

# BOULDER COUNTY BUSINESS REPORT \$1



**MERCURY 100**  
Boulder Valley's  
fastest-growing  
private companies  
**Section D**

Serving Boulder and Broomfield Counties  
Volume 29 | Issue 12 | May 28 - June 10, 2010

## Calif. software firm picks Louisville

BY RYAN DIONNE  
rdionne@bcbr.com

LOUISVILLE — Spigit Inc., a California-based ideas connector, has opened an office in Louisville that will focus on growing the company's custom-platform business.

The office opened in late April with four employees, but Spigit plans

*Spigit's backend software helps corporations find next 'big idea'*

to increase that number to 10 to 15 by the end of the year. And no matter its size, Paul Pluschkell, the company's co-founder, said it'll be a very important asset to Spigit.

The company, founded in 2007, develops software for custom platform that many large companies are using to connect idea makers with decision makers.

"It's kind of like the next generation of crowd sourcing," said Richard Tso, the company's marketing vice president.

The Louisville office, at 245 Century Circle, Unit 206, will operate as its own entity, including having its own profit-and-loss statement, Pluschkell said.

➤ See **Louisville, 13A**

### NCAR, UCAR celebrates 50 years



### NCAR celebrating 50 years of research

Scientists, researchers and administrators at the National Center for Atmospheric Research in Boulder have spent 50 years refining and advancing the scientific study of how we affect the environment and how the environment affects us.

Read stories on the history of NCAR, climate change, lightning-fast computers and the iconic architecture of the Mesa Laboratory in the Business Report's special section on NCAR's 50th anniversary. See section C.

### SPECTRALOGIC STICKING WITH TAPE

*30-year-old data-storage firm riding resurgence of tape libraries*



JONATHAN CASTNER

Nate Thompson, founder and chief executive of Boulder-based SpectraLogic Corp., stands in the company's new Technology Center that features the data-storage firm's tape and disk product line. The center is in Spectra's new two-story, 82,000-square-foot home in the Gunbarrel neighborhood of Boulder. See story, 6A.

Visit [bcbr.com](http://bcbr.com) for breaking news



#### CONTENTS

**Real Estate and Development**  
Arsenault got it right.....15A

**SPECIAL SECTIONS**  
**NCAR's 50th anniversary**  
Section C  
**Mercury 100**  
Fastest-growing companies  
Section D

Awards .....23A  
BCBRdaily .....2A  
Business Digest.....22A  
Calendar.....27A  
CEO Roundtable .....4A  
Economic Scoreboard .10A  
Editorial .....26A

Eye.....3A  
Nonprofit Network...23A  
On the Job .....11A  
Product Update.....23A  
Publisher's Notebook 26A  
Real Estate.....24A

#### LISTS

Chambers of  
Commerce.....12A  
Economic-Development  
Organizations.....14A  
Executive Suites.....14A  
Home Builders.....18A  
Mercury 100.....8D,14D

# Arca Biopharma regains compliance with Nasdaq

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

## BY BUSINESS REPORT STAFF

news@bcbr.com

BROOMFIELD — Arca Biopharma Inc. (Nasdaq: ABIO) will continue to be listed on the Nasdaq after regaining compliance from the stock exchange.

Nasdaq confirmed Arca's compliance with the minimum \$10 million stockholders' equity requirement, and that Arca is in compliance with all applicable requirements for continued listing on Nasdaq.

Broomfield-based Arca is a biopharmaceutical company developing genetically targeted therapies for heart failure and other cardiovascular diseases.

After announcing it faced possible delisting earlier this spring, things turned around for Arca in late March when the U.S. Patent and Trademark Office issued a patent to the company on its methods of treating heart-failure patients with bucindolol based on genetic testing.

The company then raised \$6.8 million through the sale of 1,075,000 shares of its common stock in open market during the first quarter 2010 to avoid being delisted.

## Erie OKs energy project

ERIE — The Town Board of Erie approved an amendment to the planned development for the Front Range Landfill in Erie that would allow the construction of a landfill gas-to-energy plant and landfill gas-collection system.

## BCBRdaily

The plant and system, proposed by Timberline Energy LLC, would convert methane captured from decomposing waste at the landfill into clean-burning fuel and electricity rather than incinerating the gas on-site. The electrical energy produced by the project would be sold to United Power.

