3247283, 8/28/2012.

LFD LLC, \$2526.0, CASE #3248418, 8/31/2012.

HEIN CLUU, \$2523.0, CASE #3248417, 8/31/2012.

M FITZ ASSOC INC, \$2729.07, CASE #3247480, 8/28/2012.

MARSHALL LABORATORIES INC, \$2732.54, CASE #3245762, 8/21/2012.

RUDOLPH JMASIAS, \$3163.0, CASE #3248416, 8/31/2012.

PENTON BUSINESS MEDIA INC, \$438.7, CASE #3247286, 8/28/2012.

RANDY KING ENTERPRISES INC, \$401.6, CASE #3247284, 8/28/2012.

ROBERTROSSER, \$2573.0, CASE #3248419, 8/31/2012.

SATELLITE BOARDSHOP INC, \$772.95, CASE #3246371, 8/23/2012.

SINGLEPOINT TECHNOLOGY CORP, \$503.29, CASE #3246022, 8/22/2012.

STARFISH JEWELRY LLC, \$2044.96,

CASE #3246369, 8/23/2012.

TYRUS LLC, \$3267.49, CASE #3247285, 8/28/2012.

UNIFIED ASSOC INC, \$826.8, CASE #3247326, 8/28/2012.

Broomfield County
AKP HEATING AIR CONDITIONING I, \$1703.08, CASE #10905, 8/31/2012.

ATKINSON POWER LLC, \$664.06, CASE #10634, 8/27/2012.

RELEASE OF STATE TAX LIENS

Boulder County

JENNIFER GREANY LLC, \$3455.03, CASE #3246373, 8/23/2012.

TELANDER PAINTING INC, \$0.0, CASE #3246021, 8/22/2012.

WARRANTY DEEDS

Broomfield County

Seller: JEFFREY M TRAMEL
Buyer, Buyer's Address: ELIZABETH BLACKARD, 12378 VRAIN CIR

Address: 12378 VRAIN CIR, BROOMFIELD

Price: \$260800

Date Closed: 8/20/2012

Seller: JULIET A DILL

Buyer, Buyer's Address: BRUCE SHAW, 245 CORAL WAY

Address: 245 CORAL WAY, BROOMFIELD

Price: \$240000

Date Closed: 8/20/2012

Seller: SIMON & KAREN EPPS

Buyer, Buyer's Address: SIMON AND KAREN EPPS LIVING TR, 4939 SILVER FEATHER CIR

Address: 4939 SILVER FEATHER CIR, BROOMFIELD

Price: \$

Date Closed: 8/20/2012

Seller: JOHN & SYLVIA WELKER

Buyer, Buyer's Address: SARA LYN MCBRIDE, 1168 OPAL ST UNIT 201

Address: 1168 OPAL ST UNIT 201, BROOMFIELD

Price: \$155000

Date Closed: 8/21/2012

Seller: HUD

Buyer, Buyer's Address: JOSH & LYNDASAY ARMSTRONG, 1340 HARTFORD DR

Address: 12701 DAVIS ST, BROOMFIELD

Price: \$

Date Closed: 8/21/2012

Seller: BANK AMERICA NA SBM

Buyer, Buyer's Address: FEDERAL NATIONAL MORTGAGE ASSO, 14221 DALLAS PKWY STE 100

Address: 2620 W 133RD CIR, BROOMFIELD

Price: \$

Date Closed: 8/22/2012

Seller: MARK ALAN & LYNN ANN WARNER

Buyer, Buyer's Address: JULIE ANN FORLAND, 1403 LOCH LOMOND AVE

Address: 1403 LOCH LOMOND AVE, BROOMFIELD

Price: \$265000

Date Closed: 8/22/2012

Seller: ROBERT L & JAN R HAMILTON

Buyer, Buyer's Address: LINDA E & HARVEY E POWERS, 13981 WESTHAMPTON CT

Address: 13981 WESTHAMPTON CT, BROOMFIELD

Price: \$583600

Date Closed: 8/22/2012

Seller: KEVIN WESLEY AVENT

Buyer, Buyer's Address: JUDITH J DUNN, 12826 KING ST

Address: 12826 KING ST, BROOMFIELD

Price: \$200000

Date Closed: 8/22/2012

Seller: MARK L LARSON

Buyer, Buyer's Address: ROBERT KENN BLAKE, 14167 SUN BLAZE LOOP UNIT H

Address: 14167 SUN BLAZE LOOP UNIT H, BROOMFIELD

Price: \$190700

Date Closed: 8/22/2012

Seller: PARKWAY CIRCLE BROOMFIELD LLC

Buyer, Buyer's Address: BRADLEY THOMAS & ANNETTE MARIE HODGE, 27213 APPALOOSA RD

Address: 13462 VIA VARRA, BROOMFIELD

Price: \$236500

Date Closed: 8/22/2012

Seller: JOHN T & KATHLEEN A DUKE
Buyer, Buyer's Address: THOMAS & KATHERINE SCHUMACHER, 3702 GLACIER RIM TRL

