

REAL ESTATE

Developers cry foul over water supply, 3A

ENERGY

Growing Vestas breezes past uncertainty, 7A

DISCOVERIES

Solar eclipse to test German power grid, 11A

THE BUSINESS JOURNAL OF THE BOULDER VALLEY AND NORTHERN COLORADO

VOLUME 34 | ISSUE 7 | MARCH 20 - APRIL 2, 2015



Greeley's Brix Taphouse and Brewery serves only Colorado-brewed beers including, after receiving the necessary license, its

own. "Our main goal is to introduce new beers to people - beers nobody else has ever seen," co-owner Troy Milburn said.

Brix Taphouse celebrates wealth of Colorado brews

Collaboration credited as aid to state's startups

BY DALLAS HELTZELL

dheltzell@bizwestmedia.com

GREELEY — How prolific has the state's craft-beer industry become? It's now so pervasive that a new taphouse in downtown Greeley can have 60 separate Coloradomade brews on tap at once—including some different ones every time a customer walks in.

In a state with 117 licensed brewpubs and 169 other craft breweries and counting – it's no wonder.
 And that's not even counting the ever-growing number of wineries and distilleries.

That surge in popularity is reflected across the nation. The Boulder-based Brewers Association reported March 17 that in 2014, craft breweries reached a double-digit volume share of the U.S. marketplace – 11 percent – for the first time.

"We usually drain three kegs a day," said Troy Milburn, co-owner of Brix Taphouse and Brewery, which held its grand opening Jan. 31 at 813 Eighth St. in Greeley. "So as we rotate through, we usually have three new beers on tap every day."

Some of the beers come through distributors, Milburn said, but others are delivered to the taproom by the brewers themselves. "These guys are self-distributors," he said. "They bring their kegs up here, pick up their empties and put pints in the cooler." Milburn occasionally also has to go pick up kegs from small brewers himself.

A few of the taps stay the same because Milburn and partner Justin Hiatt like to support Weld County-based brews such as those from Broken Plow, Crabtree, Weld Works and Wiley Roots in Greeley, High Hops in Windsor and Echo in Frederick. But the rest might come from

➤ See Taphouse, 14A

RGS' future cloudy

Solar firm's stock falls as lawsuits loom

BY STEVE LYNN

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LOUISVILLE — Real Goods Solar Inc., a once-promising company doing business coast to coast, is teetering on the edge of being delisted amid mounting losses and three shareholder lawsuits alleging the company made misleading statements about its financial health.

Real Goods Solar (Nasdaq: NGSE), founded in 1978 and formerly a part of Louisville-based Gaiam Inc. (Nasdaq: GAIA), installs rooftop solar systems nationwide. The company's stock traded at a mere 28 cents in mid-March, down from \$4.39 a year ago. Its share price must rise to \$1 per share for more than 10 consecutive days by June 15 or it will be taken off the Nasdaq exchange.

Real Goods Solar, which has seen the resignations of its chief executive and chief financial officers, said earlier in March that it would reduce its headcount by 100 jobs, or more than 30 percent, as part of a reorganization. The announcement followed a fourth-quarter earnings report that projected a \$16 million loss.

The company also noted an \$11 million impairment charge related to its acquisition of Hawaiian-based Sunetric just a year ago. The acquisition has flailed as regulatory changes in

➤ See RGS, 23A



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Heska Corp. leading with 159.4 percent return for the year

Stocks of Local Interest																									
NAME	TICKER	52-WK LO	RANGE	CLOSE	LAST*	wĸ	мо	QTR 9	YTD %CHG	1YR %RTN	P/E	DIV YLD	NAME	TICKER	52-WK LO	RANGE	CLOSE HI	LAST*	WK	мо	QTR	YTD %CHG	1YR %RTN	P/E D	IV YLD
ARCA biopharma Inc	ABIO	0.65	-	2.21	.81	•	A	•	-15.1	-61.1	dd		Hain Celestial Grp	HAIN	40.84		63.40	63.18	A	A	A	+8.4	+33.9	49	
Advanced Energy Ind	AEIS	16.00		28.18	25.57	A	▼	A	+7.9	+1.9	21		Halliburton	HAL	37.21	~ —	74.33	40.52	•	\blacksquare	A	+3.0	-26.1	10 0.	.72 1.8
Anadarko Petrol	APC	71.00	-\$	113.51	80.64	A	▼	▼	-2.3	-2.5	dd	1.08 1.3	Heska Corp	HSKA	8.60		26.68	24.10	•	•	A	+32.9	+159.4	60	
Array BioPharma	ARRY	2.98		8.59	8.17	A	A	A	+72.7	+60.1	dd		IBM	IBM	149.52	~	199.21	157.08	A	•	•	-2.1	-13.7	13 4.	.40 2.8
Avago Technologies	AVGO	57.27		131.54	129.87	A	A	A	+29.1	+101.4	СС	1.52f 1.2	Level 3 Commun	LVLT	36.00		55.95	54.55	_	_	<u> </u>	+10.5	+46.2	44	
Ball Corp	BLL	52.90		77.20	70.41	A	▼	A	+3.3	+27.8	20	0.52 .7	Noble Energy Inc	NBL	41.01	~	79.63	45.61	_	•	•	-3.8	-33.1	14 0.	.72 1.6
Boulder Brands Inc	BDBD	7.77	~	18.46	9.36	▼	▼	▼	-15.4	-44.4	55		Noodles & Co	NDLS	17.15	~	41.54	17.48	_	_	_	-33.7	-54.6	47	
Clovis Oncology Inc	CLVS	35.33		87.23	81.78	A	A	A	+46.0	-4.3	dd			PPC	16.17	-	32.62		•	_	Ť	-9.5	+69.4		7e
Crocs Inc	CROX	10.25	-\$	16.83	11.67	▼	A	•	-6.6	-20.8	dd		Pilgrims Pride			<u> </u>		25.06		_	_				7e
DigitalGlobe Inc	DGI	23.85		35.46	34.75	A	A	A	+12.2	+9.7	СС		Rally Software	RALY	8.24	→	18.75	11.09	_	_	•	-2.5	-37.8	dd	
Dynamic Matls	BOOM	13.37	~	23.45	14.55	•	\blacksquare	\blacksquare	-9.2	-22.9	27	0.16 1.1	Synergy Resources Cp	SYRG	8.05	-	14.11	11.39	A	•	▼	-9.2	+10.2	21	
EnCana Corp	ECA	10.53	~ —	24.83	10.96	A	•	•	-21.0	-44.8	8	0.28 2.6	UQM Technologies	UQM	0.71	~	3.05	1.13	▼	A	A	+44.7	-52.4	dd	
Gaiam Inc	GAIA	6.05		8.76	7.49	A	A	A	+5.0	+13.3	dd		Vail Resorts	MTN	64.47		96.94	100.50	A	A	A	+10.3	+42.3	cc 2.4	49f 2.5
Globelmmune Inc	GBIM	4.29	~ —	15.00	6.42	•	•	•	-15.4				WhiteWave Foods Co	WWAV	25.82		43.00	41.89	A	A	A	+19.7	+44.0	47	
Google Inc C	GOOG	487.56		604.83	554.51	A	A	A	+5.3		26		Woodward Inc	WWD	40.09	→	55.76	49.48	•	A	A	+0.5	+18.9	18 0.4	40f .8

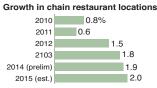
*Prices as of Monday. Dividend Footnotes: a - Extra dividends were paid, but are not included. b - Annual rate plus stock. c - Liquidating dividend. e - Amount declared or paid in last 12 months. f - Current annual rate, which was increased by most recent dividend announcement. i - Sum of dividends paid after stock split, no regular rate. j - Sum of dividends paid this year. Most recent dividend was omitted or deferred. k - Declared or paid this year, a cumulative issue with dividends in arrears. m - Current annual rate, which was decreased by most recent dividend annual rate not known, yield not shown. r - Declared or paid in preceding 12 months plus stock dividend. t - Paid in stock, approximate cash value on ex-distribution date. **PE Footnotes:** q - Stock is a closed-end fund - no P/E ratio shown. cc - P/E exceeds 99. dd - Loss in last 12 months. **Source:** The Associated Press.

FAST-CASUAL PICKUP

If it feels like more chain restaurants are popping up, that's because they are The number of chain restaurants is once again growing at a faster rate than the U.S. population, according to a Morgan Stanley tally. Total growth will likely be 2 percent this year. That may sound modest, but it's more than double what it was five years ago.

The growth has been quickest in what are called "fast-casual" casual restaunts — those like Chipotle Mexican Grill that place themselves between fast-food and sit-down restaurants. The Morgan Stanley analysts say they're not yet worried too many fast-casual restaurants have been built, but it's worth watching.





Market Pulse

DANKE SCHOEN

Despite all the worries about weak economies in Europe, Japan and elsewhere, U.S. companies are getting even more global. Foreign revenue grew faster than domestic for more than half the companies in the Standard &Poor's 500 index last year, Leading the way was Under Armour, which reported big gains in both Europe and China. Its international revenue more than doubled to \$288

million from \$138 million in 2014. That meant foreign revenue made up 9.3 percent of its total, up from

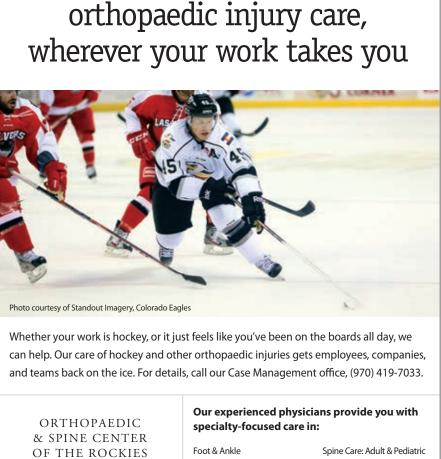
5.9 percent a year earlier. Keeping up the momentum may be tough though. The dollar continues to rise, which dilutes the value of sales made abroad after translating them back into



U.S. companies are proposing to each other at a rate unseen since before the recession. Consider Simon Property Group, which said on Monday that it wants to buy rival mall operator Macerich for \$91 per share. The hostile bid is the largest of \$313.3 billion in announced merger-and-acquisition offers so far this year, according to Dealogic. That's up 6 percent from last year's pace, and it's the highest for this point of the year since 2007. By sector, health care has been the most popular







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BizWest | www.bizwest.com March 20 - April 2, 2015 ■ **3A**

Surging water prices dry up Fort Collins homebuilding

BY DOUG STORUM

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FORT COLLINS — Escalating water prices are stalling several housing developments in northeast Fort Collins, an area the city would like to see include more housing to support a growing workforce.

Waterfield, Fox Grove, East Ridge and several other proposed housing projects in the area are facing water fees so high that they are jeopardizing the future of hundreds of homes, three developers say.

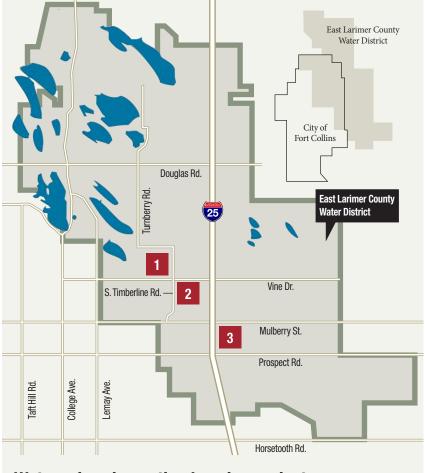
Although these projects are within city limits, developers must buy water through the East Larimer County Water District, or ELCO, which along with the Fort Collins-Loveland Water District, the West Fort Collins Water District and the city's utilities department, provides water to separate parts of the city.

Mike Scheid, general manager of ELCO, said the district always has required developers to "bring their own water" into the district's system, as is the case for other districts that operate within the city's limits. But that was at a time when development wasn't as prevalent and outside water prices were much lower.

Waterfield and East Ridge are near Timberline Road and East Vine Drive, and Fox Grove is south of East Mulberry Street and east of Interstate 25, areas within ELCO that have been annexed into the city.

ELCO was formed by the state in 1962 to serve unincorporated Larimer County north and east of Fort Collins and to provide water for agricultural purposes, but over time the city has annexed some of those unincorporated areas.

Rich Shannon, a consultant with



Water prices impacting housing projects

Developers with housing projects planned for northeast Fort Collins are frustrated over rising water costs that they maintain could jeopardize their efforts to complete projects within the East Larimer County Water District.

- 1 Waterfield: 175 single-family detached homes, and up to 200 apartment units.
- 2 East Ridge: 384 single-family detached homes, 200 to 240 multifamily units.
- 3 Fox Grove: 105 single-family detached homes.

STEVE MILLER/BIZWEST

Pinnacle Consulting Group in Loveland and Greenwood Village, said the water issue is a public-policy dilemma that threatens future development in northeast Fort Collins.

"This area has the best potential for a mix of housing with a variety of

price points," he said.

Ted Shepard, a planner with the city of Fort Collins, said building homes in the northeastern part of the city would allow people who work in the city to live in the city, avoiding

➤ See Water, 4A

Panel to hear health-care cost concerns

BY STEVE LYNN

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A special bipartisan commission charged with examining the high cost of health care in Colorado plans to hold public hearings during late summer and fall in each of Colorado's congressional districts to listen to concerns about health-care costs from residents and health care industry representatives.

Established to make policy recommendations to the state Legislature and Gov. John Hickenlooper, the Colorado Commission on Affordable Health Care has met seven times since August. It has focused mostly on establishing

bylaws, charters and other documents as well as staffing requirements.

"They're taking their time getting started and making sure this is a long-term effort," said Matthew Valeta, health policy analyst for the Colorado Consumer Health Initiative who has attended the meetings. "They're getting ready for the next two-and-a-half years."

The 17-member commission, created by a bill sponsored by Sens. Ellen Roberts, R-Durango, and Irene Aguilar, D-Denver, follows the work of another task force known as the 208 Commission in 2007. That group made recommendations to the state

Legislature that led to the creation of the state health exchange, according to the Colorado Health Institute, which has monitored closely the new commission.

Members of the new commission include health-care providers as well as representatives of small and large businesses, insurers, hospitals and state government.

The commission has three years to create three reports addressing health care and insurance costs, said commission chairman Bill Lindsay, president of Lockton Benefit Group in Denver. The first report is due in November.

The group developed its standards, including a conflict-of-

➤ See Health, 15A

HeidiTown's top vocation is vacation

BY DALLAS HELTZELL

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At age 38, Heidi Kerr-Schlaefer of Loveland just might have the best job in Colorado.

In only eight years, she has blossomed from a writer for the Berthoud Weekly Surveyor and an obscure blogger reviewing movies, books and restaurants to become a one-woman tourism-promotion machine – and self-proclaimed mayor of "HeidiTown."

BIZWEST EYE

She's on the road at least three weekends a month to review festivals and unique experiences around Colorado, and has developed such a statewide reputation that



Kerr-Schlaefer

most of her lodging and meals now are complimentary.

"I wish I could tell you that I had a beautiful business plan," she said, adding that besides the comps and revenue from advertisers on her HeidiTown.com website, her greatest return on investment is that "I have met the coolest people. The stories are the people, not the places."

The best parts, she said, are the experiences that challenge what she thought she knew.

"Usually after three nights in a row of eating out, I'm just not feeling very good," she said. But during a trip to Delta County last May to write about agri-tourism, "after three days of eating truly farm-fresh foods, I felt great – and that's the first time I had put A and B together.

Then there was a weekend trip to the High Plains Goose Festival in Lamar, which she was convinced was going to be "flat, uninteresting ranchland. I couldn't have been more wrong – and I love being surprised."

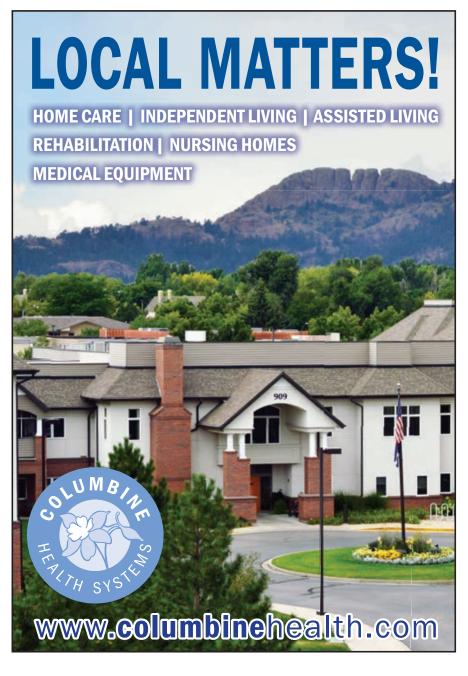
One local official told Kerr-Schlaefer that she was so glad the area was getting publicized because "the TV weather lady always stands in front of us on the map."