The project would prevent the equivalent of approximately 30,000 metric tons of carbon dioxide from reaching the atmosphere each year through avoiding the use of additional fossil fuels.

When completed, the project will produce enough electricity to

supply approximately 3,641 homes, more than 56 percent of existing homes in Erie. When completed the facility will create three to four jobs.

Construction is anticipated to begin in October. Renewable electric generation is estimated to begin by February 2011.

## Incubator returns money

LONGMONT — The Longmont Entrepreneurial Network and the city of Longmont severed financial ties this week because of a conflict of interest.

Alex Sammoury, the network's executive director, recently was elected to the city council causing a conflict of interest because the city helps fund the startup incubator. Because of it, Sammoury returned the \$45,000 that the city of Longmont invested this year.

Sammoury said he's in the process of converting LEN to a 501 c (3) organization that would allow it to apply for various entrepreneur-supporting grants. Those potential grants combined with community support makes him confident that the organization will make up for the lost income.

"I'm confident that we'll be able to cultivate that support," he said. "If we didn't have such strong support

all along I would be concerned."

## Ted's Montana Grill picks Pearl

BOULDER — A Ted's Montana Grill will fill the former Sunflower Organic Dining space on Pearl Street in Boulder.

The Atlanta-based restaurant owned by media mogul Ted Turner and George McKerron Jr. signed a lease for the 4,600-square-foot restaurant space at 1701 Pearl St. and expects to open in October.

Ted's has 52 locations in the United States, including eight others in Colorado, which has been a very successful state for the business, said Claudia D'Avanzo, a spokeswoman for the company.

The menu includes steaks, meatloaf, crab cakes, pecan-crusted trout, cedar plank salmon, burgers, chicken grills and vegetable sides with entrée prices in the \$6 to \$20 range.

The restaurant prides itself on being green and "99 percent plastic free" with paper straws, menus on 100 percent recycled paper, cornstarch to-go cups and biodegradable to-go containers. It also works with to save energy and water with low-voltage lighting, water-efficient toilets, and in some cases, onsite renewable energy.

► See **BCBRdaily**, 10A

**RANKED IN TOP 10% NATIONALLY.**

**World-class cancer care. Right here.**



Oncologists Mark Sitarik, MD, Patrick Moran, MD and John Fleagle, MD



## OUR COMMITMENT TO BRINGING THE FINEST

cancer-fighting technologies and board-certified physicians to Boulder Valley residents was recently acknowledged by CareChex, which ranked us in the Top 10% of all cancer care facilities in the nation.

Whether it's being the first in Boulder County to offer digital mammography and da Vinci robot-assisted surgery, or providing local access to national clinical trials of the latest drug therapies, we're always looking for ways to bring the most promising cancer-fighting tools to our community.

Learn more now at [bch.org/cancer](http://bch.org/cancer)



**Boulder Community Hospital**

The best place to get better

[bch.org](http://bch.org)

# Boulder County suspends ClimateSmart loans

BY DAVID CLUCAS  
news@bcbr.com

BOULDER — Boulder County officials have temporarily suspended issuing new residential ClimateSmart loans due to new federal guidelines and challenges from the government-backed lending giants Fannie Mae and Freddie Mac.

The Boulder County ClimateSmart Loan Program provides local residents and businesses with affordable financing to make energy efficiency and renewable energy upgrades to

their properties. The owner repays the loans via an assessment on the property's annual tax bill, which stays with the property, not the initial borrower, throughout a five- to 15-year period.

In November 2008, Boulder County voters authorized the county to issue up to \$40 million in bonds - ultimately funded by outside investors - to support the program. In 2009, Boulder County allocated 612 ClimateSmart loans worth about \$9.8 million in the first two rounds of financing to the residential real-

estate sector. A third round of \$12 million available to residential owners began on March 15, with applications due April 28.

The latest round of applications is now on hold, county officials said, due to new guidelines just issued from the U.S. Department of Energy.

"In order to make sure that we are in compliance with these new guidelines, it is necessary to delay our loan application process for 60 days," county officials said in a statement. "This means that our application

process will be put on hold until late July. During this period, we are keeping our online application open to allow residents to continue to apply for loans."