Address: 3702 GLACIER RIM TRL, BROOMFIELD

Price: \$278500

Date Closed: 8/22/2012

Seller: BEACHFRONT INVESTMENTS LLC

Buyer, Buyer's Address: VIKING ROOFING INCORPD, 18 GARDEN CTR

Address: 18 GARDEN CTR, BROOMFIELD

Price: \$275000

Date Closed: 8/23/2012

Seller: 13992 GUNNISON WAY LLC

Buyer, Buyer's Address: JASON R & JENNIFER L VANWAGENEN, 13992 GUNNISON WAY

Address: 13992 GUNNISON WAY, BROOMFIELD

Price: \$625000

Date Closed: 8/23/2012

Seller: CONSTANCE R SHEA

Buyer, Buyer's Address: CONSTANCE R SHEA TRUST, 111 PINE ST

Address: 111 PINE ST, BROOMFIELD

Price: \$

Date Closed: 8/23/2012

Seller: HENRY A STOVALL

Buyer, Buyer's Address: STOVALL FAMILY TRUST, 1176 ASH ST

Address: 365 MAIN ST, BROOMFIELD

Price: \$

Date Closed: 8/23/2012

Seller: JOHN R & PAMELA H BIARD

Buyer, Buyer's Address: TIMOTHY A & KAREN SCHIRO, 13554 VIA VARRA

Address: 13554 VIA VARRA, BROOMFIELD

Price: \$214000

Date Closed: 8/23/2012

Seller: ERWIN BODE REVOCABLE TRUST

Buyer, Buyer's Address: JOANNE BODE REVOCABLE TRUST, 16558 CHESAPEAKE DR

Address: 16558 CHESAPEAKE DR, BROOMFIELD

Price: \$

Date Closed: 8/23/2012

Seller: CATHY L LESTER

Buyer, Buyer's Address: ANNA H BUSH, 13900 LAKE SONG LN UNIT B1

Address: 13900 LAKE SONG LN UNIT B1, BROOMFIELD

Price: \$170000

Date Closed: 8/23/2012

Seller: BENJAMIN F & JENNIFER L COOPER

Buyer, Buyer's Address: BAY POINT LLC, 2673 BAY POINT LN

Address: 2673 BAY POINT LN, BROOMFIELD

Price: \$

Date Closed: 8/23/2012

Seller: MAUREEN T & JOHN A JR MASUCCI

Buyer, Buyer's Address: JASPAL SINGH RAWAT, 14252 ADAM CT

Address: 14252 ADAM CT, BROOMFIELD

Price: \$380000

Date Closed: 8/23/2012

Seller: WELLS FARGO BANK

Buyer, Buyer's Address: DEREK DYKSTRA, 24190 E LOUISIANA PL

Address: 285 KOHL ST, BROOMFIELD

Price: \$165000

Date Closed: 8/23/2012

Seller: WILLIAM D REICHENBERG LIVING T

Buyer, Buyer's Address: PETE & NANCY HAMILTON, 13955 SHANNON DR

Address: 13955 SHANNON DR, BROOMFIELD

Price: \$606000

Date Closed: 8/22/2012

Seller: NORMAN M & MARSHA L KLIMEK

Buyer, Buyer's Address: CODY & LAURA TUSTIN, 1129 ASPEN ST

Address: 1129 ASPEN ST, BROOMFIELD

Price: \$300000

Date Closed: 8/26/2012

Seller: GREGORY P BACA

Buyer, Buyer's Address: DAWN M COOKRONNINGEN, 5058 SILVER FEATHER CIR

Address: 5058 SILVER FEATHER CIR,

BROOMFIELD

Price: \$576900

Date Closed: 8/26/2012

Seller: YU BAO

Buyer, Buyer's Address: SIYAMAK & AZIN SHIRIBABADI, 13524 VIA VARRA

Address: 13524 VIA VARRA, BROOMFIELD

Price: \$318000

Date Closed: 8/26/2012

Seller: FRANCES A & JOHN W HOWICK

Buyer, Buyer's Address: FRANCES A HOWICK REVOCABLE TRU, 805 HAYDEN CT

Address: 3371 W 10TH AVENUE PL, BROOMFIELD

Price: \$

Date Closed: 8/26/2012

Seller: NATIONSTAR MORTGAGE LLC

Buyer, Buyer's Address: FEDERAL NATIONAL MORTGAGE ASSO, MULT PROP

Address: 942 E 8TH AVE, BROOMFIELD

Price: \$

Date Closed: 8/26/2012

Seller: ARISTA INVESTORS COLORADO LLC

Buyer, Buyer's Address: JO ANNE HYDE, 11308 COLONY CIR

Address: 11308 COLONY CIR, BROOMFIELD

Price: \$185000

Date Closed: 8/26/2012

Seller: GLADYS A JOHNSON

Buyer, Buyer's Address: JAMES A WILLIAMSON, 775 OPAL WAY

Address: 775 OPAL WAY, BROOMFIELD

Price: \$185200

Date Closed: 8/27/2012

Seller: RAY MICHAEL ROBERTS

Buyer, Buyer's Address: KEVIN A SMITH, 12568 MARIA CIR

Address: 12568 MARIA CIR, BROOMFIELD

Price: \$217900

BUSINESS DIGEST

OPENINGS

Harold's Restaurant and Lounge has opened for dinner and drinks in the space formerly occupied by Fusion Food and Spirits at 1940 Ken Pratt Blvd., Longmont, next to the Plaza Hotel. Pratt Management Co., which owns the hotel and restaurant, brought in consultant Noah Heaney, who helped develop the Bitter Bar in Boulder and Jax Fish House in Fort Collins, to recraft the restaurant.

BRIEFS

Thousand Oaks, California-based **Amgen Inc.** (Nasdaq: AMGN) has received regulatory approval to give its Prolia drug to men with osteoporosis who are at high risk for fractures. Amgen's production plant in Boulder makes the bulk substance denosumab, which is used to make the Prolia and Xgeva osteoporosis drugs. People who suffer from osteoporosis experience weakening and thinning of the bones. Osteoporosis is most commonly seen in post-menopausal women, and the drugs already are approved to treat women.

The **Trader Joe's** grocery store coming to the Twenty Ninth Street shopping area in Boulder will not sell the chain's popular and bargain-priced "Two-Buck Chuck" wines. Unlike most states, wine and liquor generally cannot be sold in Colorado grocery stores. State law limits each chain or independent grocer to apply for only one license to sell full-strength liquor, and the Monrovia, California-based Trader Joe's chain of specialty grocers has decided that the newly announced Denver store at Eighth Avenue and Colorado Boulevard — not the one planned for Boulder — will be the state's designated wine merchant. Fans of Trader Joe's coined the term "Two-Buck Chuck" to refer to the chain's selection of discount wines, which carry a Charles Shaw label and now mostly sell for about \$3.99. Both stores are to open in 2013.

CALENDAR

OCTOBER

2 Veterans and People with Disabilities Job Fair will be held from 10 a.m. to 2 p.m., Tuesday, Oct. 2, at UCAR's Center Green Campus, 3080 Center Green Drive, Boulder.

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.

4 Rory Vaden, a New York Times bestselling 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. 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, ext. 10, or email paulette.warembourg@ihaveadreamboulder.org.

10 Naturally Boulder, a nonprofit organization designed to promote Boulder's natural-products industry, will hold its **Autumn Awards and Pitch Slam Party** on Wednesday, Oct. 12. About 40 entrepreneurs will pitch their young companies to a panel of experts beginning at 5 p.m. at the Event Center at Rembrandt Yard, 1301 Spruce St., Boulder. The event then moves to Boulder Theater, 2010 14th St., Boulder, for cocktails, a natural and organic buffet,

Level 3 Communications Inc. is rolling out its Vyvx Solutions to new markets in Latin America. Broomfield-based Level 3 (NYSE: LVL3) is a telecommunications provider that operates long-haul telecom lines and also provides services and infrastructure to broadcasters. Vyvx is a suite of video transmission solutions broadcasters use to take and transmit video on location at news and sporting events.

The **city of Longmont's** sales- and use-tax collections increased 4.8 percent in August, compared with the same period a year ago, according to the city finance department's latest report. Longmont collected \$3,889,443, in August, compared with \$3,712,983 collected in August 2011. The collection in August represents sales made in July. The sales-tax component of collections increased by 3.2 percent from the same month the year before, and the use-tax component increased by 12.1 percent. Total sales- and use-tax collections for the year to date increased 2.9 percent compared with the same period in 2011, according to the report.

The **city of Boulder's** sales- and use-tax collections increased 2.1 percent in July, compared with the same month a year ago, according to the latest report from the city finance department. Boulder collected \$8,713,668 in July compared with the \$8,535,347 it collected in July 2011, according to the report. The collection in July represents sales made in June.

Xcel Energy Inc. has saved an estimated \$17 million in energy costs by using a new energy-forecast software product developed in collaboration with Boulder-based **Global Weather Corp.** Xcel Energy (NYSE: XEL) now has used the WindWX energy-forecast service for a full year. Xcel saved about \$7.8 million in 2011 alone, the two companies said. Forecasts are designed to help utilities such as Xcel make

decisions about when to use less power from existing power plants when sufficient winds are forecast, the companies said. Xcel paid about \$5 million to develop the service in connection with the National Center for Atmospheric Research in Boulder.

Researchers from the **National Center for Atmospheric Research** and the **National Oceanic and Atmospheric Administration's Earth System Research Laboratory**, which are both based in Boulder, have developed instruments NASA aircraft are about to use to peer into hurricanes. NOAA and NCAR are working with NASA for its Hurricane and Severe Storm Sentinel mission. The three-year mission will fly two unmanned aircraft around and above hurricanes to study what makes them intensify or weaken and what determines their course.

Boulder-based **Campus Publishers**, a division of Redrock Publishing Co., has added Sam Houston State University to its family of more than 40 official university visitor guides. The guide will make its debut in summer 2013.

Boulder-based **Also Energy LLC**, maker of renewable-energy monitoring and portfolio-management software, is monitoring more than 200 solar installations on public schools, colleges and universities across the United States and Canada. Schools either build their own photovoltaic energy system to power their facility or partner with financiers or utility companies, and the power is sold to them at a fixed or reduced rate. AlsoEnergy provides solar energy production-monitoring data along with educational kiosks to the educational field.

Longmont-based **Dot Hill Systems Corp.** (Nasdaq: HILL), a provider of SAN storage solutions, has been selected by NEC High Performance Computing Europe to supplement

NEC's parallel file system LXFS, based on "Lustre" technology. The joint solution, which integrates Dot Hill AssuredSAN 3000 and 3003 storage arrays with NEC's file system products, has been deployed at several university research data centers as well as at development centers in the automotive industry.

MERGERS & ACQUISITIONS

MWH Global, a Broomfield-based provider of consulting, engineering and construction services, will begin offering financial-management consulting services following its acquisition of StepWise Utility Advisors. Englewood-based StepWise is a financial-management consulting firm that specializes in water and wastewater utilities. Terms of the acquisition were undisclosed.

Boulder-based private equity firm **Grey Mountain Partners**, in connection with its affiliate company, Denver-based Consolidated Glass Holding, acquired Insulpane of Connecticut and Orchard Glass Distributors.

SERVICES

Longmont United Hospital now has a da Vinci Si Surgical System in its operating room. The robotically assisted device is operated by a surgeon and features a three-dimensional camera and "arms" that hold surgical instruments. It can be used to perform a variety of surgical procedures, including hysterectomies, prostatectomies and colorectal surgeries. It sells for about \$1.75 million, according to industry statistics.