After years of covering festivals around the state, Kerr-Schlaefer is getting her own. The town of Ouray will hold the HeidiTown Fest over Memorial Day weekend, with the slogan "Live Like the Mayor."

Not bad for someone who had degrees in political science and philosophy and was headed for law school at the University of Denver. What changed her mind?

"Working for a lawyer."

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WATER from 3A

commutes from nearby bedroom communities such as Timnath, Wellington and Severance, where more, lowercost housing is being developed. From the "big-picture perspective," Shepard said, "there is concern with a growing in-commuting workforce."

Curly Risheill, owner of Risheill Homes LLC in Castle Rock and a partner in the Waterfield project with Jim Dullea of Parker Land Investments LLC, said bringing water into ELCO's system is cost-prohibitive.

"We've talked with a supplier, but they quoted exorbitant water fees. ... We are frustrated. This project has been platted and approved by the city. We've done everything they've asked, but now this is holding us up."

Rischell said tap fees, which include raw water fees that cover the infrastructure needed to treat and transport water, and a plant investment fee, come to about \$24,000 per home. Waterfield consists of 175 single-family homes and up to 200 apartment units. Scheid said ELCO's one-time charge for tap fees for a typical apartment unit would be approximately \$12,000 — \$9,000 for the raw water fees and \$3,000 for the plant investment fee.

Developers building homes within the Fort Collins-Loveland Water District are charged \$23,000 per acre foot for raw water and a \$7,000 tap fee per single-family home, according to Mike DiTullio, the district's manager. Fort Collins Utilities, on the other hand, charges a cash-in-lieu fee of approximately \$6,500 per acre foot per home. Tap fees through the city's utilities can range from \$2,000 for a 4,000-square-foot lot to \$7,700 for a one-half acre lot.

Carol Webb, the city of Fort Collins' water resources and treatment operations manager, said the raw-water requirement for a single-family home varies based on the lot size.

"Using a small lot size of 4,000 square feet, a minimal amount of water might be about 0.56 acre-feet. The city's water utility accepts both water rights and cash-in-lieu of water rights to meet the raw water requirement. Cur-

rently, the cash-in-lieu rate is \$6,500 per acre foot."

Building homes in an area served by the city is financially attractive compared with building in areas served by other water districts because municipal water fees are lower, making building moderate-income housing easier.

"We want to build homes that are affordable, in the \$260,000 to \$300,000 range. But with these water fees, it doesn't make financial sense for us to build. I can't find a builder who can produce a home at those price points if we have to pay high water fees," Risheill said. "The tap fees don't concern us; we know developers are expected to buy those."

Gary Hoover, owner of Windsorbased homebuilder Hartford Companies, has received approval for East Ridge's 384 single-family lots and tracts reserved for future development including 200 to 240 multifamily units on 147 acres.

Developer Les Kaplan's Fox Grove would include 105 single-family detached homes on the 36-acre site. At the current water prices, Kaplan said, he can't move forward with the project and suspects other developers that are trying to build in areas that are not serviced by the city are in the same boat.

"There are at least 1,000 lots that are stuck in the mud," Kaplan said. "Something needs to done about this. It's a good example of how discombobulated Fort Collins' growth-management area plan is."

The city of Fort Collins has extra water, but won't sell it to developers who are building within ELCO's boundaries, Scheid said.

Webb said this has become a big issue as growth continues and water prices increase.

"We (the city) do collaborate with the water districts that serve portions of the city, but we have legal restrictions on what we can do with water that is designated for our own service area," Webb said. "We have talked about the issue, but not the resolution for it. It's an evolving conversation."

CORRECTIONS

BizWest will correct any errors that appear in its pages. To suggest a correction or clarification, please contact Executive Editor Jerd Smith at 303-630-1951, or email at jsmith@bizwestmedia.com.



Volume 34 : Issue 7 March 20 - April 2, 2015

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is published biweekly, with an extra issue in January, by BizWest Media LLC, a Colorado LLC, 1790 30th Street, Suite 300, Boulder Colorado, 80301.

Periodical Postage Paid at Boulder, CO and at additional mailing offices. Subscriptions are \$49.97. International subscriptions are \$180.00.

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BizWest | www.bizwest.com March 20 - April 2, 2015 ■ **5A**

Report: Colorado's tech sector still riding high

BY DALLAS HELTZELL

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The competition for attracting technology jobs is getting more intense every year, but Colorado still is running near the front of the pack.

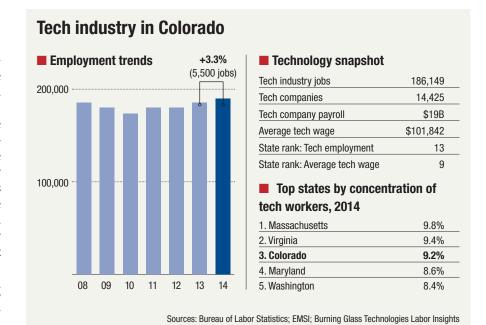
The state ranked third in the nation for its concentration of high-tech workers and fifth for percentage of its payroll coming from technology industries, according to "Cyberstates 2015," an annual report from the nonprofit TechAmerica Foundation that also found that the technology industry accounted for 11.3 percent of the state's economy in 2014.

"It doesn't surprise me based on what we're seeing in the community," said Todd Headley, president of CSU Ventures, the technology arm of Colorado State University in Fort Collins.

The report identified "hubs" of concentration in certain states. Washington, for instance, has the highest concentration of software publishers, while Arizona and Oregon are meccas for semiconductor manufacturing.

"Digital health is certainly an area that's growing here," Headley said, "but any of these tech sectors that are strong and growing – it helps the whole ecosystem."

The figure for concentration of workers in Colorado – at 9.2 percent



of the workforce – trailed only Massachusetts at 9.8 percent and Virginia at 9.4 percent, and far exceeded the national average of 5.7 percent. Even more pronounced was technology's slice of the payroll pie in Colorado; 18.4 percent of the state's total came from the tech sector, fifth behind California at 20 percent, Virginia at 19.3 percent, and Massachusetts and Washington at 19 percent each.

"We planted this seed here in Colorado long ago and watered it, and now

it's bearing fruit," said Ryan Martens, founder and chief technology officer at Boulder-based Rally Software Development Corp. (NYSE: RALY). "A lot of it comes from the different sectors – high tech, green tech, life sciences, telecom – working together."

Technology's importance to Colorado's economy also is reflected in its share of the state's gross domestic product. By the end of 2014, according to the report, the tech industry in Colorado accounted for 11.3 percent

of the state's GDP, trailing only Oregon at 26.5 percent and Washington at 12 percent – and compared with 7.1 percent in the nation as a whole.

"While Colorado continues to be a leader in the technology sector, we know it will continue to take a lot of work to maintain the momentum, so public and private policy need to prioritize keeping Colorado as a top innovation center," said Mike Freeman, chief executive of Innosphere, a Fort Collins-based clean-tech incubator. "To keep Colorado at the top, we need to get better at reducing manufacturing risk. We know this because over the past 24 months, Innosphere saw a high number of companies fail because they were never able to effectively address their technology-development risks."

Colorado had 186,149 tech-industry jobs with a total annual payroll of \$19 billion by the end of 2014, the report said, up from 156,900 and \$14.2 billion just four years ago. Its average tech-industry salary of \$101,842 a year ranks ninth in the nation and was nearly twice the state average for private-sector wages, which stood at about \$51,000.

Twenty-four companies have graduated from Innosphere's incubation program in the past two years, Freeman said, creating 204 jobs with an

➤ See Tech, 10A

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BUSINESS NEWS DIGEST -

Nonprofit program helps startups achieve early exits

What follows is a compilation of recent news reported online by BizWest. com. Find the full stories using the search window at the top of the homepage.

FORT COLLINS — Nonprofit tech-incubator Innosphere in Fort Collins is helping three Boulderbased startups prepare for early exits. Innosphere, through its recently launched Actuator program, helps clients by offering specialized support to connect with investors who wish to partner with or acquire a startup. The program is a partnership of Innosphere and Boulderbased Covalency LLC. Founded by Rob Gellar, Covalency is a group of executives who have spent their careers building technology companies. The Actuator program has been up and running for the past 45 days. The group is helping Vairex Air Systems, Leo Technologies and Yomami in their efforts to be acquired. Companies accepted into the Actuator program must be Innosphere clients. They pay \$5,000 annually to be a client and will pay the incubator and Covalency a fee when an exit event

Posted March 17.

Xcel: Energy bills due for big decrease in Q2

Xcel Energy filed quarterly cost adjustments with the Colorado Public Utilities Commission that it says will lower the natural-gas portion of residential customers' bills by 18 percent for the second quarter of this year when compared with the same period in 2014. Combined with a small decrease in the cost of electricity as well, the typical residential bill will decrease by 8.8 percent. Small businesses will see their bills decrease by about 13 percent, meanwhile.

Posted March 17.

Region's Jan. jobless rates slide from '14

Larimer County's unemployment rate rose from 3.1 percent in December to 4.1 percent in January, according to the Colorado Department of Labor and Employment, with 166,935 people employed and 7,067 looking for work. But the rate was down from 5.5 percent in January 2014. Boulder County's rate rose from 3.0 percent in December to 3.7 percent in January but was down from 5.1 percent a year earlier. The county had 169,772 people employed and 6,583 looking for work. Weld County had a January unemployment rate of 4.2 percent, up from 3.9 percent in December but down from 6.8 percent a year earlier. Weld had 6,187 people looking for work and 140,574 employed. Broomfield County saw its rate rise from 3.6 percent in December to 4.0 percent in January, with 32,265 people employed and 1,341 looking for work.

Posted March 17.

Sierra Nevada reworks Dream Chaser design

LOUISVILLE — The unmanned cargo-only version of the Dream Chaser spacecraft that Sierra Nevada Corp. unveiled March 17 will have folding wings and an added cargo module attached to the back. The changes from the crewed version of Dream Chaser, company officials said, will help add to the vehicle's versatility as SNC vies for an estimated \$14 billion in NASA contracts to carry supplies and experiments to the International Space Station from 2018 to 2024. Landing a piece of the NASA cargo contracts would be a big boost for SNC, which bases its Space Systems division in Louisville. The company lost out last year to Boeing and SpaceX for \$6.8 billion worth of contracts to carry NASA astronauts to the ISS.

Posted March 17.

GoLite bankruptcy case dismissed

BOULDER — The bankruptcy case for out-of-business outdoor retailer GoLite has been dismissed. U.S. Bankruptcy Judge Elizabeth Brown issued the dismissal order five months after the company, officially Coupounas LLC, had filed for Chapter 11 protection to try to reorganize. GoLite, having concluded a liquidation sale Dec. 31 and closed its remaining stores, last month had filed a motion to dismiss the case, noting that the company's lone private secured creditor, GemCap Lending I LLC, had been paid in full for the \$816,475 it was owed. The company also noted in the filing that \$62,918 in taxes, plus interest, had been paid to the Colorado Department of Revenue. GoLite employees were to be paid out for about \$34,000 in unpaid vacation time, and the Colorado Department of Revenue had a remaining priority tax claim of \$51,538.

Posted March 16.

ACA-noncompliant health plans targeted

Health insurance plans for individuals and for small employers that do not meet Affordable Care Act requirements cannot continue into 2016, the state Division of Insurance said, a move anticipated by many in the industry. The ruling means that insurance companies will not continue offering plans that fail to comply with the Affordable Care Act, and consumers will not be able to renew these plans. The decision does not affect grandfathered plans, defined by the Affordable Care Act as plans with an effective date before March 23, 2010. For 2016, individuals and small businesses not enrolled in grandfathered plans must enroll in Affordable Care Act compliant plans in order to receive health-care coverage.

Posted March 13.

Pot executives form trade association

BOULDER — The executives of Sage Analytics have formed the Green Standard Working Group, a marijuana industry trade association created to establish standardized analytical methods for potency testing. The GSWG provides an open forum for industry leaders to work together with the intent of nominating and implementing testing protocols. This will lead to better, more consistent test results, giving powerful and accurate information to everyone in the cannabis eco-sphere, including growers, MIP producers, dispensary operators, regulators and consumers. More information is at TheGSWG.org or 720-282-4550.

Posted March 12.

Alfalfa's Market raising funding for third store

BOULDER — The owners of Alfalfa's Market Inc., are raising money with the aim of opening a third store in the summer of 2016, eyeing possible locations in Fort Collins, Longmont and Denver. The Boulder-based natural grocer has stores in Boulder and Louisville, the latter of which opened last summer. The company disclosed in a regulatory filing that it closed on more than \$1.3 million in bridge note financing. The goal, chief financial officer and co-founder Barney Feinblum said, is to raise \$2.5 million in bridge notes. He said the company also is looking to raise \$5 million in equity funding by the end of the year. Once that is raised, the bridge note financing would likely convert to new equity. Feinblum said the funding would be used for a combination of retiring some debt, working capital and to build the new store.

Posted March 11.

Region's median home prices soar in February

The median single-family home prices in Fort Collins, Loveland and Longmont all eclipsed \$300,000 for the month of February, a milestone reached only once by each city last year.

The figures are based on the latest report from the IRES multiple listing service. Among the region's five largest cities, Longmont saw the biggest gain from February a year ago, with the median there rising 28 percent to \$302,500, up from \$237,000. Fort Collins saw its median single-family price climb 27 percent, from \$250,000 a year ago to \$316,000 in February. The median price in Loveland, meanwhile, rose 22 percent to \$310,000, up from \$253,950 in February.

ruary of 2014. The Loveland figures also include Berthoud sales.

Posted March 10.

Pilgrim's Pride offers \$50K reward for chicken killers

GREELEY — Pilgrim's Pride Corp. (Nasdaq: PPC) is offering a \$50,000 reward for information leading to an arrest of vandals who killed 325,000 chickens in rural South Carolina. Chicken growers who supply birds to Pilgrim's Pride, based in Greeley, are facing \$1.7 million in losses because of the killings, Clarendon County Sheriff Randy Garrett said. The farmers contract with Pilgrim's Pride to grow chickens for the company's preparedfoods facility in Sumter, S.C. Vandals bypassed alarm systems and adjusted temperatures in 16 chicken houses on six farms in Clarendon County. People with knowledge of raising chickens killed the birds following Pilgrim's Pride's decision not to renew employment contracts of people who worked at its preparedfoods facility and at the farms, Garrett said.

Posted March 6.

Retailer negotiating for Dillard's space in Greeley

GREELEY — A retailer is negotiating a lease for a 93,000-square-foot anchor space at Greeley Mall. Shawl Pryor, senior vice president at Moonbeam Capital Investments LLC, a private-equity fund of mall owner Moonbean Equities LLC in Las Vegas, said Friday that negotiations are under way, but he declined to name the retailer who would take space previously occupied by Dillard's. Of the mall's 504,800 square feet, about 71 percent is currently leased, said Lori Giggey, assistant general manager of the mall.

Posted March 6.

Cargill settles suit against former exec

GREELEY — Cargill Inc. has reached a settlement with a former executive accused of stealing trade secrets when he took a position at rival meatpacker JBS USA in Greeley. Cargill filed a lawsuit against Jason Kuan, former Cargill Case Ready Canada vice president, in U.S. District Court in Denver in August. Cargill, a privately held Delaware corporation, operates a meat packing plant in Fort Morgan. Kuan, who left Cargill to join head JBS USA's new Case Ready Division, has denied stealing trade secrets, according to court documents. An order signed March 9 by U.S. District Judge Raymond Moore bars Kuan from disclosing Cargill's trade secrets and orders Kuan to return copies of Cargill's business information. The injunction will remain in effect until Dec. 31.

Posted March 11.

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ENERGY

8 | Utility providers

Growing Vestas breezes past uncertainty

BY STEVE LYNN

slynn@bizwestmedia.com

WINDSOR — Danish wind turbine maker Vestas Wind Systems A/S has recorded five consecutive profitable quarters and plans to expand its Windsor factory as it hires hundreds of additional employees.