Deadline to submit items for Business Digest is three weeks prior to publication of each bi-weekly issue. Mail to Editor, Boulder County Business Report, 3180 Sterling Circle, Suite 201, Boulder, CO 80301-2338; or email to news@bcbr.com with Business Digest in the subject line.

AWARDS

The Lafayette-based **Creative Alliance Ltd.** has received an American Graphic Design Award from GD USA magazine for design work on behalf of two clients. The marketing agency designed a series of four safety promotion posters for Global Aerospace, Inc., which were also featured in the June issue of GD USA magazine. It also designed a box for LaserCycle USA's remanufactured laser toner cartridges.

Linda Boyd, owner of the **Instant Imprints** franchise in Louisville, has been named Franchisee of the Year Award by the International Franchise Association. Linda and her husband, Mike, are also the company's area franchisees for the state of Colorado.

Boulder Valley Credit Union received a Louis Herring Philosophy-In-Action Member Service Award from the Mountain West Credit Union Association. The credit union took first place in the \$250 million in assets category for its high school student credit union branch program that helps students learn to manage their own money responsibly and establish credit before they graduate from high school. The award recognizes credit unions that demonstrate in

an extraordinary way the practical application of the People Helping People philosophy. Louise Herring is dubbed the Mother of Credit Unions by the Ohio General Assembly for her help in chartering nearly 500 credit unions.

Boulder-based **Elevations Credit Union's** marketing team received three Golden Mirror awards from the Credit Union Executive Society. Elevations received a first place award in the miscellaneous category for an internal campaign supporting a major technology upgrade. It placed second in the television category and received an award of merit in the radio category. It also received a MAC Bronze Award in the Comprehensive Campaign category.

New Sky Energy received an Artemis award, which highlights the top 50 most promising startup companies in the water industry. New Sky has offices in Boulder and Austin, Texas. New Sky works with energy and manufacturing companies to convert their industrial wastes into the chemicals they use every day. New Sky's process converts salt and carbon dioxide wastes into valuable chemicals, the sale of which can make water treatment and desalination projects profitable.

NONPROFIT NETWORK

BRIEFS

Blooming in Boulder County, a new Boulder-based event-planning organization, plans to produce at least six interactive-entertainment events annually to benefit area nonprofits. Its inaugural event, "Blooming Masks," will be from 6:30 to 9:30 p.m. Saturday, Oct. 27, at Sun Rose Café, 379 Main St., Longmont, to benefit Helander Dance Theater in Boulder and Longmont Meals on Wheels. In addition to producing its own events, Blooming is available to plan private fundraising events. Contact Barbara Douglass for more information at 303-588-5157 or bloomingbarbara@gmail.com.

GOOD DEEDS

Employees at **Merrill Lynch, Pierce, Fenner & Smith Inc.** in Boulder recently volunteered at **Community Food Share** in Niwot. Seventeen employees participated and logged a combined total of 43 volunteer hours. Community Food Share also received 230,000 single-serve, shelf-stable milk cartons from full-service dairy **Meadow Gold**, a **Dean Foods Inc.** subsidiary, and food processing and packaging company **Tetra Pak USA**. Community Food Share is a food bank serving Boulder and Broomfield counties.

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/.

17 Boulder Transportation Connections is hosting an **Eco Pass, SmartCard and FlexPass presentation** from 11:30 a.m. to 1 p.m. Wednesday, Oct. 17, at the Dairy Center for the Arts, 2590 Walnut St., Boulder. Information will be available on Eco Pass reimbursements for businesses. Contact amy@bouldertc.org to R.S.V.P. for the free lunch.

23-24 The **Rocky Mountain Audio Video Expo 2012** will be Tuesday and Wednesday, Oct. 23 and 24, at the Crowne Plaza hotel at Denver International Airport. 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/>.

Thirty emerging clean-energy companies will present their business cases to a panel of investors and industry experts on Tuesday and Wednesday, Oct. 23 and 24, at the Grand Hyatt Denver, 1750 Welton St., Denver, as the National Renewable Energy Laboratory hosts the 25th **NREL Industry Growth Forum**. The event also will highlight clean-energy technology and business developments. For more information and to register, visit <http://www.industrygrowthforum.org>.

25 CO-LABS and the Alliance for Sustainable 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.

ON THE JOB

ADVERTISING, COMMUNICATIONS

Boulder-based BlogFrog Inc., a provider of influencer marketing technology, has hired **Jay Wallingford** as vice president for engineering. Wallingford has 20 years of experience in software development, architecture and SaaS applications.

ARCHITECTURE, CONSTRUCTION

Populus LLC, a Boulder-based energy efficiency company, has hired **Seth Portner** as chief operational officer. A University of Colorado graduate, Portner previously was national business development director for Masco's energy efficiency businesses, where he worked in most major American markets on large-scale residential and commercial energy efficiency projects. He was deputy director of former Colorado Gov. Bill Ritter's energy office and operations director for The Center for Resource Conservation, a Colorado-based nonprofit.



Portner

BANKING, FINANCE

Andy Carlson recently joined Merrill Lynch, Pierce, Fenner & Smith Inc. in Boulder. Carlson earned a bachelor's degree in business administration with a minor in economics from the University of Puget Sound.



Carlson

Certified financial planner **Elizabeth "Liz" Jacques** has joined Boulder-based Colorado Capital Management Inc., a boutique investment-management firm. Her experience includes private banking, managing and owning a family office advisory business and financial planning.



Jacques

Flatirons Bank's board of directors has elected **Michael McDowell** as its new chairman. McDowell, a Flatirons director since June 2011, succeeds O. Jay Tomson, who completed his term after having led the bank's board of directors since October 2010. McDowell is a Boulder native and a graduate of the MBA program at the University of

Colorado's Leeds School of Business. He served for 11 years as a managing partner of the Flatiron Companies in Boulder, where he oversaw real estate financing and financial forecasting for the companies' office and industrial properties.

HEALTH CARE

Licensed acupuncturist **Dennis Weigel** has joined Left Hand Community Acupuncture LLC in Lafayette. Previously, he was a health consultant at a health food store and ran a small private practice treating patients with acupuncture, shiatsu, and Acutonics.

HIGH TECH

Boulder-based Ball Aerospace & Technologies Corp. has appointed **Tim Harris** vice president and general manager for national defense. Harris previously served as director of business development for defense programs and program director for the Space Based Space Surveillance program, launched in 2010 to track space debris.



Harris

Louisville-based Inovonics Corp., a provider of wireless sensor networks for commercial and life safety applications, has hired **Eric Banghart** as a senior business-development manager for health care, **Dawn Wilson** as senior product manager for the company's enterprise mobile dress product line, and **Todd Stanley** as a senior product manager focusing on the senior-living market.

HOSPITALITY, RECREATION

Marty Rosenthal has been named general manager of the Millennium Harvest House Boulder hotel and conference center, 1345 28th St., Boulder, where he had been director of operations since January 2011. He replaces Dan Pirralo, a 30-year veteran of the hospitality industry who started June 1 as general manager of the Sheraton Steamboat Resort in Steamboat Springs. Rosenthal also has ties to Steamboat, having come to Boulder after serving for more than three years as food and beverage director at the Steamboat Grand Resort Hotel and Conference Center.



Rosenthal

Jeff Griffith has been named head brewer at Boulder-based Fate Brewing Co. He previously was head brewer for Golden City Brewery in Golden.

MANUFACTURING

Niwot-based shoemaker Crocs Inc. (Nasdaq: CROX) has promoted four senior executives, naming **Scott Crutchfield** chief operating officer, **Doug Hayes** president of the Americas market, **Dale Bathum** chief product officer and **Mike DeBell** chief sales officer.

Boulder-based Spider Active Sports Inc., which manufactures technical ski and active mountain lifestyle apparel, has promoted merchandising director **Joann Smith**, an 11-year company veteran, to vice president for merchandising.



Joann Smith

NONPROFIT

The University of Colorado Foundation has hired **Dennis C. Piper** as vice president and chief financial officer after a national search. Piper takes on responsibilities previously overseen by Richard W. Lawrence, who is now the foundation's president and chief executive. Piper has more than 30 years of financial experience, most recently as senior vice president at Northern Trust in Chicago.

Edward Smith, a wealth-management adviser with Merrill Lynch, Pierce, Fenner & Smith Inc. in Boulder, has been appointed president of the nonprofit Audio Information Network of Colorado for the Blind.



Ed Smith

WOW! Children's Museum in Lafayette has named **Jennifer Hinderliter** as executive director effective in October. Hinderliter has more than 10 years' experience with a variety of nonprofits, most recently as development director for Family Star Montessori school in Denver. WOW! also has elected **Kena Gutteridge**, co-owner of Ollin Farms in Longmont, and **Leslie Mackenzie** of Amgen Inc.'s corporate communications department, to its board of directors.



Osborne

Bob Yates, Susan Osborne and **Tom Galey Jr.**, joined the board of directors of the Boulder-based, 114-year-old nonprofit Colorado Chautauqua Association on Sept. 1.

Yates recently retired as senior vice president at Level 3 Communications Inc. Osborne was a mayor of Boulder and a Boulder City Council member after a 23-year tenure in the city's planning department. Galey's experience includes leadership roles at Front Range Community College's Boulder Campus and TG Consulting LLC., as well as his prior service on the CCA board from 2000 to 2003. The three new board members will serve three-year terms.



Yates

Boulder-resident **Dan Condon** has been chosen to serve as one of 130 people from 42 states for Opportunity Nation, a national campaign launching in November that will work to restore access to the American Dream by increasing economic opportunity through a coalition of nonprofits, foundations, educators, business and political leaders.

STAFFING

The Longmont/Boulder office of Express Employment Professionals, part of Express Services Inc., has hired **Amanda Hansen** as a business development specialist. Hansen previously was an account manager for Journal Broadcast Group in Omaha, Nebraska, and was membership sales director for the Longmont Area Chamber of Commerce.



Hansen

TELECOMMUNICATIONS

Broomfield City Councilman **Sam Taylor** has been promoted to sales manager at Broomfield-based Source Communications LLP, where he has worked since 2003.



Taylor

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.

PRODUCT UPDATE

Boulder-based **JNBridge LLC**, which makes tools that connect the Java and .NET frameworks both on the ground and in the cloud, is releasing JNBridge Pro 6.1. The company's latest version of its core product has been upgraded to include support for Microsoft's Visual Studio 2012 and .NET Framework 4.5.

Longmont-based **Kozio Inc.**, a provider of software solutions for embedded hardware design verification and production tests, has added VTOS Builder to its VTOS Suite 2.0 release. This closes the gap in the hardware design chain with the industry's first user configurable, special-purpose verification and test.

Pangea Organics, part of Boulder-based Pangea Naturals Inc., has introduced Brazilian Brown Sugar with Cocoa Butter Body Polish and Chilean Rosehip with Tamanu and Red Clover Hand Cream. The products can be ordered at pangeaorganics.com and purchased

at retailers such as Whole Foods Market.

Boulder-based **Upslope Brewing Co.** has released its Pumpkin Ale, which won a gold medal in the Field and Pumpkin Beer category at the 2011 Great American Beer Festival. It is the third installment in Upslope's Limited Release Series and will be the brewery's first 16-ounce-can four pack. The ale is brewed using organic Baby Bear pumpkins grown at Munson Farms in Boulder County.

Boulder-based branded snack-food developer and supplier **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.

SYSTEMS ENGINEER (SOFTWARE)

Intel Corporation has an opening in Longmont, CO. May require experience, depending on position. Combination ed/exp accepted in some positions in lieu of degree. To apply and submit resume, please visit www.intel.com/jobs and search for the job # below. Apply to each job # of interest. Applications will be accepted through 11/14/2012. EOE

Systems Engineer (Software)— Design and develop electronic or electromechanical equipment or systems oriented products with emphasis on the software engineering methodology and specific software development tools required to design, develop and integrate system software components. Requires MS (#630093, #630094).

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

EXISTING HOME SALES

August 2012 Statistics

Year-to-Year Comparison

Location	Total# Sold	Inventory	Avg. Sales Price	Avg. Days to Contract	Median Sales Price	Total # Sold			Average Sales Price			Average Days to Contract			Median Sales Price		
						08/01/10 - 07/31/11	08/01/11 - 07/31/12	%chg	08/01/10 - 07/31/11	08/01/11 - 07/31/12	%chg	08/01/10 - 07/31/11	08/01/11 - 07/31/12	%chg	08/01/10 - 07/31/11	08/01/11 - 07/31/12	%chg
Boulder	71	327	\$690,319	58	\$585,000	600	731	21.8	\$663,046	\$664,817	0.3	92	80	(13.0)	\$535,000	\$570,000	6.5
Broomfield	30	115	\$401,744	116	\$394,500	338	396	17.2	\$362,509	\$359,170	(0.9)	93	70	(24.7)	\$324,900	\$326,400	0.5
Erie	28	132	\$357,505	81	\$345,000	247	287	16.2	\$324,767	\$336,920	3.7	85	70	(17.6)	\$304,000	\$325,000	6.9
Lafayette	29	86	\$346,258	51	\$375,000	215	294	36.7	\$360,179	\$383,934	6.6	82	77	(6.1)	\$311,000	\$357,500	15.0
Longmont	99	356	\$261,975	53	\$238,500	786	926	17.8	\$251,699	\$256,522	1.9	77	68	(11.7)	\$224,000	\$230,000	2.7
Louisville	30	53	\$446,918	30	\$386,750	181	230	27.1	\$421,374	\$421,705	0.1	61	60	(1.6)	\$378,500	\$385,000	1.7
Superior	19	46	\$431,053	25	\$438,500	110	134	21.8	\$431,432	\$420,827	(2.5)	67	45	(32.8)	\$390,000	\$390,950	0.2
Mountains	32	358	\$395,106	136	\$332,000	244	276	13.1	\$401,206	\$405,552	1.1	132	126	(4.5)	\$349,000	\$341,500	(2.1)
Plains	38	305	\$564,389	75	\$502,500	327	371	13.5	\$630,234	\$615,453	(2.3)	101	96	(5.0)	\$500,000	\$470,000	(6.0)
Total	376	1,778				3,048	3,645										

EXISTING CONDO SALES

August 2012 Statistics

Year-to-Year Comparison

Location	Total# Sold	Inventory	Avg. Sales Price	Avg. Days to Contract	Median Sales Price	Total # Sold			Average Sales Price			Average Days to Contract			Median Sales Price		
						08/01/10 - 07/31/11	08/01/11 - 07/31/12	%chg	08/01/10 - 07/31/11	08/01/11 - 07/31/12	%chg	08/01/10 - 07/31/11	08/01/11 - 07/31/12	%chg	08/01/10 - 07/31/11	08/01/11 - 07/31/12	%chg
Boulder	70	283	\$321,331	62	\$212,895	500	642	28.4	\$316,763	\$304,133	(4.0)	126	144	14.3	\$249,000	\$250,000	0.4
Broomfield	8	32	\$191,294	85	\$186,500	62	75	21.0	\$215,138	\$230,717	7.2	129	146	13.2	\$213,450	\$237,000	11.0
Erie	2	13	\$177,950	14	\$177,950	36	25	(30.6)	\$176,500	\$186,183	5.5	103	85	(17.5)	\$142,750	\$134,500	(5.8)
Lafayette	9	33	\$172,871	48	\$165,940	69	95	37.7	\$179,788	\$196,822	9.5	78	81	3.8	\$173,750	\$209,500	20.6
Longmont	19	81	\$175,022	36	\$172,000	149	216	45.0	\$176,501	\$182,369	3.3	99	92	(7.1)	\$167,000	\$164,000	(1.8)
Louisville	4	7	\$151,725	27	\$154,450	38	35	(7.9)	\$180,049	\$230,355	27.9	74	87	17.6	\$179,248	\$204,000	13.8
Superior	0	6	0	0	0	20	30	50.0	\$205,795	\$209,859	2.0	60	54	(10.0)	\$218,000	\$182,000	(16.5)
Mountains	0	3	0	0	0	0	2	N/A	0	\$178,450	N/A	0	98	N/A	0	\$178,450	N/A
Plains	10	38	\$247,472	32	\$257,500	81	82	1.2	\$195,710	\$191,972	(1.9)	127	83	(34.6)	\$177,500	\$162,497	(8.5)
Total	122	496				955	1,202										

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

Real Capital Solutions wants place in sun

LOUISVILLE — Real Capital Solutions, a Louisville-based real estate investment company, and Boulder-based Namaste Solar are collaborating on a \$600,000 project to install solar panels on Real Capital's headquarters at 371 Centennial Parkway.