Although the continued limbo of the federal wind-production tax credit may hamper wind-turbine manufacturers later this year, the momentum at Vestas is strong.

Aarhus, Denmark-based Vestas (OMX: VWS) and other wind producers have long-relied on the wind-production tax credit that vaulted the industry to higher production earlier this decade, and company officials repeatedly have called for its renewal.

Large wind producers such as Vestas who do much of their business in the United States continue to rely on the tax credit to sell turbines. Deal volume is likely to shrink this year without the incentive, experts said.

"That is probably slowing down some deals from being made this year," said Tom Darin, senior director for Western state policy at the American Wind Energy Association. "The question is, what happens next?"

Amid the tax-credit debate, Vestas has attained profitability in every quarter since the fourth quarter of 2013 after two years of quarterly losses.

The United States represents Vestas' largest market in the Americas, with a third of wind-turbine orders being generated here.

"Market activity in the USA is as always heavily correlated with the production-tax credit (PTC)," Vestas' annual report reads. "In 2014, the market was characterized by continued PTC-related demand, as customers utilized the PTC based on certain conditions being met."



STEVE LYNN/BIZWEST

Hans Jespersen, vice president and general manager for Vestas Wind Systems A/S' Windsor blade factory, gives Gov. John Hickenlooper a tour of the plant in July. The Danish wind turbine company plans to hire 400 more workers in Windsor this year.

Vestas earned \$443 million in 2014, following a loss of \$93 million in 2013. The company reported 2014 revenue of \$7.8 billion versus \$6.9 billion in 2013.

The company produced and shipped more than 2,500 wind turbines in 2014, up from more than 2,000 in 2013. The higher sales came from increased orders in the United States.

Vestas would welcome a tax-credit extension this year but would prefer a longer-term energy policy so it does not have to depend on annual renewals, said Vestas spokeswoman Piper Baron.

Congress renewed the production tax credit in December to retroac-

tively cover projects started in 2014, it but expired at the end of the year. A Senate bill to extend the wind tax credit five years failed in January, with Sen. Cory Gardner, R-Colo., voting against the bill and Sen. Michael Bennet, D-Colo., voting in favor.

State renewable-energy standards, meanwhile, have helped lift wind producers despite the uncertainty surrounding the production tax credit, which the wind association has sought to renew, Darin said.

"We're working with the new Congress to see what that's going to look like for 2015 and moving forward," Darin said. "Because there is no tax credit in place right now for 2015, we're back to the starting point, which is (that) it's an uncertain business environment."

Vestas owns four factories in Colorado: one each in Windsor and Pueblo and two in Brighton that produce wind turbines for wind farms throughout North America, the company's second largest market. The Windsor factory is the only one where the company will hire 400 additional workers, including production and production-support jobs. Pay will range from \$13 to \$16 per hour.

"We are considering a physical expansion of the Windsor facility to accommodate our increased produc-

➤ See Vestas, 9A



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BIZWEST LIST

Utility Providers

Ranked by number of customers

RANK	Company name	No. of customers No. of employees	% electric % gas	% water % sewer	Website Email Phone/fax	Person in charge Title Year founded
1	Xcel Energy* 1800 Larimer Denver, CO 80202	985,000 3,750	53% 47%	0% 0%	www.excelenergy.com N/A 303-245-2254/303-245-2292	David Eves president, Colorado 1909
2	Northern Colorado Water Conservancy District 220 Water Ave. Berthoud, CO 80513	880,000 90	0% 0%	100% 0%	www.northernwater.org bwerner@ncwcd.org 800-369-7246/970-532-0942	Eric Wilkinson general manager 1937
3	Platte River Power Authority 2000 E. Horsetooth Road Fort Collins, CO 80525	153,000 217	100% 0%	0% 0%	www.prpa.org communications@prpa.org 970-226-4000/970-229-5244	Jackie Sargent general manager 1973
4	City of Greeley Water & Sewer Department 1100 10th St., Suite 300 Greeley, CO 80631	125,000 105	0% 0%	100% 100%	www.greeleygov.com/water water@greeleygov.com 970-350-9811/970-350-9805	Lory Stephens office manager 1870
5	United Power Inc. 500 Cooperative Way Brighton, CO 80603	74,486 165	100% 0%	0% 0%	www.unitedpower.com unitednewsline@unitedpower.com 303-659-0551/303-659-2172	Ronald Asche CEO 1938
5	Fort Collins Utilities 700 Wood St. Fort Collins, CO 80522	70,554 400	31% 0%	34% 35%	www.fcgov.com/utilities utilities@fcgov.com 970-221-6700/970-221-6619	Kevin Gertig executive director 1882
7	Atmos Energy Corp. 1200 11th Ave. Greeley, CO 80631	50,000 40	0% 100%	0% 0%	www.atmosenergy.com darwin.winfield@atmosenergy.com 1-888-286-6700/N/A	Darwin Winfield manager of public affairs 1942
3	Longmont Power & Communications 1100 S. Sherman St. Longmont, CO 80501	37,751 86	100% 0%	0% 0%	www.longmontcolorado.gov/lpc lpc@longmontcolorado.gov 303-651-8386/303-651-8796	Tom Roiniotis general manager 1912
)	Poudre Valley Rural Electric Association Inc. 7649 REA Parkway Fort Collins, CO 80528	37,329 85	100% 0%	0% 0%	www.pvrea.com pvrea@pvrea.com 800-432-1012/970-226-2123	Jeff Wadsworth CEO 1939
10	Loveland Water & Power 200 N. Wilson Ave. Loveland, CO 80537	34,144 129	40% 0%	30% 30%	www.cityofloveland.org/lwp sustainloveland@cityofloveland.org 970-962-3000/970-962-3400	Steve Adams director 1887
11	Fort Collins - Loveland Water District 5150 Snead Drive Fort Collins, CO 80525	16,500 25	0% 0%	100% 0%	www.fclwd.com mike@fclwd.com 970-226-3104/970-226-0186	Mike DiTullio district manager 1963
12	Town of Estes Park - Utilities 170 MacGregor Ave. Estes Park, CO 80517	12,000 26	60% 0%	40% 0%	www.estes.org sparker@estes.org 970-577-3588/970-586-6909	Reuben Bergsten utilities director 1945

Regions surveyed include Boulder, Broomfield, Larimer and Weld counties.customers.

* Customer and employee numbers are for all of Colorado.

Researched by Kiley Gant



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VESTAS from 7A

tion needs, but have not made a final decision." Baron said.

Vestas stock, traded on the Copenhagen Stock Exchange, has recorded a 52-week-high of 303 Danish kroner (\$43.09 U.S.), almost double its 52-week-low of 162.50 (\$23.11). Shares were selling for 287.80 kroner (\$40.93) in mid-March and for 197.80 (\$28.13) a year earlier.

As Vestas stock rose 46 percent in the past year, the company has gone on a hiring spree in Colorado. The company does not release individual factory employment figures, Baron said, but past statements by the company indicate the company planned to hire hundreds of workers in Windsor last year alone.

Vestas planned to employ almost 2,000 people at the end of 2014 in Colorado, with more than 850 new hires at its Colorado factories.

In 2012, Vestas reached its former peak in Colorado employment with a total of nearly 1,800 workers thanks to the production tax credit. But the company was forced to lay off hundreds of workers when Congress waited until the beginning of 2013 to renew the credit.

Other Northern Colorado wind producers also have seen growing success since 2013. Stamford, Conn.based Hexcel Corp. (NYSE: HXL), which operates a plant in Windsor that supplies the nearby Vestas factory, reported sales in its wind business had increased 25 percent in 2014 from 2013.

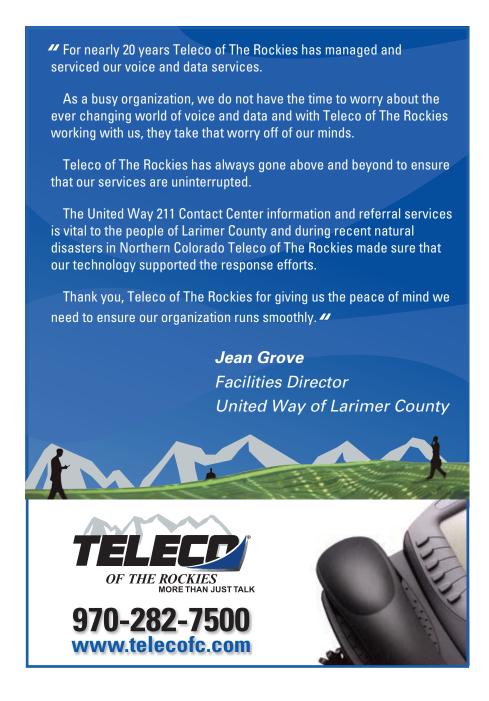
Fort Collins-based Woodward Inc. (Nasdaq: WWD), which makes energy and aerospace control systems, makes a part that converts variable power into a stable electrical current for the energy grid. After deciding not to expand its wind business in China during the wind slowdown of 2013, the company shifted its focus to Europe and lately has seen higher growth, although not as high as during the wind boom in 2012, said Bob Weber, Woodward's chief financial officer.

"We decided to focus on a European base, and that has proven very successful for us," said Weber, noting that Woodward does not disclose financial performance of sectors within its energy segment, including wind. "Wind, for Woodward, is coming back."

Woodward does not rely on the tax credit since it has very little wind business in the United States, he said.

"We will still argue that, whether it's our business or anybody's business, that stability in energy policy is clearly of value to everyone," he said. "To take something like wind ... and have it subject to on-again, off-again legislation is not good for business."

Steve Lynn can be reached at 970-232-3147, 303-630-1968 or slynn@ bizwestmedia.com. Follow him on Twitter at @SteveLynnBW.





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The NoCo Manufacturing Partnership invites you to attend the Inaugural NOCOM 2015 **Manufacturing Trade Show**



Tuesday, May 5th & Wednesday, May 6th

The Ranch Events Complex 5280 Arena Circle, Loveland

This inaugural event will be comprised of nearly 60 manufacturing companies featured in the Exhibitor Hall, ongoing company overviews given by booth sponsors, presentations by Colorado's most sought-after OEMs on how to do business with their companies, and a captivating panel discussion on digital manufacturing.

- 10' x 10' Exhibitor Booths: \$250
- 10' x 20' Exhibitor Booths: \$350

Booth space is reserved for Manufacturers.

Reserve your booth space by April 1st to be included in the Event Program.

All booth sales close on May 1st.

Manufacturer General Admission:

AGENDA

May 5th:

Kickoff Networking Event - Manufacturer's Edge Beers and Gears Separate Registration Required for this Event

May 6th:

Trade Show and Speaker Presentations Closing Reception - Colorado Advanced Manufacturing Alliance (CAMA) B2B Lounge

For more information and to register, please visit: www.nocomfg.com









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TECH from 5A

average full-time salary of \$94,334.

Martens pointed to more initial public offerings on the horizon in Colorado's tech sector as a factor that will build visibility and management caliber on which companies in the state can draw. But he said that very attraction and growth can create problems that could hinder techindustry growth in Colorado.

"We've got to address housing affordability, transportation and diversity in the workforce," he said. "Some of the greatest technology innovations are in the Silicon Valley, but it's getting pretty hard to live there. And what's happened to

Austin (Texas) is fantastic, just in the past three years – but the traffic is abominable."

With the U.S. Department of Labor forecasting that the United States will have 1 million more technology-industry jobs than candidates to fill them by 2020 if trends continue, Colorado's high rankings are likely to continue to serve as lures for workers from other states who haven't ridden the tech wave as successfully.

A recent story in the Miami Herald featured the case of Brad DeRolf, who has worked in the technology sector for 35 years but took a senior quality-assurance position at Intel in Fort Collins because he couldn't find an opportunity in south Florida at the pay and level of benefits he wanted. Florida's average salary for tech workers in 2014 was \$80,367, according to the report, about 80 percent of what firms in Colorado pay – even though Florida ranked fourth in the number of tech jobs added in 2014 and near the top for total jobs in 10 of the report's 17 industry segments.

DeRolf still owns a home in the Fort Lauderdale area, but for now he's a Coloradan.

"Too many employers seek employees that have done the exact job rather than look at the successes of the prospect and what they can bring to the company," DeRolf told the Herald. "Any programmer worth a dime can learn a new language rapidly. (Companies) should be more concerned with the overall aptitude and 'gets it' factor of new employees."

Computer-systems design and IT services made up nearly a third of all tech jobs in Colorado in 2014, followed by engineering services, telecommunications, and R&D and testing labs.

Although the software-publishing industry claimed the fifth-biggest share of tech jobs in the state, it was the only one in the top five to have lost positions over the previous year in Colorado. That sector had 11,500 jobs in 2014, according to the report, down from 11,900 in 2013.

Although space- and defense-systems manufacturing accounted for just 5,600 jobs in Colorado, that was enough to rank the state fifth in the nation, behind California, Arizona, Florida and Massachusetts.

The producer of the report, the TechAmerica Foundation, sponsors research projects, surveys and conferences to examine critical technology issues within the federal sector. Arlington, Va.-based Professional Services Council, a group that counts defense and technology companies from Lockheed Martin to Amazon Web Services as members, acquired TechAmerica last month – just after the Cyberstates report was issued - from Downers Grove, Ill-based CompTIA Properties LLC, an information technology trade association, which itself had acquired TechAmerica last year.

"We have been working closely with Congress and the administration to make IT training and certification a priority," said Todd Thibodeaux, president and CEO of CompTIA. "The average IT worker's salary is double that of the private sector and we must continue to expand access to these jobs, many of which do not require a four-year degree."

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Loveland Downtown Partnership Seeks Interim Executive Director

The Loveland Downtown Partnership is a 501C 4 charged with launching a Downtown Development

Authority in Loveland, Colorado. With recent voter approval of a DDA and a Tabor election scheduled for November, the LDP is inviting applications for an Interim Executive Director to assume leadership responsibilities beginning in May, 2015 and extending into early 2016.

Successful candidates will have experience in planning, economic development, business, and/or working with public boards. Compensation for this part-time position will be equivalent to an annualized salary of \$75,000. To receive a job announcement and the LDP strategic plan, contact kim@loveland.org or (970) 667-6311.





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DISCOVERIES

12 | Bioscience companies

FOCUS: UNIVERSITIES, LABS & THE ECONOMY

Eclipse to test Germany's green grid

BY THE ASSOCIATED PRESS

BERLIN — Will a partial solar eclipse turn off the lights in Germany?

Experts say the country's electricity grid, which relies increasingly on renewable energy, was to face a crucial test on the morning of Friday, March 20, when the moon passes in front of the sun and blocks up to 82 percent of its light across Germany.

This partial eclipse will cause a sudden drop and then a surge in solar-generated power that will have to be balanced out to avoid instability in the grid, Germany's Fraunhofer Institute for Solar Energy Systems said.

Scientists at the Freiburg-based institute ran simulations showing that conventional power plants and hydroelectricity pump-storage facilities should be able to cushion the impact of the eclipse.

They found that the strain on the grid would be greatest on a sunny day – such as March 20, 2014 – when the drop and subsequent rebound would be strongest. Grid operators have likened the effect to 12 large power plants being switched off and 19 being switched on in a short space of time.

If the weather is overcast, the impact should be negligible, the Fraunhofer institute found.

Solar power from some 1.4 million installations contributed almost 6 percent to Germany's energy mix last year, but is set to rise steadily as Europe's biggest economy strives to meet 80 percent of its energy needs from renewable sources by 2050. Germany currently gets almost 26 percent of its electricity from renewables, including solar, wind, biomass and hydroelectric plants.

The upcoming eclipse will help grid operators plan for the next comparable event in 2026, when Germany expects to have shuttered its nuclear power stations.



WIKICOMMONS

At 247 acres, the Krughütte Solar Park in Eisleben, Germany, is among the largest in the country. The partial solar eclipse on March 20 will cause a sudden drop and then a surge in solar-generated power that will have to be balanced out to avoid instability in the power grid that is increasingly reliant on renewable energy.



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BIZWEST LIST

Bioscience Companies

Ranked by number of employees

RANK	Company	Number of local employees Number of employees worldwide	Products/Services	Phone Website	Person in charge Title Year founded
<u> </u>	Covidien* 1635 Gunbarrel Ave. Boulder, CO 80301	1,800 N/A	Health-care products.	303-305-2200 www.medtronic.com	Bryan Hanson president 1967
2	Hach Co.*** 5600 Lindbergh Drive Loveland, CO 80539	980 3,000	Water-analysis systems and hydro lab instruments.	970-669-3050 www.hach.com	Lance Reisman president 1947
3	Sandoz Inc. 2555 W. Midway Blvd. Broomfield, CO 80020	542 25,000	Generic pharmaceutical industry. Develops, produces and markets a wide range of affordable, high-quality medicines.	303-466-2400 www.us.sandoz.com	Peter Goldschmidt president 1975
1	Tolmar Inc. 701 Centre Ave. Fort Collins, CO 80526	474 600	Fully integrated pharmaceutical company. Product development, clinical trial expertise and manufacturing.	970-212-4500 www.tolmar.com	Michael R Duncan CEO 2006
5	Medtronic Surgical Technologies 826 Coal Creek Circle Louisville, CO 80027-9750	300 N/A	Biomedical engineering in the research, design, manufacture and sale of instruments or appliances that alleviate pain, restore health and extend life.	720-890-3200 www.medtronic.com	Omar Ishrak CEO 1949
<u> </u>	Corden Pharma Colorado Inc. 2075 N. 55th St. Boulder, CO 80301-2880	200 4,000	Develops and produces pharmaceutical intermediates and active ingredients.	303-442-1926 www.cordenpharma.com	Brian McCudden CE0 1946
7	Array BioPharma Inc. 3200 Walnut St. Boulder, CO 80301	200 200	Discovers, develops and commercializes targeted small molecule drugs to treat patients afflicted with cancer.	303-381-6600 www.arraybiopharma.com	Ron Squarer CEO 1998
3	Hospira Boulder Inc. 4876 Sterling Drive Boulder, CO 80301	183 N/A	Pharmaceuticals, consumer products, pathology, diagnostic imaging and pharmacy.	303-245-6200 www.hospira.com	Mike Ball CEO 1995
)	SomaLogic Inc. 2945 Wilderness Place Boulder, CO 80301	129 135	Develops clinical diagnostics and research tools for the field of proteomics, the study of structure and interaction of proteins.	303-625-9000 www.somalogic.com	Byron Hewett CEO 2000
0	In-Situ Inc.** 221 E. Lincoln Ave. Fort Collins, CO 80524	120 120	Manufacturer of environmental monitoring and sampling systems used to assess the quantity and quality of groundwater and surface water.	970-498-1500 www.in-situ.com	John Pawlikowski CEO/president 1976
1	Heska Corp. 3760 Rocky Mountain Ave. Loveland, CO 80538	110 280	Advanced veterinary diagnostic and other specialty veterinary products; diagnostic blood analyzers, point-of-care diagnostic tests, vaccines and other pharmaceuticals.	970-493-7272 www.heska.com	Kevin Wilson CEO 1988
2	Biodesix Inc. 2970 Wilderness Place, Suite 100 Boulder, CO 80301	90 125	Advanced-stage cancer molecular diagnostic testing.	303-417-0500 www.biodesix.com	David Brunel CEO 2006
3	Advanced Thin Films LLC 5733 Central Ave. Boulder, CO 80301	80 80	Precision optical components and ion beam sputtered coatings for applications in scientific research, defense, aerospace, telecommunications, laser and semiconductor manufacturing.	303-815-1545 www.atf-ppc.com	Robert Beeson general manager 1992
4	Corgenix Medical Corp. 11575 Main St., Suite 400 Broomfield, CO 80020	52 52	Develops and promotes of specialized diagnostic test kits for vascular diseases and immunological disorders.	303-457-4345 www.corgenix.com	Douglass T. Simpson CEO/president 1990
5	Clovis Oncology Inc. 2525 28th St., Suite 100 Boulder, CO 80301	50 130	Acquires, develops and commercializes innovative anti-cancer agents.	303-625-5000 www.clovisoncology.com	Patrick J. Mahaffy CEO/president 2009
6	Cargill Research* 2540 E. County Road 42 Fort Collins, CO 80525	40 143,000	Testing laboratory commercial physical research. Research and development in biotechnology.	970-482-8818 www.cargill.com	Judy Schnurr site director 1865
7	OPX Biotechnologies Inc. 2425 55th St., Suite 100 Boulder, CO 80301	38 38	Bioproducts company using proprietary bioengineering technology to economically convert renewable biomass feedstocks into fuels and green chemistry products.	303-243-5190 www.opxbio.com	Michael J. Rosenberg president/CEO 2007
18	Syngenta Seeds Inc.*** 1020 Sugarmill Road Longmont, C0 80501	31 28,000	Global agribusiness that markets seeds and agrochemicals. Iinvolved in biotechnology and genomic research.	303-776-1802 www.syngenta-us.com	Michael Mack CEO 1985
9	Microbac Laboratories Inc., Hauser Division 4750 Nautilus Court South, Unit A Boulder, CO 80301	30 500	Independent laboratory for chemical, physical and microbiological testing of materials and biomass.	720-406-4800 www.hauserlabs.com	J. Trevor Boyce chairman/president/CE0 1961
20	Takeda Vaccines 1613 Prospect Parkway, Suite 100 Fort Collins, CO 80525	25 30,000	Develops innovative vaccines to address critical unmet needs in global public health.	970-672-4918 www.takeda.us/	Patrick Green site head 2005
21	InDevR Inc 2100 Central Ave., Suite 106 Boulder, CO 80301	25 25	Instrumentation and assays.	303-402-9100 www.indevr.com	Kathy Rowlen PhD CEO/co-founder 2003
22	Nivalis Therapeutics 3122 Sterling Circle, Suite 200 Boulder, CO 80301	23 N/A	N30 is developing disease modifying therapies, focusing on cystic fibrosis.	720-945-7700 www.n30pharma.com	Jon Congleton president/CEO N/A
23	Globelmmune Inc. 1450 Infinite Drive Louisville, CO 80027	22 22	Biopharmaceutical company that develops and manufactures immunotherapy products to treat cancer and infectious diseases.	303-625-2700 www.globeimmune.com	Timothy C. Rodell M.D. CEO/president 1996
24	Zoetis 1301 Iowa Ave. Longmont, CO 80501	19 N/A	Engages in the development, registration, manufacturing, and marketing of pharmaceutical products and technologies for food producing animals.	303-678-7112 www.zoetis.com	Dominique Sexton site manager 2013
25	Propel Labs 345 E. Mountain Ave. Fort Collins, CO 80524	17 24	Bio-instrumentation tools, flow cytometry equipment.	970-295-4570 www.propel-labs.com	Tidhar Sadeh CEO/president 2006

Region surveyed includes Boulder, Broomfield, Larimer and Weld counties and the city of Brighton.

* Covidien acquired by Medtronic in January, 2015

** Did not respond to survey. Employee numbers are 2014 data.

*** Number of employees includes 15 part-time employees at full time equivalent.

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AN ADVERTISING FEATURE OF BIZWEST

ThoughtLeaders BUSINESS ANSWERS TO PRESSING B2B MATTERS

HEALTH CARE

Lifestyle Centre: The Best Kept Secret in Town

Opening December 2006, The Lifestyle Centre is still

the best kept secret in Fort Collins. A full-service health club including; cardio exercise equipment, high quality weight machines, personal training, Boot Camp, Tai Chi Chih, Rossiter, no-cost fitness assessments, and over 25 group fitness classes per week from Pilates and Yoga to Express Circuit and more.



Lifestyle Cente Manager

The Lifestyle Centre is best known for its' Senior Programs including; Senior Balance and Mobility, Senior Strength, and Senior Yoga. We have recently partnered with Healthways Silver Sneakers Fitness.

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ACCOUNTING

Do You Have a Foreign Bank Reporting Requirement?

FinCEN Form 114, commonly known as The Foreign

Bank Account Report (FBAR) must be filed by individuals who are U.S. citizens with financial interests in, signature, or other authority over a foreign bank, securities, or other financial accounts whose aggregate amount in the account exceeds \$10,000 in U.S. currency at any time during the year. The FBAR must be filed electronically by June 30th of the following year and there are no extensions or paper



Pessi Chausher

Tax Senior

filings allowed. In addition, some taxpayers will need to file Form 8938 – Statement of Specified Foreign Financial Assets with their annual income tax return.

The IRS can impose harsh financial penalties for noncompliance even if the taxpayer was unaware of the filing requirement. Furthermore there are strict criminal penalties and jail time if the noncompliance is willful. There are a few exceptions from this filing requirement and the IRS offers a Voluntary Disclosure Program.



Dessi Chausheva Tax Senior dchausheva@acmllp.com 970-352-1700

REAL ESTATE

The Future of Real Estate

What does real estate look like in Northern Colorado in the future? With the incredible growth in our area, where are all these people going to live? How many more houses do we need? Good questions! Let's

take a look at the numbers.

Today, there are 320,000 people living in Larimer County. Data from the Colorado Department of Local Affairs shows that the estimated population in 2030 will be 420,000. 100,000 people added in 15 years is 6,600 per year. Wow!



What's really interesting is that about 75% of the population growth is projected to come from people moving here as apposed to natural pro-

moving here as opposed to natural population growth (babies being born). Double wow!

So what about housing? A good rule of thumb that has held true over time is 2.5 people per household. Today the exact number is 2.45. By the year 2030 we need 40,000 new housing units for all those people which means we need to add 2,666 per year. That means a combination of homes, condominiums, apartments, etc.

The fundamentals are clearly in place creating long-term demand for real estate in our market.

We cover this and several other topics in our newlyreleased report called "The Scoop." It's everything you need to know about the Northern Colorado market. Contact us to receive a copy by mail or email.



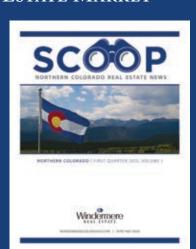
Eric Thompson, President Windermere Services Colorado 970-232-4364 www.windermere.com

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GET THE SCOOP ON THE NORTHERN COLORADO REAL ESTATE MARKET

Free 10-page report reveals

- The 10 facts about our market that may shock you
- What all the apartment construction means for investors
- What will happen to your real estate portfolio in 2015
- A list of Northern Colorado's "Hot Neighborhoods"
- Why today's move up buyer has the chance of a lifetime



To get your hands on this valuable tool, call 970-460-3033 or email fortcollins@windermere.com with the subject line "The Scoop"



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Windermere REAL ESTATE



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5256 square feet Viking Appliances View of the 9th hole



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Walk out basement



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14A March 20 - April 2, 2015 BizWest | www.bizwest.com

TAPHOUSE from 1A

anywhere in Colorado - and as soon as Brix gets its federal license, Milburn said, its own creations will be part of the lineup.

"We've finished our last set of paperwork," he said.

Even so, Brix already has collaborated with other breweries twice, Milburn said. The first was "Boots N Socks," a holiday Baltic porter with special malt, cinnamon and Chinese star anise, that was a collaboration with Echo and sold out quickly. The second, "Brixworks," a partnership with Nick Callaway at Loveland Aleworks, is a black ale that was made in a 10-barrel batch using 35 pounds of New Zealand hops. Some of that one is still around, Milburn said.

"We'll be doing one of our guestbrewer collaborations every month," Milburn said, "and then on some Friday nights we'll have 'tap takeovers,' where one brewer comes in and puts seven of their leading beers on tap at once. There'll be free T-shirts, and if you buy one of their beers you might get one of their pint glasses to keep." The first tap takeover was March 13, when Odell Brewing Co. of Fort Collins paid a call.

Won't all those breweries eventually leave the state's craft-beer market – pun only partially intended – oversaturated? Hiatt doesn't think so.

"All the craft breweries work together so well," he said. "Over the years, that kind of generosity toward each other has helped new ones get started."



JOEL BLOCKER/FOR BIZWEST

Troy Milburn, left, and Justin Hiatt, co-owners of Brix Taphouse & Brewery in Greeley, stand in front of 60 taps that feature Colorado beers.

For Brix, that spirit of collaboration goes beyond beer, Milburn said. "We have the same challenge everyone downtown has on Sundays and Mondays, so we've come up with things to help each other out" – such as partnering with The Nerd Store, two doors down, to have a Monday game night in the taproom.

"We're very family oriented, especially since we share our building with a dance studio," Milburn said, "so we have a lot of moms and dads come in. We don't just have beer; we have some Colorado sodas, and a limited bar menu with paninis, soft pretzels, flatbread pizza and bacon-wrapped dates."

That dance studio, the Conservatory of Dance, is owned by Hiatt's wife, Katie – and her mother owns the late 19th-century building in which Hiatt and Milburn spent nearly \$300,000 to outfit Brix's 1,200-square-foot taproom, 800 square feet of production and storage, and a basement full of walk-in coolers.

Milburn should know about building breweries. The other business he owns, Vulcan Fabrication in Johnstown, builds piping, tanks, chillers, boilers and many of the other accoutrements craft breweries need, While working on a remodeling job at Crabtree Brewing Co., Milburn met Hiatt, who was a foreman for his father's company, Platteville-based Eckstine Electric. The pair decided to start their own brewery, and the idea for Brix was born.

Milburn's wife, Tracy, came up with the name Brix, which is the scientific measurement of sugar in a solution.

"Our main goal," Hiatt said, "is to introduce new beers to people – beers nobody else has ever seen." Milburn added that another goal is to get people to come to Greeley.

"We believe downtown Greeley is definitely on the rise," Milburn said, "and it's just amazing how we've been treated by all the other businesses on Ninth and Eighth streets."

With nearly 300 craft breweries already calling Colorado home and new ones announcing their plans every month, Milburn and Hiatt shouldn't have much trouble keeping their 60 taps flowing.

"We weren't in this craft-beer boom from the beginning," Hiatt said, "but we're along for the ride now."

Dallas Heltzell can be reached at 970-232-3149, 303-630-1962 or dheltzell@bizwestmedia.com. Follow him on Twitter at @DallasHeltzell.



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Danielle Catmull, Janie's Café

Janie's Café, a home-style restaurant in Longmont, Colorado, received rebates and a grant to update the lighting and refrigerator gaskets in their facility. Participating in the Efficiency Works program brightened the restaurant's look and improved its energy efficiency, continually minimizing their spending on lighting and cooling.

Visit www.EfficiencyWorks.CO to sign up for a free facility assessment, apply for efficiency rebates and find a local Efficiency Works Provider to implement your efficiency project.





Realities For Children's Business Members Make it their business to make a difference



Realities For Children Charities is a 501c3 nonprofit organization dedicated to providing for children in Larimer County who have been abused, neglected or are at-risk. In order to maintain 100% distribution of donations; we have over 180 local businesses underwrite our administrative expenses. Whenever you shop, dine or hire one of these businesses, you are becoming part of the solution to child abuse in our community.

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giving back to the most vulnerable

members of our community.







Realities For Children provides for the unmet needs of children who have been abused, neglected or are at-risk by uniting local businesses, youth agencies and the community in collaborative and mutually beneficial service.

For more information on becoming a Business Member or for a listing of all Business Members, please call 970.484.9090 or visit www.RealitiesForChildren.com. BizWest | www.bizwest.com March 20 - April 2, 2015 ■ 15A

HEALTH from **3A**

interest policy and disclosures, as well as charters for its planning, research and communications committees and operational principles.

"We have spent the last couple months just getting organized," Lindsay said. "If you're going to operate an effective organization, we've got to do that. All of that is now in place."

The commission also has touched on how it will address costs that critics say are unsustainable for consumers. The commission has decided to look at the issue from the beginning of patient life through death, while reviewing research about what factors influence costs, including everything from hospitals and freestanding emergency clinics to quality and access to care. Commission members also will look at ways the state Legislature could take action on its recommendations.

The commission plans to look at costs mostly on the state level, but also will review ways the state could work with the federal government to make changes, Lindsay said. Changes at the federal level almost certainly will take longer, however.

But, "If we come up with some innovative ideas that could be replicated in other states, Colorado could become a model for other states," he said. "Because of the timing, we're uniquely positioned to become a national leader in this area."

The Colorado Consumer Health Initiative would like to see the commission focus on reducing the level of uninsured people and lowering health-insurance costs.

"The No. 1 (concern) for people is the cost of health insurance, and the cost of care even if they do have health insurance and the cost-sharing that they may be required to pay," said Adam Fox, director of strategic engagement for the health-care advocacy group.

Richard Passoth, a retired marriage and family therapist who has an interest in health-care policy and has attended the meetings, hopes the commission will focus on transformative health care rather than piecemeal changes to the existing system as costs surge despite health-care reform.