Real Capital said in a press release that portions of the installation will be filmed, and the company hopes to use the installation as a demonstration project and offer tours to schools and community groups.



REAL ESTATE
Michael Davidson

Real Capital owns the 78,000-square-foot office building, purchasing it for \$5.8 million in February.

Like many of the company's acquisitions, Real Capital bought the property at a steep discount. A bank had foreclosed on the property in 2011 after its prior owner defaulted on an \$8.5 million loan. The bank paid \$7.9 million for the property at the foreclosure auction, according to Boulder County records.

The solar project comes during a busy year for Real Capital Solutions. The company's subsidiaries, Condo Capital Solutions, Apartment Capital Solutions and Homebuilder Capital Solutions, have continued to snap up distressed residential properties.

Real Capital also has been buying distressed commercial properties, adding four properties to its portfolio this year. Its most recent acquisition was the Garrison Business Park in Lakewood.

"Real Capital Solutions is one of the most active buyers in the state, perhaps the whole country, in the past 12 months. We have millions more we are looking to invest before the end of the year," Real Capital Solutions founder and chief executive Marcel Arsenault said.

BOULDER

FORECLOSURES: Foreclosure numbers through the first eight months of 2012 are improving in Boulder and beating statewide numbers, but the same cannot be said of Broomfield, according to a report released by the Colorado Division of Housing.

The division's monthly survey of foreclosure data in Colorado's largest metropolitan areas found that the number of foreclosure filings in Boulder County dropped 8.6 percent through August. Since the start of 2012 through that month, 583 foreclosures were started, down from 638 during the same period in 2011.

In Broomfield County, 160 foreclosures were started, a 5.3 percent increase from the first eight months of 2011.

The survey found that in the state's largest metro areas, the number of foreclosures increased by 4 percent, to 17,241. The division's report included Colorado's largest urban areas, includ-

ing Boulder, the metropolitan Denver area, Colorado Springs, Fort Collins, Grand Junction and Pueblo.

Foreclosure auction sales in Boulder County dropped 34.6 percent when comparing the first eight months of 2011 to 2012. According to the report, 249 homes were sold in the first eight months of 2012.

In Broomfield County, 65 properties were auctioned off through August, an 8.3 percent increase from the prior year.

Across the metro areas surveyed, the number of auctions dropped 25.7 percent, to 8,541.

11th & PEARL: Looks like the third time is the charm for Karlin Real Estate.

The real estate development company behind the Eleventh and Pearl redevelopment project has received approval from the Boulder Planning Board and Landmark Board for one of the most noteworthy redevelopment projects to happen in Boulder.

Karlin Real Estate, a California-based company, is redeveloping buildings at 1048 Pearl St. and 1023 Walnut St. in downtown Boulder. The buildings were the former home of the Boulder Daily Camera.

Karlin envisions two office buildings that would total 159,000 square feet and have space for ground-floor retail, restaurants and a movie theater. Karlin bought the property in 2010 for \$9 million.

The Boulder Planning Board voted

4-3 to approve the project at its Sept. 13 meeting. It was Karlin's third time before the planning board. After the prior two hearings, the company made extensive changes to the building's exterior.

The Landmarks Board approved the project Sept. 19.

Now, the only hurdle is Boulder City Council, which has the option of "calling up" Karlin's plan for review in early October, according to Elaine McLaughlin, the official in the Boulder Planning Department who is overseeing the city's review of the project.

Representatives of Karlin Real Estate are confident the changes made to get the project approved by the planning board will be approved by the City Council, vice president Vicky Canto said in an interview after the final board meeting.

"I'm not worried," she said. "I think and hope that what we demonstrated to the planning board last night was that we can successfully address their concerns and work through these issues and arrive at a design solution that meets everyone's objectives. I was very pleased with (the) process and outcome."

The team of architects on the 11th and Pearl site include Denver-based firms Shears Adkins Rockmore and Tryba Architects.

SOLAR CONDOS: A local condominium homeowners group is touting its new solar-panel system, which is expected to save the owners an

► See **Real Estate, 25A**

CU study tracks consumer reaction

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

BOULDER — Sometimes less is more, and at the same time too much is not enough.

That seeming paradox explains how different types of consumers respond to the explanations of novel or unfamiliar products, according to a study published by a professor at the University of Colorado-Boulder's Leeds School of Business.

Consumers break down into "explanation foes" or "explanation fiends," with their approaches determined by cognitive traits, according to Phil Fernbach, the study's lead author and an assistant professor of marketing at the Leeds School.

Explanation foes and explanation fiends are differentiated by the amount of explanation they need. They also have different psychological responses when presented with information, and those responses affect purchasing decisions.

Explanation foes are more common. They prefer minimal details before making a purchase, rely on intuition and feel brief or even

shallow explanations are enough. They also can react negatively to more information, and when they attempt to explain how a product works, their interest in buying it decreases, the study found.

That reaction is in contrast to explanation fiends, who desire deep and detailed explanations of how something works before making a purchase. Explaining how something works increases their willingness to buy — or at least doesn't hurt, Fernbach said.

Both types need some sort of explanation of how something works. The difference is in the amount of detail and their somewhat surprising responses.

"All groups, fiends and foes, want some sort of explanation," Fernbach said. "They want to feel like they understand. It's very important to give consumers a feeling they understand how something works, or they don't think it's going to work."

The results are rooted in the psychologies of consumers and are predicted by a cognitive reflection test. The test finds that explanation

foes respond more impulsively and intuitively to questions, and also have a tendency to be incorrect.

Studies find that somewhere around 40 percent of subjects meet that description, Fernbach said.

Explanation fiends take longer to answer questions and think more deeply, which results in more right answers. They make up about 10 percent to 20 percent of people, Fernbach said. The rest fall in between.

The findings could have practical ramifications for marketers, Fernbach said. Trying to sell a new product to both groups at the same time can backfire, as a pitch ends up landing between the two poles.

Tailoring pitches to specific audiences and market segments are ways companies can work around the problem, he said.

The findings also could help marketers determine whether they want to focus on selling a product's benefits or going in depth about how it functions.

Steven Sloman, a professor of cognitive, linguistic and psychological sciences at Brown Univer-

sity in Providence, Rhode Island, co-authored the study, along with research assistants Robert St. Louis and Julia Shube. It was supported by a grant from Unilever, a consumer products company.

The paper was published online in the Journal of Consumer Research.

In one part of the study, participants were given varying explanations of a new tinted food wrapper product, according to a press release from CU. "Explanation foes" highly rated their understanding and preference for the item when they read a simple description of how its "white coloring protects food from light that causes it to spoil, thereby keeping food fresh for longer."

"Explanation fiends" highly rated their understanding and preference for the food wrapper when they read a more detailed description of how "atoms in the tinting agent oscillate when hit by light waves, causing them to absorb the energy and reflect it back rather than reaching food, where it would break the bonds holding amino acids together, thereby keeping food fresh for longer," the release said.

GNIP from 1A

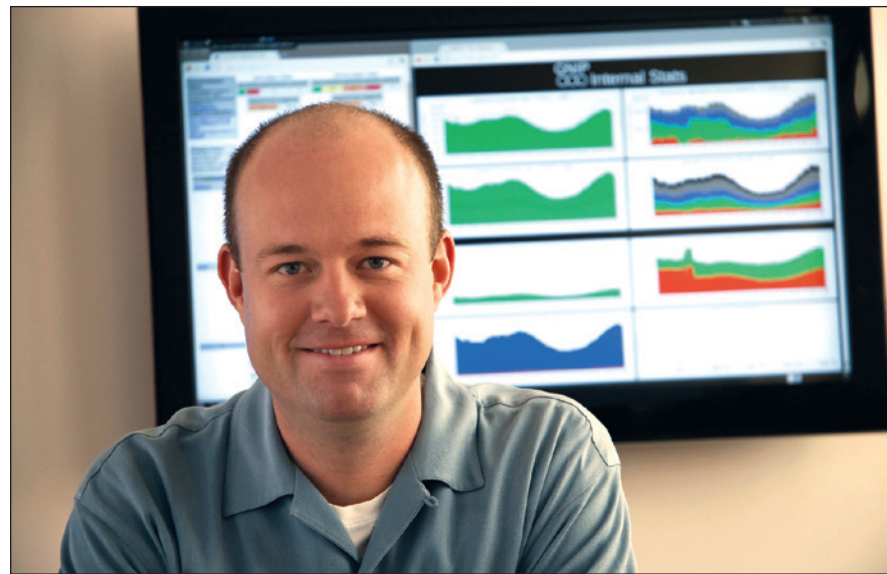
ter, Facebook and Tumblr. Gnip sells what it collects to social-media analysis firms, which study the data for clients such as advertising companies, brands and investment companies.