"Our population is aging," he said. "If we don't have a system with cost containment with a more modernized delivery system that is more functional ... we're going under."

Steve Lynn can be reached at 970-232-3147, 303-630-1968 or slynn@bizwestmedia.com. Follow him on Twitter at @SteveLynnBW.





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BIZWEST

Enough already! Fix those email lists

aise your hands, anybody: Have you received the same email from the same organization more than four times in a matter of minutes?

This points to a lack of precision at the organization that's sending out these multiple emails. The perception at best is that they are shorthanded, and can't keep on top of their very important database of customers. At worst, a recipient

might be grumbling, "Why do they persist in annoying the heck out of me?"

If you don't spend time to clean your email lists, it just looks bad. I can think of one big entertainment facility



MARKETING Laurie Macomber

in the region that bombards me with repetitive sendouts. It's aggravating to me and bad for their brand.

Did you know that Internet Service Providers can blacklist email senders who "over-send" or who don't follow established email rules? They literally stop emails before they ever reach their intended target.

To you, it's all about deliverability, so how do you make sure your email gets there once, and once

The answer is to put effort into de-duping your lists. Make it a priority. If your database is made up of a number of different groups of email addresses, use a tool or service that will merge them together and then purge the dupes. This is called

"merge/purge" and it's a smart way to detect duplication and keep the best records on file. You can set the criteria that will ensure you retain the most relevant information for the final single record. By the way, many services will also correct common misspellings and add missing characters to the domain name and extensions of your recipient's email address!

Besides the data hygiene that results from de-duping and correcting your list, you might want to have an outside service update your existing email lists. They can take your old customer and prospect files and bring them up to date by replacing, wherever possible, the email addresses of recipients who have changed. How do they do this? Large mailing houses store the databases of many companies and can cross-index the files to provide each recipient's new contact information.

Then there's email appending. It's not without controversy. Say you have contacts in your database that don't have email addresses. These large mailing houses and list management firms will run your direct (hard copy) mailing lists through their systems and add an email address to a contact where they have that information already stored in their massive systems. Having an email address for a contact is worth its weight in gold; it can make your old records come to life again. But what's the controversy?

Privacy-centric recipients might see adding email addresses to your current contact list as spam. Do this appending with caution if you are in a business-to-consumer envi-

ronment, especially. Some appenders (if that's a word) vow to run the discovered email address through a number of filters, such as "unsubscribes" and "do not email" so you are not pinging the inbox of hostile recipients. Still, proceed with caution.

How do you grow your own email list over time? First make whatever you are publishing worth reading. Target your emailers to a prospect's true self-interest. Also, put a 'sub-

A New Way to Look at Business in Broomfield

scribe' button everywhere you have a digital presence. You can have a page on your Facebook business page that encourages subscriptions to your e-newsletter – even showing the latest edition right there. Make it tantalizing. If you are running a webinar or event, make part of the signup process an option to subscribe to your regular emailings. Show those emailings and make it clear to viewers of your promotions that these are worth

Laurie Macomber, owner of Fort Collins-based Blue Skies Marketing, can be reached at 970-689-3000.





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TIME OUT



CHAD COLLINS / BIZWEST

BizWest's 40 Under Forty Boulder Valley honorees celebrate March 4 at the University Center for Atmospheric Research in Boulder. The event recognized 40 of the area's top young professionals under age 40, the best and brightest of emerging leaders in 2015 that make a difference in their companies, industries and communities.



COURTESY SUPERIOR CHAMBER OF COMMERCE

Massage Envy holds a late February ribbon cutting at 602 Center Drive in Superior, in the Superior Marketplace.



COURTESY GREELEY CHAMBER OF COMMERCE Mike Guinn of event host Noble Energy, left, welcomes John Coleman of Longs Peak Council, Boy Scouts of America, at a Feb. 26 Business After Hours event.



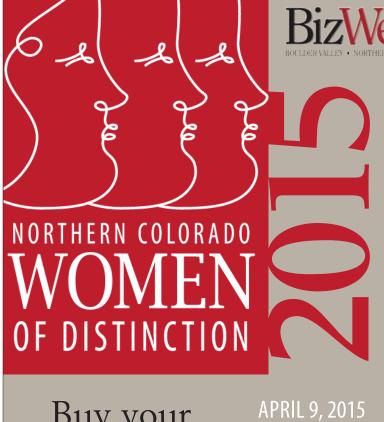
COURTESY GREELEY CHAMBER OF COMMERCE Bob O'Connor of the Weld Food Bank speaks to the crowd at a Feb. 26 Business After Hours event about the relationship the Food Bank has with event host Noble Energy.



COURTESY GREELEY CHAMBER OF COMMERCE Chris Leffler of Bank of Colorado, left, meets Chris Allard-Doble of C3 Real Estate Solutions at a Feb. 26 Business After Hours event hosted by Noble Energy.



COURTESY BERTHOUD CHAMBER OF COMMERCE Gina Patterson of Face to Face Body and Face Painting cuts the ribbon for her Longmont-based business on Feb. 10.



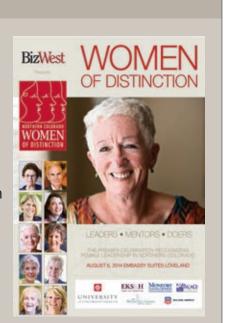
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TICKET PRICING
Early Bird: \$39 through April 1
\$49 starting April 2 - April 8
\$59 at the door

In 2015, Northern Colorado Women of Distinction — women committed to our community and who exemplify the best of success — will be honored at a breakfast event on Thursday, April 9, 2015 at the Fort Collins Marriott.

Ten women and an outstanding mentor will be honored for their achievements in business, philanthropic and government organizations. Profiles of the 2015 Women of Distinction will be published in the April 17th issue of BizWest, the business journal for the Boulder Valley and Northern Colorado.



7:00 - 9:30 AM

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ON THE JOB-

ADVERTISING, COMMUNICATIONS

Lori Senecal was named global chief execu-

tive at advertising agency Crispin Porter & Bogusky LLC in Boulder. In the newly created position, she will lead the company's executive team. She will remain in New York, where she's been serving as CEO of the MDC Partners network, a position she'll retain.



Senecal

MDC is the holding company that owns CP+B and several other agencies.

ARTS

Mary A. Kopco was named new executive director of the Fort Collins Symphony. She previously was director of the Black Hills of South Dakota's oldest history museum for 19 years, transforming the organization into a major cultural institution now known as Deadwood History,

BANKING

Flint Mulder became regional president for U.S. Bank in Northern Colorado, Wyoming and Western Nebraska on March succeeding Steve Lovas, who recently retired after a 36-year banking career. Mulder's office will be at 4949





Mulder

Larimer Parkway in Johnstown. He has nearly 20 years of banking experience and previously was community banking team leader for U.S. Bank in Central California and Northern Ne-

ECONOMIC DEVELOPMENT

Cynthia Eichler was named executive director and chief executive of Visit Fort Collins, the city's tourism marketing organization. She replaces Jim Clark, who resigned in August. Eichler previously worked for the Everitt Cos., Alberta Development and most recently General Growth Properties. She also has been a volunteer with numerous community organizations including Shop Fort Collins, the Fort Collins Chamber of Commerce and Poudre School District.

Tom Haren, chief executive of Greeley-based Agprofessionals LLC, is the new chairman of Upstate Colorado Economic Development, replacing Scott Erhlich, who stepped down to lead an effort to create the Northern Colorado Economic Alliance, a privately funded economic development group that would serve Weld and Larimer counties. Upstate Colorado, which serves Weld County and is funded by the public and private sectors, is in negotiations with a candidate to replace the group's chief executive, Eric Berglund, who took a similar job in Fort Myers, Fla.

EDUCATION

Scott Brownlee was hired as an adjunct instruc-

tor for the Medical Assisting program at IBMC College in Longmont. Brownlee graduated from the University of Detroit's McAuly School of Nursing and has more than 10 years of professional experience, most recently at LifeCare Center of Longmont, where he



Brownlee

has been a registered nurse for the past four

Beth Walker will start July 1 as dean of Colorado

University's State College of Business. The first female dean in the business school's 50-year history, Walker chairs the marketing department at Arizona State University's W.P. Carey School Business. At of CSU, she will replace Ajay Menon, who



Walker

is returning to the classroom at the business school after a dozen years serving as dean.

HEALTH CARE

Former Boulder city manager Frank Bruno will take the reins from retiring Ron Secrist as president of the Boulder Community Health Foundation at the end of March. Bruno, currently chief executive of Western Disposal Services Inc. in Boulder, has a long track record leading both private and public institutions. Prior to joining Western Disposal, Bruno was vice chancellor for administration at the University of Colorado Boulder. He has been a chairman and served on the boards of Via Mobility, United Way and Impact on Education. He was a founding member of the Innovation Center of the Rockies.

HIGH TECH

Promise Phelon was named chief executive at Boulder-based marketing software firm TapInfluence Inc., replacing co-founder Rustin Banks, who will remain on TapInfluence's board of directors and move into the role of chief product officer. Phelon joins TapInfluence from The Resumator, which makes recruiting software that helps companies streamline the hiring process. As chief revenue officer there, she led sales, marketing and business development. She previously was founder and CEO



of The Phelon Group, a technology-enabled services company that was acquired in 2009, and CEO of UpMo, a talent management SaaS

MANUFACTURING

Josh M. Ley was promoted to vice president for engineering at Longmont-based UQM Technologies Inc. (NYSE MKT: UQM). Ley has more than 20 years of engineering experience specifically related to electric motor design, UQM's

NONPROFIT

Joseph Adams presidenet of energy and industry operation at Broomfield-based MWH Global, accepted a three-year term on the board of directors of nonprofit Engineers Without Borders USA.



Adams







Bruss

REAL ESTATE

Carner

David Carner was named to lead the LIV Sotheby's International Realty office in Boulder as vice president and managing broker, and Chip Bruss joined the office as a broker. A fourthgeneration real estate broker, Carner previously worked with Coldwell Banker Bodin Realty and Fowler Better Homes and Gardens. Bruss previously was relocation director at Real Living CO Real Estate.





Danielle Ewing and Josh "Flo" Floryance joined The Group, Inc. Real Estate's Centerra office in

Loveland as broker associate/partners. Ewing, a graduate of the University of Northern Colorado in Greeley, has worked in the family business, JJ Fencing and Deck, for seven years. Floryance, a graduate of the University of New Mexico, has extensive experience in sales and marketing.

Rico Devlin joined Loveland Commercial LLC as a licensed broker associate. He has 15 years of experience in the food-service industry and knowledge of cash flow modeling and analysis.

Deadline to submit items for On the Job is three weeks prior to publication of each biweekly issue. Mail to Editor. BizWest Media LLC, 1790 30th St., Suite 300, Boulder, CO 80301; or email to news@bizwestmedia.com with On the Job as the subject.



Great Western Bank offers more than just banking; we offer long-lasting relationships built on growth and financial trust. Our knowledgeable team of bankers have the expertise to help your business thrive. Contact our Business Bankers in Boulder/ Longmont areas today to learn more about personalized financial solutions that are crucial to growing your business.



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Janet Haas Market President, Longmont



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For more information, visit www.GreatWesternBank.com



FDIC 🔐

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BRIEFCASE

CONTRACTS

Deals by Boulder-based **Array BioPharma Inc.** (Nasdaq: ARRY) to acquire worldwide rights to a pair of cancer drugs from **Novartis** could lead to \$1 billion in annual revenue and significant new hiring. That anticipated revenue boost is just for the three applications of the drugs that are currently in Phase 3 clinical trials. Those trials look at treating low-grade serous ovarian cancer, BRAF melanoma and NRAS melanoma. The company believes there are other types of cancers that could also eventually be treated with the drugs.

Longmont-based **Parascript** partnered with **OneTouchPoint**, which is integrating the Parascript software platform as part of its business process outsourcing services. OneTouchPoint will leverage Parascript technologies to facilitate effective enterprise-wide information management.

KUDOS

Several commercial and public radio stations in Northern Colorado and the Boulder Valley received awards March 4 from the Colorado Broadcasters Association. KSME-FM 96.1, an iHeartMedia-owned station licensed to Greeley and playing top-40 music, was named station of the year for 2014 in the "major market" category and won six other awards. KUAD-FM 99.1 in Windsor, a country-music station owned by Townsquare Media, and iHeartMedia classic-rock KPAW-FM in Fort Collins, branded as "107.9 The Bear," won five CBA awards apiece, while Greeley-based news-talk station KFKA-AM 1310, owned by Music Ventures LLC, and KBC0-FM 97.3, a station licensed to Boulder with an adult album alternative music format and owned by iHeartMedia, won one each. Public radio stations KRFC-FM 88.9 in Fort Collins, KUNC-FM 91.5 in Greeley and KGNU-FM 88.5 in Boulder also took home awards.

Judy Amabile, co-owner of Polar Bottle/ Product Architects, will receive the Boulder Chamber's Virginia Patterson Business Person of the Year award at the chamber's 2015 Celebration of Leadership awards event, to be held from 4:30 to 8:30 p.m. April 2 at the future home of the Museum of Boulder, 2205 Broadway. Zayo Group will receive the Industry Leadership Award, while Regina Cowles, Nancy Geyer, Deborah Malden, Bob Morehouse, Bill Obermeier, Patrick O'Brien, Richard Polk and Bob Yates will receive the Community Leadership Award. Elvira Ramos, program director for the Community Foundation of Boulder County, and Barbara Truan, president of Renaissance Management, will receive Chamber Champions awards, and Ron Secrist, president of the Boulder Community Health Foundation, will receive the Franny Reich Local Business Hero Award. Cost of the event is \$65 for chamber members and \$105 for nonmembers. Register online at boulderchamber.

Richard Barrett, founder of Leasetec Corp. and principal of the St. Julien Hotel and Spa; Tom Brock, founder and chief executive of Brock Media Co.; David Brown, David Cohen, Brad Feld and U.S. Rep. Jared Polis, founders of Tech-Stars; Percy and Carolyn Conarroe, former owners of the Louisville Times, Lafayette News and Erie Review; Linda Snyder Crockett, owner of Snyder Jewelers; Wally Grant, of counsel for the law firm of Lyons Gaddis Kahn Hall Jeffers Dworak & Grant PC; and Dale Katechis, owner of Oskar Blues Brewery have been chosen for induction to the Boulder County Business Hall of Fame. Percy Conarroe, who died in June 2013, will be inducted posthumously. The induction luncheon will be held Wednesday, April 29, at the Plaza Convention Center, 1850 Industrial Circle, Longmont. Tickets are \$55 per person and may be purchased online at www.halloffamebiz.com or by calling event director Kimberly Willard at 303-630-1967.



PHOTO COURTESY KRFC

KRFC-FM 88.9, a Fort Collins-based public radio station, won a Colorado Broadcasters Association award for best news/talk show host or team in a major market for its "Community at Work," a weekly program that rotates Thursday night hosting duties among Richard Cox of the Health District of Northern Larimer County, left, Larimer County spokeswoman Deni LaRue and Fort Collins City Councilman Bob Overbeck.

Organizers of the Colorado State Blue Ocean Enterprises Challenge business pitch competition announced the 28 startups that will compete May 30 for the \$250,000 grand prize. Thirteen startups were chosen to compete in the Collegiate Track and 15 in the Enterprise Track from a field of more than 130 applicants hailing from five states. Competitors in the college division will vie for \$20,000 in cash, business mentoring, and a spot in the Enterprise Track. The enterprise division will feature a bracket-style format in pursuit of the \$250,000 grand prize that also includes a 12-month business-mentoring program. College-division competitors will be Axios Impact Investments, Change Composites, ChemWithRay, GameCentrics LLC, QuadshoX, Viagozo and Wise Art Foods LLC from Colorado State University in Fort Collins; BOOM Algae, Native, NuBru Coffee, The Space Research Co. LLC and YOUglycemia from the University of Colorado Boulder and Rocky Mountain Sriracha from Colorado Mesa University in Grand Junction. Enterprise-track competitors are Behavioral Response Technologies, Conspire and Kapta of Boulder; Membrane Protective Technologies Inc. and OptiEnz Sensors LLC of Fort Collins; Synkera Technologies Inc. of Longmont; Extrude to Fill of Loveland, Notion of Denver; Parkifi of Morrison; QBLabs of Parker; Content BLVD of Los Angeles; Jebbit Inc. of Boston; Mozio of San Francisco; Verbalizelt Inc. of New York and Shelvspace Inc. of Scottsdale,

Boulder-based **ISONAS Inc.**, a pure-IP access control system manufacturer, won the Integration of the Year 2014 award from Milestone Systems at the recent Milestone Integration Platform Symposium 2015 in Las Vegas.