Social-media analysis has focused on real-time sentiment monitoring, which allows companies to spot trends and get feedback on their products. That's good for immediate reaction, but companies have nothing with which to compare it.

"To date, the entire focus has been on real-time data," Moody said. "There's a need to put things in context."

Having access to historical data will give companies perspective on how one product launch compares with another, Moody said. Access to the archive also allows users the chance to develop predictive models based on what Twitter users thought in the past.

Consumer product companies, business intelligence firms, hedge funds and even historians and reporters are potential users of Historical PowerTrack, Moody said. Users will



MICHAEL MYERS

Judson "Jud" Valeski, co-founder and chief executive of Boulder-based Gnip Inc., has plenty of experience in the online world, including serving as an engineering director at Netscape Communications and a technical adviser at AOL.

be able to access the entire archive or just a set time period.

"We're slicing and dicing the data to give people exactly what they want," Moody said.

The price of Historical Pow-

erTrack will be based on how much data a client asks for and the time period, Moody said.

Developing Historical PowerTrack was a "huge" technical challenge more than a year in the

making, Moody said. One factor was being compliant with Twitter's terms of service, which allows users to delete tweets. While taking a post off a page is easy, removing it from history proved to be a complex challenge that Gnip was able to solve, Moody said.

The launch of Historical PowerTrack is a defining moment for Gnip.

"It's huge," Moody said. "This is one of the top three milestones in the company's history."

Gnip employs about 45 people, up from about 15 last year. While the company does not discuss revenue in detail, it is posting double-digit gains each quarter, Moody said.

This isn't Gnip's first project that focuses on collecting the Twitter archive. Last year, the company partnered with Twitter to provide the entire public archive of tweets to the Library of Congress.

"It's important human history," Moody said, "and they want to archive it."

REAL ESTATE from 20A

estimated \$300,000 in energy costs during the next 20 years.

The Remington Post Homeowners Association partnered with Syndicated Solar Inc. in Grand Junction to install the solar panels, said Barney Moran, manager of the property at 3350 Chisholm Trail. Investors in Syndicated Solar paid the installation and system costs, Moran said. Invest-

ment numbers were not immediately available from Syndicated Solar.

In return, Remington Post gets solar energy at a preset fixed rate that can only rise 3 percent per year, Moran said. Utility provider Xcel Energy Inc. has charged rate increases of as much as 6 percent in the past, Moran said. He calculated information from those two costs to find the

estimated \$300,000 in savings.

"This is much more than dollar savings," Moran said in a press statement. "This solar installation provides a cushion against higher electric utility costs, and it sends a positive, green message to both the Remington Community and our larger Boulder public."

Syndicated Solar installed arrays on four of Remington Post's 12 build-

ings and on two of its carport roofs. The arrays are expected to generate more than 100 kilowatts of electricity. Investors received the tax credits and other benefits available for solar panel systems, Moran said.

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

City started small to lure biz startups

It wasn't accomplished by a top-down plan. Boulder's emergence as a startup mecca, heralded most recently in a Washington Post column by Vivek Wadhwa, instead was an organic evolution initiated by entrepreneurs and fed by venture capitalists and other support sectors.

"This is the type of tech center that government officials dream about building," Wadhwa writes.

Boulder has achieved a great deal of national press in recent years, including a 2010 New York Times article and a BusinessWeek article that same year by Wadhwa naming Boulder the nation's "best town for startups."

EDITORIAL

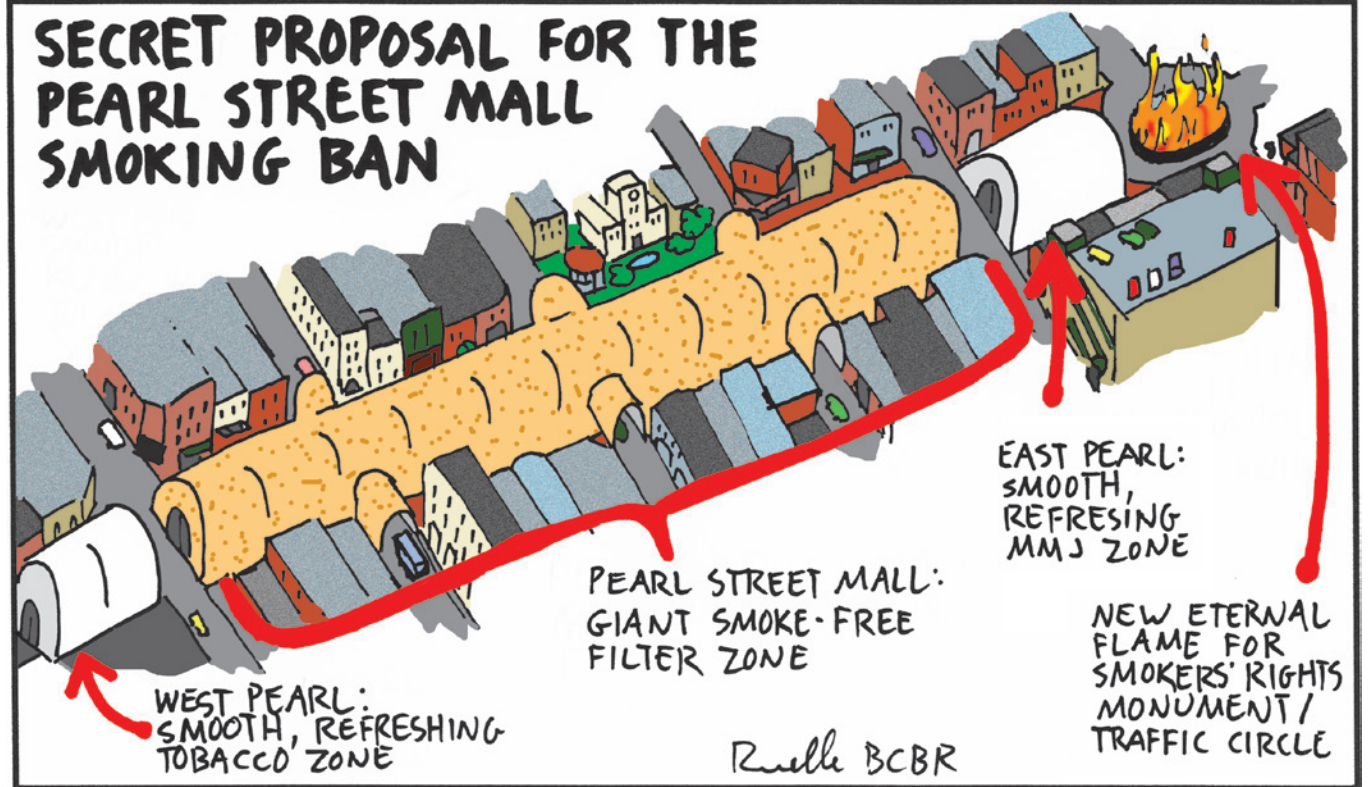
That notoriety is about to get even more pronounced, with the preorder release of local entrepreneur Brad Feld's latest book, "Startup Communities: Building an Entrepreneurial Ecosystem in Your City." Feld has been speaking widely on the topic, including at the Bixpo trade show this past week in Loveland.

So how did Boulder develop a startup culture that has become the envy of cities across the country? Wadhwa summarizes Feld's thoughts: It all began with the entrepreneur, who must lead the effort with a long-term view. Support sectors such as accountants, lawyers, governments, chambers of commerce, venture-capital firms, universities and others help build that community, but it starts and builds with the entrepreneur.

Feld also notes that startup communities must be inclusive, embracing anyone who wants to support the entrepreneurial culture. Equally important are activities that build on the startup culture. Think TechStars, Startup Week or other activities.

It's an impressive analysis. Sometimes, when you're living in a forest, you don't understand the dynamics of the ecosystem around you. Feld has given Boulder Valley residents a chance to rise to 10,000 feet to get the big picture.

If we better understand what got us here, we can help foster that ecosystem even more.



Malls endure cycle of life and adapt

Twin Peaks, Foothills developers undertake major redevelopments

It's the cycle of retail life. Two regional malls are about to undergo extreme makeovers. Developers have revealed plans for the struggling Twin Peaks Mall in Longmont and the equally struggling Foothills Mall in Fort Collins. Both properties will be transformed in an effort to stanch the bleeding of retailers and sales-tax dollars. In Longmont, Fort Collins-based development company NewMark Merrill Mountain States has unveiled plans to convert the 555,000-square-foot enclosed mall into an outdoor retail village. The redevelopment is expected to cost \$80 million.

Farther north, Greenwood Village-based Alberta Development Partners LLC has revealed plans for a hybrid indoor-outdoor shopping environment, razing part of the 760,000-square-foot mall.

The efforts are reminiscent of the transformation of Crossroads Mall in Boulder, which was largely demolished to make way for Twenty Ninth Street, a lifestyle center that is approaching full occupancy, with a mixture of retail and office space.

In fact, Alberta officials told the Fort Collins Coloradoan that they

intend to pursue retailers such as Anthropologie, Nordstrom Rack and Trader Joe's. Foothills also would retain Macy's as a large anchor tenant.

Sound familiar? Anthropologie and Nordstrom Rack already occupy large spaces at Twenty Ninth Street, with Trader Joe's soon to come. Macy's also retained its anchor store in Boulder.

Both Foothills and Twin Peaks also contemplate new cinemas, with many smaller retailers and restaurants.

Can what worked at Crossroads also work at Foothills and Twin Peaks? Fort Collins once ranked as the retail center not only of northern Colorado but also of a wider region that included southeastern Wyoming and beyond. That dominance was ended with the opening of The Promenade Shops at Centerra at Interstate 25 and U.S. Highway 34.

Declining occupancy — Foothills is barely 50 percent filled — has left the mall with vast empty spaces and bleak prospects. Without a major redevelopment, the property's decline would continue. The Foothills redevelopment will be decided by voters, who will cast ballots on whether to create a special tax-

ing district to help finance the project.

In Longmont, redevelopment of the once-thriving Twin Peaks Mall likely will also require city participation in the form of tax incentives.

Backers of both redevelopment proposals appear not to be concerned with proximity to other, existing retail projects. Twenty Ninth Street has thrived even with FlatIron Crossing just down the road in Broomfield. Twin Peaks would be just up the Diagonal Highway from Boulder. And Foothills must combat not only The Promenade Shops at Centerra in Loveland but also Front Range Village, another retail development in southeast Fort Collins.

These projects lay bare the lifespan of large retail centers. Just a few decades can throw a once innovative project into irrelevancy and decline, to extreme effect. In Colorado, municipalities are heavily reliant on sales-tax dollars. To lose millions of dollars to other communities can be devastating for a city's budget.

So no wonder that Boulder, Broomfield, Longmont and Fort Collins have gone to great lengths to preserve those tax revenues at all costs.

Any city official would want to ensure that a major tax generator returns to the positive phase of the cycle of life as quickly as possible.

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PUBLISHER'S NOTEBOOK
Christopher Wood

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BCBR DAILY from 2A

Mocavo, a TechStars 2011 graduate, purchased ReadyMicro, which is based in Orem, Utah. ReadyMicro specializes in digitizing historical records.

Mocavo will continue to operate in Boulder, and employees from ReadyMicro will remain in Utah. The company is hiring at both offices.

The acquisition will allow Mocavo to broaden its reach and expand beyond searches, the company announced on its blog.

Mocavo has raised about \$5.2 million, which includes a \$4 million investment from Foundry Group.

Posted Sept. 24.

State jobless rate tops nation's

DENVER — For the first time since 2005, Colorado's unemployment rate is above the national unemployment rate, according to a report from the Colorado Department of Labor and Employment. The report also found Boulder has the lowest unemployment rate of Colorado's major cities.

Colorado's unemployment rate declined one-tenth of a percentage point in August to 8.2 percent, according to a report from the Colorado Department of Labor and Employment. The department found that the decline was not based on new job creation, but rather people leaving the labor force.

The U.S. unemployment rate declined two-tenths of a percentage point to 8.1 percent. It is the first month Colorado has underperformed the nation since September 2005.

Boulder and Broomfield counties are bucking the trend. The not-seasonally-adjusted unemployment rate in Boulder County fell to 6.1 percent in August, down from 6.5 percent in July and 6.3 percent in August 2011. Broomfield's unemployment rate fell to 7.1 percent in August, down from 7.7 percent in July and 7.6 percent in August 2011.

The division also broke out the unemployment rate for Colorado's major cities. Boulder's rate in August was 5.6 percent, giving it the lowest rate. In July it was 6.3 percent. Longmont's rate was 7.3 percent in August, down from 7.8 percent in July.

Posted Sept. 21.

New Frontier ousts CEO

BOULDER — New Frontier Media Inc. has ousted longtime president, chief executive and chairman Michael Weiner in a major leadership change for the Boulder-based adult media company.

New Frontier Media (Nasdaq: NOOF) announced Weiner's departure in a tersely worded press release which said he "has been terminated" but gave no explanation for the move or paid any tribute to Weiner.

New Frontier Media produces adult and mainstream movies and distributes them via pay-per-view or on-demand service to cable and satellite companies. New Frontier Media's headquarters and broadcast facility are in Boulder.

Posted Sept. 19.

Arena operator on sale block

DENVER — The Anschutz Co. is putting the Anschutz Entertainment

Group up for sale in a deal that could have a local impact.

AEG is a wholly owned subsidiary that owns and operates arenas and theaters, has shares in sports teams and produces musical tours and festivals around the world. Based in Los Angeles, it has a global reach that extends to Broomfield and the Denver area.

AEG Live is a partner in Peak Entertainment LLC, the company that manages the 1stBank Center in Broomfield. Kroenke Sports & Entertainment LLC, which owns the Pepsi Center, Denver Nuggets and Colorado Avalanche, is the other partner.

AEG Live, one of the largest concert promoters in the nation, manages booking and promotions for the

1stBank Center. The arena has seen an increase in the number of shows and the prominence of acts since Peak Entertainment took over arena management in 2009. The arena is owned by the city of Broomfield.

Posted Sept. 19.

County mulls oil, gas rules

BOULDER — Boulder County officials have released a new set of proposed rules for oil and gas companies wishing to operate in the county.

Air and water quality surrounding oil and gas drilling is addressed for the first time by the proposed rules, according to information about the issue on a Boulder County website. An existing set of rules in the county's Land Use

Code was passed 19 years ago, and the new proposal would update those rules.

County officials have received thousands of comments from residents about oil and gas drilling issues in the past several months, said Jim Webster, a spokesman for the county. Boulder County commissioners placed a temporary moratorium on processing required development plans for local oil and gas permits in February.

Three other public meetings may be scheduled in October and one in November to gather comments on the issue, based on information posted on the county's website. For details, visit <http://www.bouldercounty.org/dept/landuse/pages/oilgas.aspx>.

Posted Sept. 18.