Flood and Peterson in Greeley was named 2014 Company of the Year by United Way of Weld County, and one of the company's executive vice presidents, **Rick Jenkins,** received the 2014 Live United award.

Pathways Hospice in Fort Collins for the second time was named a Leader in Dementia Care by the Alzheimer's Association Colorado Chapter for its commitment to training staff to better care for those affected by Alzheimer's disease.

Of nearly 85 entrants in the March 14 Lucky Joe's St. Patrick's Day Parade, the Fort Collins Downtown Business Association awarded first place and best overall to TR Paul Academy of Arts & Knowledge. Lucky Joe's Sidewalk Saloon took second place and SMART/Sheet Metal Air Rail & Transportation Union took third. Honorable mentions went to Colorado Cheer Academy Wildcats; Rocky Mountain Beard & Moustache Club + YendraBuilt,

and Fort Collins, Staying Great!

MERGERS AND ACQUISITIONS

Arlington, Va.-based global power company AES Corp. (NYSE: AES) acquired Boulder-based solar firm Main Street Power Co. Inc. The deal reached last month will help AES Corp. accelerate growth of distributed generation solar capacity in key markets, according to AES Corp. Main Street Power owns and operates distributed photovoltaic solar systems.

The acquisition of Broomfield-based diagnostic test-maker Corgenix Medical Corp. by Germany-based Orgentec Diagnostika was completed, a deal that takes the former publicly traded company private.

Pinstripe Capital LLC, headed by Peter Resnick of Boulder, acquired **CleanWell**, a brand of environmentally friendly cleaning products based in San Francisco. The price was not disclosed.

MOVES

The **Longmont Times-Call** will move its staff April 3 to 1860 Industrial Circle from its long-time home at 350 Terry St. in downtown Longmont, which was sold to a private developer last year. The new 4,800-square-foot space is in The Campus at Longmont, located behind The Best Western Plus Plaza Hotel at 1900 Ken Pratt Blvd. and next to the Village at the Peaks shopping mall currently under construction.

OPENINGS

The additions of a **J. Crew Factory** apparel store and a **PizzaRev** fast-casual restaurant will leave Boulder's Twenty Ninth Street shopping center with just three vacancies. J. Crew Factory will open in early June in a 6,352-square-foot space between Staples and Nordstrom Rack, with PizzaRev following sometime during the summer in 1,778 square feet next to Smashburger and Verizon Wireless.

BC Services Inc., a bill-collection agency in Longmont run by brothers John and Steven Boettcher, plans to consolidate operations and add 50 jobs at a new office in Clover Basin Business Park, according to the Longmont Area Economic Council. The company, which has offices at 451 21st Ave. in Longmont and in Colorado Springs, employs about 130 people.

Fort Collins-based **Chrome Thunder LLC** will open a motorcycle touring operation this summer, combining riding experiences and luxury accommodations into a turnkey package. Chrome Thunder equips its riders with new Harley-Davidson motorcycles, although riders can elect to bring their own bikes.

Those interested in this summer's trips can learn more at chrome-thunder.com or 970-

The Roost, headed by Dan and Alyssa Lance and Sean and Rebecca Gafner, held its grand opening March 13-14 at 526 Main St. in Longmont. In the site formerly occupied by Joe's of Longmont, the restaurant serves "craft casual American fare." Sean Gafner and partner Chris Cordova were executive chef and sous chef, respectively, at View 202 in Redding, Calif. The location has a rooftop bar and dining area, street-level patio and remodeled indoor dining space.

Wise Geek Marketing, created by industry experts Gordon Seirup and Vi Wickam, opened in Loveland to provide online marketing services

PRODUCT UPDATE

Broomfield-based Horizon launched six new snack and mac-and-cheese products: Super Squeeze pouches, Organic Apple Clusters and Fruit Crunchers, Organic Fruit Snacks, Organic Gluten-Free Mac and Microwaveable ClassicMac.

Fort Collins-based OtterBox introduced Defender and Commuter series cases for the new Samsung Galaxy S6, and said Symmetry Series, Alpha Glass and Clearly Protected screen guards would be coming soon.

Broomfield-based **WhiteWave Foods Co.** (NYSE: WWAV) introduced **Yulu**, an Australian-style full-fat yogurt brand in blueberry, strawberry, raspberry, honey and vanilla bean.

SERVICES

Seventeen Northern Colorado-based employers committed to offering electric-vehicle charging stations at the workplace: Brinkman Partners, City of Fort Collins, Colorado State University, Brendle Group, Woodward Inc. (Nasdag: WWD), New Belgium Brewing Co., Hewlett-Packard Co. (NYSE: HPQ), Odell Brewing Co., Platte River Power Authority, Fort Mitsubishi, Dellenbach Mo-Collins tors, Davidson Gebhardt, Tynan's, Co's BMW Center, Spirae, Colorado Clean Energy Cluster and Ken's Muffler & Brake. CSU Parking and Transportation Services already has installed 10 chargers and has plans to install more across its campus. Additionally, High Plains Library District has had a charging station at the Farr Regional Library in Greeley for almost two years.

The city and county of Broomfield launched InvestBroomfield.com, an economic-development website March 12, featuring downloadable maps and demographic information and an interactive virtual tour as well as company and property searches and success stories from local businesses. Broomfield is seeking a few local businesses to feature on the site with a free marketing video. Interested businesses can apply at Broomfield.org/BusinessSpotlight.

About \$1.15 million in funding has been approved by the Denver Regional Council of Governments to connect Fort Collins and Boulder by extending the **FLEX** regional bus service that now connects Fort Collins, Loveland and Longmont beginning in January. FLEX is run by Transfort, the city of Fort Collins' transit system.

ConfluenceSBC, a year-old co-working space at 102 E. Cleveland St. in downtown Lafayette, quadrupled its space from about 700 square feet to nearly 3,000 square feet.

Stonewear, a Boulder-based women's outdoor activewear brand, overhauled its website at **stoneweardesigns.com** with help from **Oblique Design**, a Boulder-based ad agency.

NONPROFIT **NETWORK**

Fort Collins-based New Belgium Brewing's Tour de Fat will travel to 10 cities this year for its 16th season. The events have raised close to \$4 million for local nonprofits, including more than \$600,000 in 2014. The daylong festivities are free, but all proceeds from beer and merchandise sales, along with parade donations, go to local nonprofits. The Fort Collins event will be Sept. 5 in Civic Center Park.

GOOD DEEDS

Ten employees from Broomfield-based Checkers Industrial Safety Products in Broomfield will travel to Haiti in April to assist Institution Univers, a primary and secondary school with 2,300 students in Ouanaminthe, Haiti, and the nonprofit Coalition of Children in Need Asso-

ciation, which founded the school. According to a media release, Checkers employees will teach English to the students, help build a wall at the school and do other light construction jobs, install solar lighting, paint and do mechanical repairs. Donations for the trip, school and its surrounding community can be made at gofundme.com/haitiforkids.

First Choice Emergency Room, 875 W. 136th Ave. in Broomfield, is holding a spring collection drive through April 4 to fill care packages for active-duty military members and their families, veterans, new recruits, first responders, wounded warriors and their caregivers. Most-needed items include instant hand and foot warmers, wool socks, batteries, carabiners, razors, lip balm, pens, dental floss, boot laces, combination locks, ear plugs, whistles, compasses, Altoids mints, beef jerky, decks of cards, trail mix, almonds and cereal bars

GRANTS

First Nations Development Institute in Longmont received a \$2.95 million grant from the W.K. Kellogg Foundation to extend First Nations' work in Native American agriculture and food systems for the next three years, and a \$40,000 grant from the Oakland, Calif.-based Rose Foundation for Communities and the Environment to fund a project aimed at improving the financial capability of Native American families.

The Boulder-based National Center for Atmospheric Research and its research partners received a \$1.3 million grant from NASA to develop the capability to produce detailed 48hour forecasts of ground-level ozone and fine particulate matter.

The Virginia W. Hill Foundation awarded Imagine!'s Dayspring program a \$10,000 grant, The program offers occupational, physical, and speech/language therapies to babies and toddlers.

Louisville-based Community Food Share Inc. received \$5,000 from the private, Lake Forest, III,-based Grainger Foundation, based on a recommendation from Shaw Schulder, market manager at the Boulder location of W.W. Grainger Inc., a supplier of maintenance, repair, and operating products.

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

This information is obtained from SKLD Information Services.

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

2/25/2015

Judaments

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

Warranty Deeds

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

BANKRUPTCIES

Chapter 7 Tony Charley Martinez, 2120

Boulder County

15th Ave, Longmont; Case #2015-11849, Date Filed: 2/28/2015 Brandy Marie Wright, 415

Karsh Dr, Longmont; Case #2015-11855, Date Filed: 2/28/2015

Anthony David Coronel, 6972 Miro Ct, Niwot; Case #2015-11868, Date Filed: 3/1/2015

Rodolfo Molina Rascon, 340 21st Avenue #B, Longmont; Case #2015-11888, Date Filed: 3/1/2015

Ronald Dean Kelsay, 728 Flamingo Dr, Lafayette; Case #2015-11916, Date Filed: 3/3/2015

John Bradley Ivers, 592 Cleveland Ave, Louisville; Case #2015-11934, Date Filed: 3/3/2015

Anva Donelle Palmieri, 2450 Airport Rd F156, Longmont; Case #2015-11979, Date Filed: 3/4/2015

Charles Morehead 2n Allen, 5606 Blue Mountain Circle, Longmont; Case #2015-11985, Date Filed: 3/4/2015

Tammi Sue Self, 160 Elk Rd, Lyons: Case #2015-12050. Date Filed: 3/5/2015

Chapter 13

Larry Dean Meadows, 1757 Preston Drive, Longmont; Case #2015-11779, Date Filed: 2/27/2015

Broomfield County Chapter 7

John P Cech, 13966 Star Creek Dr, Broomfield; Case #2015-11664, Date Filed: 2/25/2015

Dianna Ruth Major, 3252 W 133rd Avenue. Broomfield: Case #2015-11925, Date Filed: 3/3/2015

Gerald Hale Jr Stovall, 66 Garden Ctr, Broomfield; Case #2015-12084. Date Filed:

Larimer County Chapter 7

Nicole Leandra Gilbert, 1245 East Lincoln Ave #605. Fort Collins; Case #2015-11625, Date Filed: 2/25/2015

Kenneth Abner, 601 1/2 City Park Ave, Fort Collins; Case #2015-11650, Date Filed:

effrey Scott Demarest, 2828 Silverplume Dr Apt M2. Fort Collins; Case #2015-11652, Date Filed: 2/25/2015

Adam Eugene Gooding, 2260 Clydesdale Dr, Fort Collins; Case #2015-11677, Date

Dawn Haaheo Feit, 3529 Harrison Ave, Wellington; Case #2015-11679, Date Filed: 2/25/2015

Kimberly Jean Luckey, 349 Pin Oak Dr, Loveland; Case #2015-11680, Date Filed: 2/25/2015

David Lou Staoro, 1020 Rolland Moore Dr #2d, Fort Collins; Case #2015-11681, Date Filed: 2/25/2015

Kevin Lee Watkins, 1810 S College Ave, Fort Collins: Case #2015-11691, Date Filed: 2/26/2015

Emily Jean Harms, 1924 New-castle Court, Fort Collins; Case #2015-11701. Date Filed: 2/26/2015

Antoinette Renee Glidewell. 3515 Highland Dr, Fort Collins; Case #2015-11757, Date Filed: 2/27/2015

Carol Loretta Lopez, 3112 W County Road 14, Loveland; Case #2015-11758, Date Filed: 2/27/2015

Babette Hutton, 2456 Mckenzie Drive, Loveland; Case #2015-11766, Date Filed: 2/27/2015

Jeremy Lee Stevenson, 1940 Larkspur Drive, Fort Collins: Case #2015-11797. Date

Kendall Douglas Wren, 1008 Lochmore Place, Fort Collins: Case #2015-11847. Date Filed: 2/28/2015

Joshua Allen Emilio Ouinn. 3300 Colony Dr, Fort Collins; Case #2015-11931, Date Filed: 3/3/2015

Bradley Douglas Dreier, 2829 Kyle Circle, Loveland; Case #2015-11940, Date Filed: 3/3/2015

Sherrill Denise Lewis, 2502 Timberwood Dr. Fort Collins: Case #2015-11962, Date Filed: 3/4/2015

Sherry Ann Bleich, 1200 East

Jose G Desantiago, 1631 Banyan Dr, Fort Collins: Case #2015-12016, Date Filed:

Date Filed: 3/4/2015

Stuart Street #30 Fort Col-

Kenneth Romero, 7354 View Pointe Cir, Wellington; Case #2015-12043, Date Filed:

Chapter 13

3/4/2015

Paul Edward Conley, 2601 Davidson Drive Apt A1. Fort Collins; Case #2015-11819, Date Filed: 2/28/2015

Brittany Nicole Friar, 3436 W County Road 4, Berthoud; Case #2015-11906, Date Filed: 3/3/2015

Weld County Chapter 7

Tiffany Kristine Munoz, 700 Jessup St Apt 7, Brighton; Case #2015-11630, Date Filed: 2/25/2015

Saundra Jean Morales, 2825 W 28th St #7, Greeley; Case #2015-11659, Date Filed: 2/25/2015

Clyde Obrien Warehime, 435 N 35th Ave Unit 200, Greeley; Case #2015-11699. Date Filed: 2/26/2015

Ricardo M Acosta, 1886 Grace Avenue, Fort Lupton; Case #2015-11711, Date Filed: 2/26/2015

Evan Asbv. 1640 August Lane, Brighton; Case #2015-11722, Date Filed: 2/26/2015

April D Taylor, 8353 Us 34 E. Johnstown; Case 2/26/2015

David B Dao, 3221 Baldwin Ave Evans: Case #2015-11742, Date Filed:

Julie C Clark, 10 E Garden Dr #16, Windsor, Case #2015-11743, Date Filed:

Desiree I. Sandoval, 4954 W 2nd St, Greeley; Case #2015-11746, Date Filed: 2/27/2015

Margarita Huerta Calderon. 1014 Macdavidson Cir, Dacono; Case #201511768, Date Filed: 2/27/2015

Stephanie Denae Lerwick, 1361 Keywood Ct, Windsor; Case #2015-11772, Date Filed: 2/27/2015

Janice Rae Fyffe, 916 Cottonwood Ct, Fort Lupton; Case #2015-11774, Date Filed: 2/27/2015

Yolanda Lafrance Thomas, 438 Tumbleweed Drive, Brighton: Case #2015-11793. Date Filed: 2/28/2015

Debra L Rehantaylor, 1531 11th St, Greeley; Case #2015-11801, Date Filed:

Michael Gregory Coulon, Po Box 200681, Evans; Case #2015-11821, Date Filed: 2/28/2015

Peggy Ann Johnson, 4115 W 16th Street Drive, Greeley; Case #2015-11854, Date Filed: 2/28/2015

Nathaniel Dale Beckman, 2212 36th St, Evans; Case #2015-11863, Date Filed: 2/28/2015

Marc Christopher Sutterfield. 124 Walnut Street, Windsor; Case #2015-11864, Date Filed: 2/28/2015

John Elwood Jr Layton, 137 South 45th Avenue, Brighton; Case #2015-11875 Date Filed: 3/1/2015

Jennifer B Navarro, 426 S 3rd Avenue, Brighton; Case #2015-11915, Date Filed: 3/3/2015

Susan Nicole Archibeque, 3950 W 12th St Apt 21, Greeley; Case #2015-11943, Date Filed: 3/3/2015

Rita L Urban, 808 Gabriel Court, Dacono; Case #2015-11966, Date Filed: 3/4/2015

Tracy Lynn Allen, 165 Alder Ave, Johnstown; Case #2015-11974, Date Filed: Wilbur Arthur Jr Wood, 200 N

Scott David Jr Theisen, 6280 E 121st Dr. Brighton: Case #2015-11980, Date Filed:

35th Ave #23, Greeley; Case #2015-11977, Date Filed:

3/4/2015

Teri Ann Meyer, 1020 9th St. Greelev: Case #2015-12015, Date Filed: 3/4/2015

Robert Arno Benz, 10607 Ashwood Street, Firestone; Case #2015-12035, Date Filed: 3/5/2015

Lisa Chavezgranados, 200 Buck Rake Blvd. Platteville: Case #2015-12038, Date Filed: 3/5/2015

Luis A Fuentes, 484 25th Ave Ct, Greeley; Case #2015-12041, Date Filed: 3/5/2015

Keaton B Wicker, 724 Kenosha

Ct, Windsor; Case #2015-12042, Date Filed: 3/5/2015 Fernando Ocanas, 718 Rodg-

ers Cir, Platteville; Case #2015-12044, Date Filed: 3/5/2015 Thomas D Jr Formica, 676

Trappers Place, Windsor; Case #2015-12071, Date Filed: 3/6/2015

Janet Lynn Krebs, 596 Aspen Circle, Frederick; Case #2015-12086, Date Filed:

Chapter 13

Carrie Rae Walter, 1207 Maclaughlin Court, Dacono; Case #2015-11670, Date Filed: 2/25/2015

John Paul Salazar, 110 8th Street, Fort Lupton; Case #2015-11780, Date Filed: 2/27/2015

Terry Morton Jr Henderson, 1287 South 8th Ave, Brighton; Case #2015-11829, Date Filed: 2/28/2015

Lisa Marie Mcroberts, 15891 Village Circle, Brighton; Case #2015-11857, Date Filed: 2/28/2015

.larret Thomes Ouinonez, 723 Mckinley Avenue, Fort Lupton; Case #2015-11927, Date Filed: 3/3/2015

Sarah Ann Aquirre, 1608 38th Street, Evans; Case #2015-12034, Date Filed: 3/5/2015

Jeremiah Everett Gregory, 20799 Wcr 28, Hudson; Case #2015-12094. Date Filed: 3/6/2015

FORECLOSURES Boulder County

Borrower: Denise J & Douglas B Andrews, 1546 Cedarwood Dr. Longmont. Lender: Ally Bank, Amount Due: \$166247. Case #3428505 2/20/2015

Borrower: Jonathan E & Anastasia K Bowman. 1817 Eldorado Dr, Superior Lender: Nationstar Mortgage Llc, Amount Due: \$323124. Case #3429257. 2/25/2015

Borrower: Glenn D & Maureen F Mason, 11654 Flatiron Dr. Lafavette Lender: Us Bank National Association T, Amount Due: \$374093. Case #3429258.

Borrower: Holly A & Doug Goodrich, 6644 Kalua Rd, Boulder. Lender: Us Bank National Association T, Amount Due: \$173520. Case #3429259. 2/25/2015

Borrower: Joseph W Stec Boulder. Lender: Deutsche Rk Natl Trust Co, Amount Due: \$149625. Case #3429690. 2/27/2015

Broomfield County

Rorrower Baeanne I Smith 3803 Broadlands Ln, Broomfield. Lender: Wells Fargo Bank National Asso, Case #1914, 2/24/2015

Borrower: Timothy J & Stacev A Kline, 345 Hemlock St, Broomfield. Lender: Hsbc Bank Usa, Amount Due: \$193880. Case #2074.

Borrower: Reginald Mark Sr & Rena Nash, 13330 Grove Way, Broomfield. Lender: Deutsche Bank National Trust C, Amount Due: \$171067. Case #2104.

Larimer County

Borrower: Deborah Lee Carillo, 4394 Sunridge Dr, Loveland. Lender: Wells Fargo Bank, Amount Due: \$152745. Case #9078. 2/19/2015

Borrower: Harvey D Thompson, 900 Belvedere Ct, Fort Collins. Lender: Hsbc Bank Usa, Amount Due: \$525000 Case #9079. 2/19/2015

Borrower: Johnny J Jr & Daana L Madden, 431 Larkbunting Dr, Fort Collins. Lender: Wells Fargo Bank, Amount Due: \$169542. Case #9708, 2/21/2015

Borrower: Rebecca & Lvnn Lorenz, 537 Dunraven Glade Rd, Glen Haven. Lender: Wells Fargo Bank, Amount Due: \$206934. Case #9709

2/21/2015

Borrower: Katie Frost, 1301 Gateway Park Dr. Berthoud. Lender: Wells Fargo Bank, Amount Due: \$205770. Case #9710, 2/21/2015

Borrower: Michael Bilello, 14500 Buckhorn Rd, Loveland. Lender: Wells Fargo Bank, Amount Due: \$260758. Case #9996.

Borrower: James W & Rosemarie Livingston, 3755 Panther Dr. Loveland, Lender: Due: \$164126. Case #9998. 2/24/2015

Borrower: Jeffrey A Wills, 684 26th St Sw, Loveland. Lender: Ally Bank, Amount Due: \$32329. Case #9999. 2/24/2015

Borrower: Ronald L Erbes. 8139 E County Road 16, Loveland. Lender: Green Tree Servicing Llc, Amount Due: \$166560. Case #10333, 2/25/2015

Borrower: Adam A & Jannah R Findley, 3703 Banvan Ct. _oveland. Lender: Green Tree Servicing Llc, Amount

Due: \$160771. Case #10334, 2/25/2015

Borrower: Jennifer L Zidon, 1609 Layland Ct, Fort Col-lins. Lender: Nationstar Mortgage Llc, Amount Due: \$138490. Case #10946. 2/27/2015

Borrower: Scott Scanavino. 3450 Hewitt St, Loveland. Lender: Lsf9 Master Participation Trus, Amount Due: \$201326. Case #11198. 2/28/2015

Borrower: Keith A & Geraldine J Reichert, 8818 Longs Peak Cir, Windsor. Lender: Bk New York Mel Ion. Amount Due: \$369108. Case #11899. 3/4/2015

Rorrower Brad Ivan & Flizanash Dr. Loveland, Lender Pacific Union Financial Llc Case #11900. 3/4/2015

Weld County

Borrower: Saul T Mendoza, 218 Poplar St, Lochbuie. Lender: Nationstar Mtg Llc, Amount Due: \$95062, Case #4083765, 2/19/2015

Borrower: Matthew M Lang, 2509 Hawk Dr, Evans. Lender: Pennymac Loan Services Llc, Amount Due: \$125475. Case #4083766. 2/19/2015

Borrower: Eric D & Brandi L Nelson, 88 Summit View Rd, Severance. Lender: Ocwen Loan Servicing Llc, Amount Due: \$212745. Case #4084277. 2/20/2015

Borrower: Rebecca S & Jeffrey L Pronto, 190 Cessna Dr, Erie. Lender: Cvf li Mtg Loan Trust Ii. Amount Due \$457935. Case #4084544. 2/21/2015

Borrower: Ronald C & Genell F Hulstrom, , . Lender: Psb Credit Services Inc., Amount Due: \$462175. Case #4084545. 2/21/2015

Borrower: Ronald C & Genell F Hulstrom, , . Lender: Psb Credit Services Inc Amount Due: \$60703. Case #4084546. 2/21/2015

Borrower: Brett R Gilbert, 219 F 22nd St. Greeley Lender: Colo Housing Fin Authority, Amount Due: \$110968. Case #4085272 2/25/2015 Borrower: Darren M Moore.

563 Columbine Ave. Fort Lupton. Lender: Colo Housing Fin Authority, Amount Due: \$144312, Case

Lender: Nationstar Mtg Llc, Amount Due: \$221735. Case #4085274. 2/25/2015 Borrower: Mark A Huff 7233

Borrower: Ben Rahm, 3131

Foothill St, Frederick. Lender: Pnc Bk. Amount Due: \$184542. Case #4085621.

Borrower: Wayne V li Reyburn, 5324 Coyote Dr, Frederick. Lender: Wells Fargo Bk, Amount Due: \$161930. Case #4085622. 2/26/2015 Borrower: Sandra K Atwood, 1708 69th Ave. Greeley Lender: Pacific Union Fin Llc, Amount Due: \$215328. Case #4086710. 3/3/2015

Borrower: Victor Mendoza. 403 5th St, Kersey. Lender: Ocwen Loan Servicing Llc, Amount Due: \$144952 Case #4087100. 3/4/2015

Borrower: Philip Drew Prince, 3241 Vantage Dr, Hudson Lender Pnc Bk Amount Due: \$60186. Case #4087101. 3/4/2015

Borrower: Kyle W Larson,

4800 Eagle Blvd, Frederick Lender: Bokf Amount Due \$256783. Case #4087102. 3/4/2015

Judgments

2/19/2015

Boulder County Debtor: Sarah T Roth. Creditor: Cach Llc. Amount: \$1357.25. Case #C-15c-030028. Date: 2/19/2015

Debtor: Tj Beckwith Enterprises Lic, Creditor: Ghmd Lic. Amount: \$36014.35. Case #D-14cv-030096 Date:

Debtor: Rocky Mount Ram Lic, Creditor: Immixgroup Inc. Amount: \$98316.95. Case #D-14cv-031337. Date:

Debtor: Paulo Villalobos, Creditor: Public Service Credit Union. Amount: \$6145.37. Case #C-15c-030195. Date: 2/19/2015

Debtor: Kevin R & Kevin R Jr Kelly, Creditor: Portfolio Recovery Assoc Llc. Amount: \$3458.85. Case #C-14c-032460. Date:

Debtor: Raine Catalano,

Amount: \$874.23. Case #C-14c-033628. Date: 2/19/2015 Debtor: Richard Parish, Creditor: Midland Funding Llc.

Amount: \$7617.18. Case

#C-14c-033434. Date:

Creditor: Lvnv Funding Llc.

2/19/2015 Debtor: Gary C Hillam. Creditor: Discover Bk. Amount: \$15129.3. Case #C-11c-

003487. Date: 2/19/2015

Debtor: Elike Nuku, Creditor: Discover Bk. Amount: \$14142.12. Case #C-13c-032530. Date: 2/19/2015

Debtor: Joseph A Sprague,

Amount: \$1988.89. Case #C-11c-005642. Date: 2/19/2015 Debtor: Rosemary E Crispin. Creditor: Discover Bl

Amount: \$2968.01. Case #C-12c-002485. Date: Debtor: Sandra Mani, Credi-

tor: Discover Bk. Amount:

002936. Date: 2/19/2015

\$4054.3. Case #C-12c-

Debtor: Lynn A Lippoldt, Creditor: Discover Bk. Amount: \$11221.89. Case #C-06c-

002295. Date: 2/19/2015

FOR THE **RECORD**

Debtor: Lara lacometti, Credi-Amount: \$4841.79. Case #C-08c-006558. Date:

Debtor: Stephen Payne & Marina W Nash, Creditor: Professional Fin Co Inc. Amount: \$4437.58 Case #C-14c 031133. Date: 2/20/2015

Debtor: Philip C & Carolyn S Calitre, Creditor: Remington Post Homeowners Asso. Amount: \$8673.71. Case #C-14c-032996. Date: 2/20/2015

Debtor: Jeffrey Scott, Creditor: Am Express Bk. Amount: \$4366.13. Case #C-14c-033509. Date: 2/24/2015

Debtor: Pablo Analco, Creditor Elevations Credit Union. Amount: \$69874.38. Case #D-08cv-000808. Date:

Debtor: Bryan Swanton, Creditor: Robert A Jr Gregg. Amount: \$63733.0. Case # Date: 2/26/2015

Dehtor: Charmaine F Gallegos Creditor: Wakefield Assoc Inc. Amount: \$3411.86. e #C-14c-032973. Date:

Debtor: Carl Hornbuckle, Creditor: Midland Funding Llc. Amount: \$896.95. Case #C-13c-034060. Date:

Debtor: Toni Mccarty, Creditor: Midland Funding Llc. Amount: \$7870.57. Case #C-14c-031861. Date:

2/28/2015 **Debtor: Rhea Wiersema,** Creditor: Midland Funding Llc. Amount: \$2088.94. Case #C-14c-033095. Date:

Debtor: Sharon Wildrick, Creditor: Midland Funding Llc. Amount: \$898.42. Case #C-14c-032962. Date: 2/28/2015

2/28/2015

Debtor: Corey Drew, Creditor: Midland Funding Llc. Amount: \$1580.94. Case #C-14c-031322. Date:

Debtor: Judy Woods, Creditor: Midland Funding Llc. Amount: \$8404.64. Case #C-14c-031193. Date: 2/28/2015

Debtor: Arieann Defazio, Creditor: Midland Funding Llc. Amount: \$2003.9. Case #C-14c-031398. Date: 2/28/2015

Debtor: Jill Willis, Creditor: Tammy Lovato. Amount: \$6707.09. Case #C-13s-000116 Date: 2/20/2015

Debtor: Anna B Slepokura, Creditor: Discover Bk. Amount: \$13583.54. Case #C-10c-002432. Date: 2/25/2015

Debtor: Karen A & Richard M **Sowar,** Creditor: Budget Control Services Inc. Amount: \$457.55. Case 2/27/2015

Broomfield County

Debtor: Cristina Nicole & C Nicole Smith, Creditor: Us Bk. Amount: \$37807.68. Case #D-13cr-003232. Date:

Debtor: Kurt Smith. Creditor Us Bk. Amount: \$37807.68. Case #D-13cr-003247 Date: 2/20/2015

Debtor: Britt Smolen, Creditor: Springleaf Fin Services Inc. Amount: \$3435.81. Case #C-15c-030700. Date:

Debtor: Harry Plowman, Creditor: Midland Funding Llc. Amount: \$1711.57. Case #C-14c-030915. Date: 2/28/2015

Debtor: Michael Newton, Creditor: One Farth Future \$10299.0. Case #C-15c-030069. Date: 3/3/2015

Debtor: Margaret Bongiovanni, Creditor: Discover Bk Amount: \$6457.7. Case #C-12c-000733. Date: 3/4/2015

Debtor: Viking Roofing Inc, Creditor: Gulfside Supply Inc. Amount: \$26743.83 Case #D-14cv-030243. Date: 3/4/2015

Larimer County

Dehtor: Edward J & Patricia I Gudemann, Creditor: Cach Llc. Amount: \$1091.67. Case #C-14c-035714. Date

Debtor: Cinderella S Lessman, Creditor: Am Express Centurion Bk. Amount: \$5409.59. Case #C-12c 007983. Date: 2/21/2015

Debtor: Rebecca Susan Lorenz, Creditor: Retreat Landowners Assoc. Amount: \$7178.0. Case #D-12cv-001224. Date:

Debtor: Richard Knuth Creditor: Troy Capital Llc. Amount: \$10447.74. Case

#C-2014c34966. Date: 2/24/2015 Debtor: Angela M Pierce, Creditor: Marshall Recovery

li Llc. Amount: \$1365.2 Case #C-15c-030319. Date: 2/24/2015

Debtor: Liberto & Maria Castorena, Creditor: Account Amount: \$4953.0. Case #C-14c-036007. Date:

Debtor: Ingemar Kvarnstrom, Creditor: Jefferson Capital Systems Llc. Amount 030769. Date: 2/27/2015

Debtor: Vicki R & Marvin R Bush. Creditor: Gmac Llc. Amount: \$6659.93. Case

#C-09c-005121. Date:

Debtor: Ralph Cirillo lii & R Cirillo, Creditor: Discover Bk. Amount: \$3136.13. Case #C-14c-033942 Date:

Debtor: Tammy R Beatty, Creditor: Capital One Bk Usa. Amount: \$3187.11. Case #C-14c-031658. Date: 2/27/2015

Debtor: John J Mcbroome Creditor: Lvnv Funding Llc. Amount: \$2927.59. Case #C-14c-031270. Date: 2/27/2015

Debtor: Margaret A Spears, Creditor: Capital One Bk Usa. Amount: \$8184.18. Case #C-14c-031670. Date: 2/27/2015

Debtor: Larry Mcdonald, Creditor: Cavalry Spv I Llc. Amount: \$7347.68. Case #C-14c-031674. Date: 2/27/2015

Debtor: Benjamin Hudson, Creditor: Capital One Bk Usa. Amount: \$9107.9 Case #C-14c-035827. Date: 2/27/2015

Debtor: Teresa Abrams, Creditor: Discover Bk. Amount: \$4641.71. Case #C-12c-009339. Date: 2/27/2015

Debtor: Betty Hutcheson, Creditor: Lvnv Funding Llc. Amount: \$5498.46. Case #C-12c-010390. Date: 2/27/2015