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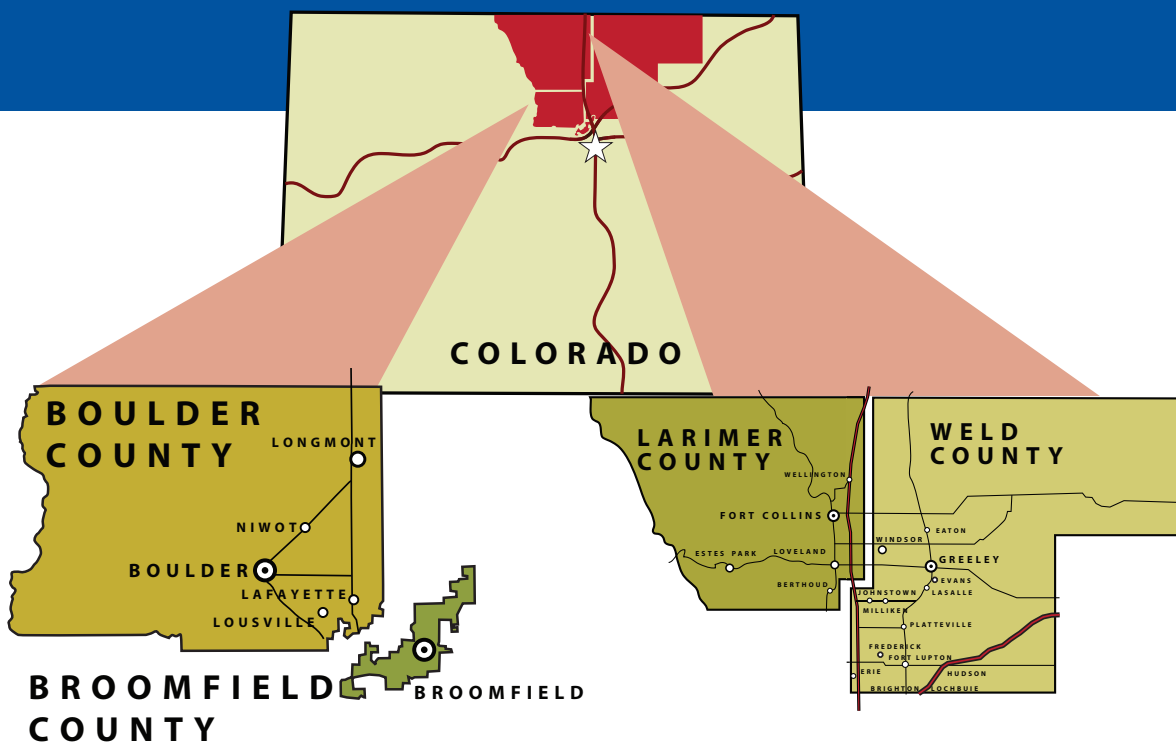


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Q&A with Christopher Wood

Publisher, Boulder County Business Report

Manager, BizWest Media LLC

How would you characterize BizWest Media's publications?

We're in small but dynamic markets. It doesn't get much better than the Boulder Valley and Northern Colorado in terms of innovation and entrepreneurship. And the Wyoming economy is one of the strongest in the country. Our markets of Boulder, Broomfield, Larimer and Weld counties, along with Wyoming, include universities, federal laboratories and thousands of high-tech companies. This vibrancy has helped our publications return to growth.

How did the recent "Great Recession" affect these markets?

I think every market and every business journal in the country was affected, and not for the good. We even purchased control of these publications in 2011 out of a larger company's bankruptcy, brought on by the Great Recession. It's been interesting to see the differences in the Boulder Valley, Northern Colorado and Wyoming. One year, one publication would be up and another down. This year, all three will be up, and that's a very positive sign.

What is the value of business journalism?

It's essential, especially in an era

when daily newspapers, for the most part, have cut back on their business coverage. What has been the biggest story of the past four or five years? Clearly, it's been the economic meltdown. Coverage of business and the economy is more important than ever. Dailies can only steer their resources in so many directions. As they've cut back on business coverage, that leaves a void that regional business journals can fill nicely.

What is the future of the print publications in the Internet age?

Print continues to be the biggest driver of our revenue. Many people mistakenly believe that print is dead. But our readers don't believe it, and, fortunately, our advertisers don't, either. Print advertising sales will be up at each of our publications this year.

So what's your Internet strategy?

You shouldn't misunderstand my previous response. Although we believe strongly in print, we also are wholly invested in the Web and are seeing good growth there. We have invested huge sums this year in redeveloping of our websites. That initial phase will be completed in a few months, and we already are planning for additional online development, including additional content areas,

multimedia offerings and mobile. Mobile is the fastest-growing means of accessing the Internet, and we will be creating new apps and studying how best to reach our reader through mobile devices.

What is the greatest challenge facing BizWest Media?

We have to stay relevant. We take nothing for granted — not our print revenue, not our subscribers, not our online readers. On the sales side, our account executives routinely perform "needs assessments" on their clients or prospects. We have to go through largely the same process for our readers. If someone's not reading us, I want to know why not. What do they need that they're not getting? We have to be curious, innovative and nimble. And we have to listen.

What is the company's greatest asset?

Unquestionably, it's our staff. We have an amazing team, whether it be our writers, editors and researchers, sales people, graphic designers, Web developers, marketing, circulation or admin. Everyone is pulling in the same direction: producing the nation's best local business publications. What medium we do that — print, Web or mobile — is irrelevant. I would put our team up against any other in the nation. We're agile.

At a glance

BizWest Media LLC

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Publications:

Boulder County Business Report, Boulder, www.bcbcr.com

Northern Colorado Business Report, Fort Collins, www.ncbr.com

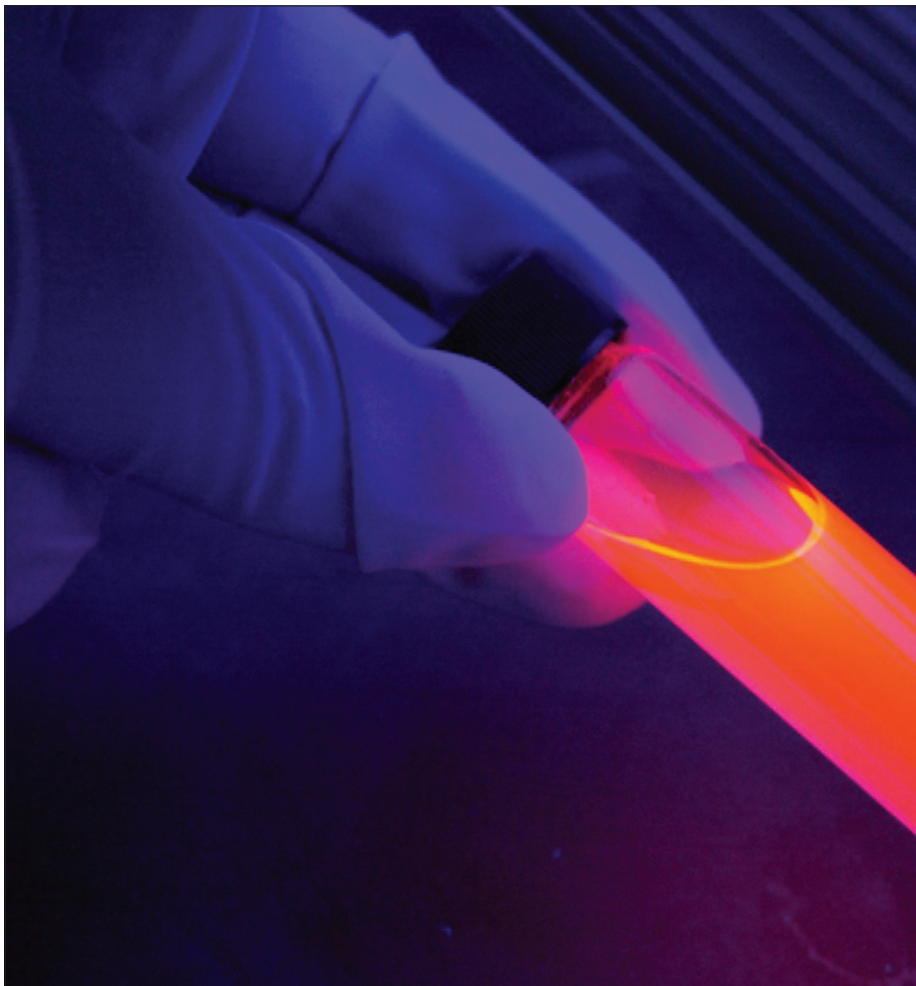
Wyoming Business Report, Cheyenne and Casper, Wyoming Business Report, www.wyoming-businessreport.com

Other: BizWest Media publishes a variety of annual magazines and directories, including for the manufacturing, technology, health-care and green sectors.

Events: Bravo! Entrepreneur, IQ Awards, Bixpo, Green Summit, Net Zero Cities, Economic Forecast, Boulder Valley Real Estate Conference & Forecast, Mercury 100 Fastest-Growing Private Companies and others.

Number of employees: 36

Note: BizWest Media LLC, through a wholly owned subsidiary, also owns the majority of DataJoe LLC, an applications service provider that provides research, design and e-commerce tools to business journals and trade journals internationally.



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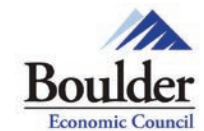
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