Debtor: James H Ehlers, Creditor: Discover Bk. Amount: \$11543.77. Case #C-12c-004762. Date: 2/27/2015

Debtor: Frank A .limenez. Creditor: Discover Bk. Amount: \$8707.21. Case #C-10c-006959. Date: 2/27/2015

Debtor: Robert J Schroeder, Creditor: Discover Bk. Amount: \$4852.26. Case #C-10c-010392. Date:

Debtor: Barbara Shaw, Credi-\$6305.58. Case #C-09c-006407. Date: 2/27/2015

Debtor: Susan Stolz, Creditor: Discover Bk. Amount: \$13956.8. Case #C-08c-

Debtor: Diana J Boatwright Creditor: Discover Bk. Amount: \$5306.15. Case #C-08c-007634. Date:

Debtor: John P Nollet, Creditor: Discover Bk. Amount: \$11134.37. Case #C-07c-003476. Date: 2/27/2015

Debtor: Kevin J Laut, Creditor: Atlantic Credit Fin Inc. Amount: \$8358.36. Case #C-09c-006898, Date: 2/27/2015

Debtor: Rodolfo J Elizalde, Creditor: Capital One Bk Usa. Amount: \$1501.58. Case #C-09c-005166. Date: 2/27/2015

Debtor: Bob Sendgraff, Creditor: Capital One Bk Usa. Amount: \$1526.07. Case #C-09c-005976. Date:

Debtor: Claudia & Martin Hernandez, Creditor: Wakefield Assoc Inc. Amount: \$2813.85. Case #C-14c-

031986. Date: 2/28/2015 **Debtor: George R Mayhan,** Creditor: Wakefield Assoc Inc. Amount: \$789.33. Case

Debtor: Jeremy B Roth, Creditor: Wakefield Assoc Inc. Amount: \$850.45. Case #C-14c-032042. Date:

#C-14c-031942. Date:

2/28/2015

2/28/2015

Debtor: Randall D Stephenson Creditor: Wakefield Assoc Inc. Amount: \$2828.82. Case #C-14c-031091. Date: **Debtor: Michelle A & Brian Urtel,** Creditor: Wakefield Assoc Inc. Amount: \$12076.8. Case #C-15c-030025. Date:

Debtor: Susan M Skodis. Creditor: Capital One Bk Usa. Amount: \$5798.04. Case #C-14c-035938. Date: 3/3/2015

Nehtor: Hannah E Rowley Creditor: Bellco Credit Union. Amount: \$14835.38. Case #C-14c-031233. Date:

Debtor: Deborah Knight, Creditor: Cavalry Spv li Llc. Amount: \$1631.93. Case #C-14c-031219. Date: 3/3/2015

Debtor: Linda King, Creditor: Cavalry Spv li Llc. Amount: \$2879 99 Case #C-14c-031223. Date: 3/3/2015

Debtor: Debra E Hersh. Creditor: Unifund Ccr Partners. Amount: \$10990.85. Case #C-14c-030777. Date:

Debtor: Pamela N Ho. Creditor: Unifund Ccr Llc. Amount: \$40777.07. Case #D-14cv-030799. Date: 3/3/2015

Debtor: Lara Woodyard, Creditor: Midland Funding Llc. Amount: \$1001.36. Case #C-14c-031389. Date: 3/3/2015

Debtor: Ramon & Ramon L Gonzalez, Creditor: Midland Funding Llc. Amount: \$2287.56. Case #C-14c-030017. Date: 3/3/2015

Debtor: Jennifer Hynes, Creditor: Midland Funding Llc. Amount: \$887.85. Case #C-13c-031986. Date: 3/3/2015

Debtor: Tami & Tami M Wooten, Creditor: Midland Funding Llc. Amount: \$792.46. Ca #C-13c-031485. Date: 3/3/2015

Debtor: Michael & Michael J Funding Llc. Amount: \$1870.35. Case #C-14c-032668. Date: 3/3/2015

Debtor: Tonya Bennett, Creditor: Midland Funding Llc. Amount: \$767.98. Case #C-14c-031689. Date: 3/3/2015

Debtor: Terry Miller, Creditor: Midland Funding Llc. Amount: \$1041.74. Case #C-14c-034238. Date: 3/3/2015

Debtor: Front Range Labora-tories Inc, Creditor: Professional Fin Co Inc. Amount: \$2933.81. Case #C-15c-030054. Date: 3/3/2015

Debtor: Ryan Bolotte, Creditor: Professional Fin Co Inc. Amount: \$964.53. Case C-14c-030232. Date: 3/3/2015

Debtor: Angela R Purdy, Creditor: Professional Fin Co Inc. Amount: \$1119.15. Case #C-10c-002802. Date: 3/3/2015

Debtor: Heather Stpeters, Creditor: Professional Fin Co Inc. Amount: \$926.57. Case #C-14c-031913. Date:

3/3/2015

3/3/2015

Debtor: Bryan Swanton, Creditor: Robert A Jr Gregg. Amount: \$63733.0. Case #D-11cv-001259. Date:

Debtor: Patricia L Loper, Creditor: Credit Service Co Inc. Amount: \$2003.41. Case #C-14c-035346. Date: 3/4/2015

Debtor: Shannon Marie Carlson, Creditor: Dillon Valley East Condo. Amount: \$20302.79. Case #D-14cv-030290. Date: 3/4/2015

Debtor: Mitch & Jillanne Weiner. Creditor: Professional Fin Co Inc. Amount: \$0.0. Case #Repost Date 2/26/15.

Debtor: James B Pherson, Creditor: Colo St Revenue. Amount: \$941.4 Case #D-D352010cv800430. Date: 2/19/2015

Debtor: George A Jibilian, Creditor: Desarrollo Com-ercial Abarroter. Amount: \$112556.05, Case 2/20/2015

Debtor: Claudia Regan, Creditor: Account Brokers Larimer County. Amount: \$540.66. Case #C-10c-004717. Date: 2/20/2015

Debtor: David S Powelson, Creditor: Crystal Lakes Road Recreation. Amount: \$2682.61. Case #C-14c32301. Date: 2/21/2015

Debtor: William M Vanevery, Creditor: Discover Bk. Amount: \$0.0. Case #C-12c7543. Date:

2/21/2015

Debtor: Kyle J Fody, Creditor: Crystal Lakes Road Recreation. Amount: \$7173.85. Case #D-14cv-030535. Date: 2/21/2015

Debtor: Ngan T Tran, Creditor: Fed Fin Corp Am. Amount: \$15000.0. Case #C-10cv-000274. Date:

Debtor: Robero Lynn & Robert Bush, Creditor: Holly Jean Nordman. Amount: \$1302.0. Case #D-14jv000100. Date:

Debtor: Ki Shih. Creditor: Rex S Miller. Amount: \$46138.38. Case #D-14cv30501. Date:

Debtor: Earnest & Laurie Tooley. Creditor: Wakefield Assoc Inc. Amount: \$1069.65. Case #C-10c-001943. Date:

2015 Awards Honorees

Virginia Patterson Business Person of the Year Judy Amabile

Polar Bottle/Product Architects

Industry Leader of the Year The Zayo Group

Community Leadership Award

Regina Cowles, Nancy Geyer, Deborah Malden, Bob Morehouse, Bill Obermeier, Patrick O'Brien, Richard Polk, and Bob Yates

Chamber Champion Elvira Romas

The Community Foundation **Barb Truan**

Renaissance Management

Fanny Reich Local Hero Award

Ron Secrist Boulder Community Health

Lifetime Achievement





Thursday, April 2, 2015 4:30 PM to 8:30 PM

Followed immediately by the Boulder Arts Week performance until 10:00 PM.

Future home of the Museum of Boulder. 2205 Broadway St., Boulder, CO 80302

We Build Community Through Business



To register go to: www.boulderchamber.com













Issue 1 builds on what's best about Fort Collins

eaders in the city of Fort Collins want you to open up the **⊿**paper ballot that should be showing up in your mailbox any minute now and vote yes on Issue 1. It's not the most exciting thing you'll ever do, but it is a sound civic investment. In giving this measure the OK, you'll be ensuring that the city will continue to collect a "Building on Basics" ¼-cent sales tax that's been in place since 1973. It otherwise would end in December.

Equally important, you'll help extend bike routes and sidewalks, improve bus stops and parks, and enhance the Poudre River picnic areas and the proposed whitewater park.

What we like about Ballot Issue 1 is that it allows the city to upgrade and improve the amenities that make it such an attractive place for residents and employers. And it does so without incurring debt.

During its lifetime, this low-profile tax has helped build the Fort Collins Museum of Discovery, the Mulberry Pool, the Lincoln Center and the Senior Center.

People who believe any opportunity to lower taxes should be embraced are against this measure. They point to the city's multi-million-dollar surplus and argue that these funds, not ongoing taxes, could be used to build sidewalks and improve parks.

But Issue 1's backers point out that most of that surplus already is spoken for and some of it has allowed more projects to be added to this list of worthy undertakings. So we encourage you to vote yes on Issue 1 – and the next time you ride your bike across town or picnic next to the river, revel in your civic-mindedness.



BizWest.com opinion poll

Question:

As oil prices plummet, hundreds of Colorado oilfield workers are losing their jobs. Are the resulting lower gas prices worth the hit to employment?

Yes No 27.5

Next question:

Recently, Colorado lawmakers opted not to license yoga instructors. Was their decision correct?

- Yes, yoga instruction and certification work fine without state oversight.
- No, yoga can cause physical harm and, as a result, instructors should be licensed.

Visit www.BizWest.com to express your opinion.

The BizWest Opinion Poll is not scientific and reflects only the opinions of those Internet users who have chosen to participate



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VOLUME 34. ISSUE 7

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BizWest | www.bizwest.com March 20 - April 2, 2015 ■ 23A

RGS from 1A

Hawaii have made rooftop solar a less attractive option in that state.

In a November report, Moody's Investors Services highlighted RGS as having "extremely elevated credit risk." The report cited RGS' earnings as being too low to support interest payments, a negative operating margin and an increase in debt as factors that led to its low score.

RGS' financial troubles come as it faces three shareholder lawsuits, recently consolidated by U.S. District Judge Lorna Schofield for the Southern District of New York. The cases will be combined for certain legal procedures before they appear separately if they head to trial.

The lawsuits name as defendants current and former executives as well as members of the board of directors. Real Goods Solar has asked that the cases be dismissed.

The lawsuits center on claims by Rye, N.Y., resident Richard Smithline and Midsummer Small Cap Master Ltd. in New York City, Alpha Capital Anstalt in Liechtenstein, and Brio Capital Master Fund Ltd., that Real Goods Solar made misleading statements about its financial health as the company sought to raise additional cash last summer. RGS raised a total of \$6.4 million in the private placement in which it had sought to raise \$15 million.

Andrew Lopez, an attorney for Denver-based Schuchat International Law Firm LLC who has advised clients in private placements, said that such deals can pressure companies as they highlight both their financial strengths and risks when presenting to investors.

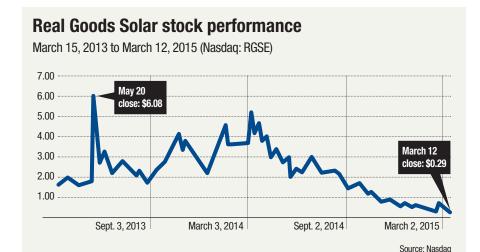
"Where it always gets complicated is you're trying to get people to invest money and then you have to highlight all the risks of that investment at the same time," Lopez said. "On one hand, you're trying to sell something; on the other hand, you're trying to tell them why you could lose all your money."

The plaintiffs contend they invested a total of \$1.6 million in Real Goods Solar based on statements about its path toward profitable growth. But they contend the company failed to fully disclose its liabilities and a default on its obligations with Silicon Valley Bank in Broomfield as of June 30, 2014, just days before Brio bought stock.

Brio bought \$300,000 July 9, unaware that RGS was preparing to disclose a \$28.4 million operating loss for the second quarter that had ended just days before. In addition, in court documents, Brio said RGS did not disclose that its cash balance had dropped dramatically, from \$11.1 million at the end of the first quarter to \$1.7 million at the close of the second quarter. RGS officials did not respond to requests for comment on the allegations in the lawsuit.

Press releases and earnings statements, meanwhile, revealed that Real Goods Solar planned to exit the large commercial market, instead focusing on residential markets to improve the company's profit margin.

Some of the plaintiffs in the lawsuit have since sold their shares at a loss. Ken



Zitter and Sameer Rastogi, attorneys for the plaintiffs, also did not respond to requests for comment.

Shareholders generally must prove that a public company made false or misleading statements in disclosures to win their cases, said Ladd Hirsch, litigation partner for Diamond McCarthy LLP in Texas.

"You've got to show that there were some specific and truly false or misleading statements that were made, which induced the shareholders to invest," he said.

Shareholder lawsuit plaintiffs typically seek to certify their cases as classaction lawsuits to increase their returns, he said. In most cases, continuing the lawsuit does not make economic sense if the court denies certification and only a small group of plaintiffs remains to

proceed with the claims.

"The most important battle at the start of the lawsuit is over whether you can get the class certified by the court," he said. "It's difficult to get classes certified because there are many procedural requirements that must be met before a court will agree to grant certification and allow the lawsuit to proceed as a class action."

Plaintiffs of the RGS lawsuits have not achieved class-action status, but RGS' sinking shares also may have affected companies closer to home.

Gaiam Inc. recently owned 4.1 million shares of Real Goods Solar, according to a 2013 statement announcing that the company had sold 6 million shares for \$16.4 million. Steve Thomas, Gaiam chief financial officer, did not respond to messages requesting comment on Real

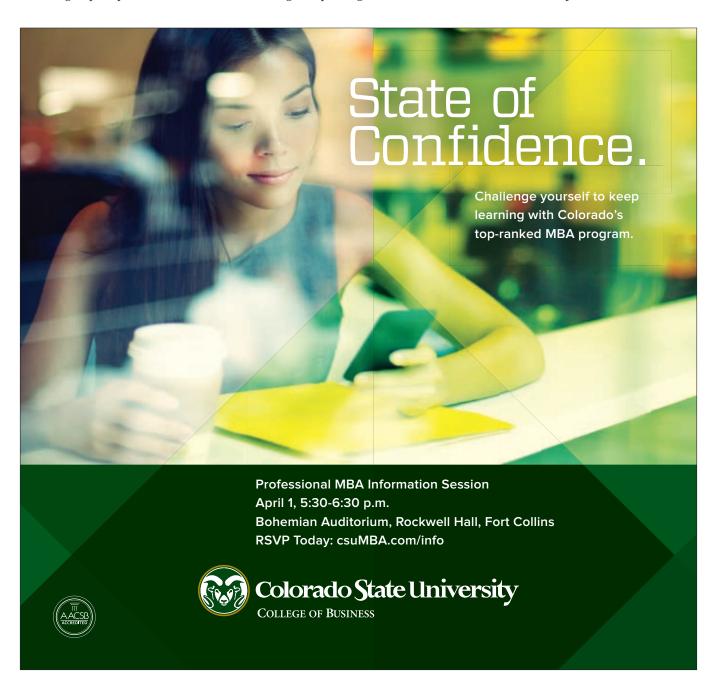
Goods Solar's financial performance.

As shareholders have fled Real Goods Solar, the company has sought to raise capital, including selling for \$1 million a portion of its business to John Schaeffer, a defendant in the lawsuits and member of Real Goods Solar's board of directors. The company also recently raised \$2.75 million in a public offering amid a \$55 million backlog of projects that it is struggling to fund.

RGS also said in a March 2 statement that it would embark on a reorganization in which it plans major changes to its California operations. RGS plans efficiencies such as relying on call-center sales instead of field sales while maintaining its engineering operations at its Louisville headquarters. The company expected to complete most of its restructuring within the first quarter of this year.

"The foundation of our new operational model focuses on our core strengths of engineering, e-sales, operations management and leasing," said RGS Energy chief executive Dennis Lacey in the statement. "We expect this effort to streamline our operations and lower our fixed operating costs, as we leverage our recently strengthened financial position to address an over \$50 million installation backlog."

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When two parents and their seven children come together and work hard, it's more than just a family or a family business. It's the perfect example of community and how it's more important than ever. See videos that show this at WhyCommunityMatters.com



THE WAY BANKING SHOULD BE