At the same time, ClimateSmart is facing challenges from the government-backed lending giants Fannie Mae and Freddie Mac as a type of Property Assessed Clean Energy, or PACE, loan.

Regulators with Fannie and Freddie are questioning the structure of PACE loans being repaid through

► See **Loans, 11A**

# Pop-art photos



MICHAEL MYERS

James and Carrie Clarke launched Pop Art Magic in March, an online home-based business that transform photos into images reflecting Pop Art style.

## Clarkes turn everyday photos into cultural snapshots

BY ELIZABETH GOLD  
news@bcbr.com

ERIE — Mention the name Andy Warhol and images of soup cans, Marilyn Monroe in hot pink and the promise of 15 minutes of fame for everyone comes to mind.

Warhol held ranks with artists like Roy Lichtenstein and Jasper Johns as one of the famous names associated with the Pop Art movement.

The artistic style, one of the biggest art movements of the 20th century, was developed in the '50s and '60s. It poked fun at the highbrow and serious nature of the art world at the time and used everyday objects and mundane subjects — things like Warhol's rows of Campbell's tomato soup cans.

Seeing potential in applying the

iconic look of Pop Art to everyday photos, James and Carrie Clarke launched Pop Art Magic in March, which they operate out of their home in Erie located in the far eastern portion of Boulder County.

The online business carries the tagline: "Why settle for 15 minutes of fame? Let us turn your photo into a Pop Art Masterpiece."

James has 25 years as a professional glass blowing artist, and Carrie is a jeweler. He says he took a detour into the mortgage business in 1998 and feels like this new venture is the way to get back to his artistic roots.

Having grown up during the Pop Art movement, he even met Andy Warhol.

"Pop Art as simplistic imagery in bright colors," he explains. "You

don't have to wonder what any of it means.

"There are other Internet businesses that do something similar to what we do, but I didn't think the quality of their work was very good," he adds. "One day Carrie told me that if I thought I could do it so much better — I should try it."

Clients have six categories to choose from when they start out on Pop Art Magic's website: pets, men, women, couples, kids and things.

"They look at examples of different imagery and designate one to use or they select the option for me to do what I think is appropriate," James says.

They then upload one or more photos, and he does magic with his

► See **Photos, 21A**

## Marine dedicates carousel in Ned to fallen soldiers

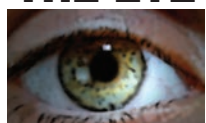
The Carousel of Happiness will open May 29 in Nederland, 43 years after it was conceived in the mind of a young combat Marine in Vietnam.

It will be dedicated in part to two Marines who died in a battle that its creator, **Scott Harrison**, survived.

The public is invited to help inaugurate the restored 100-year-old merry-go-round during opening ceremonies.

Following 10 a.m. opening ceremonies at its new home in the Caribou Shopping Center in the center of Nederland, Harrison will throw the switch setting the carousel turning again.

### THE EYE



The carousel's first rotation will be riderless, dedicated to deceased family members and friends in whose names donations were made, and to two U.S. Marines killed in a Vietnam war battle that Harrison survived.

Rides will cost \$1, and Italian sausages and hotdogs will be served free for as long as they last. Nederland's Wild Okapi Marimba Band will play.

Harrison carved 58 new animals for the carousel including a donkey bearing two chimpanzees in baskets, an alpaca in toe shoes — the Ballet Llama — and a giant but friendly gorilla who especially welcomes riders

► See **Eye, 21A**



COURTESY SCOTT HARRISON

Carousel of Happiness creator Scott Harrison and one of his carvings.

CAPLAN  
AND  
EARNEST  
LLC

Celebrating  
**40 Years**  
of Legal Service

The Confidence of Trusted Counsel®

Sharing Boulder's vision for the future. Helping the community prosper.

<i>Business and Finance</i>	<i>Homes and Services for the Aging</i>	<i>Litigation</i>
<i>Education Law</i>	<i>Immigration Law and Naturalization</i>	<i>Real Estate</i>
<i>Employment Law</i>	<i>Land-Use and Development</i>	<i>Special Education</i>
<i>Health Law</i>	<i>Lifestyles of Health &amp; Sustainability (LOHAS)</i>	<i>Wills, Trusts and Estates</i>

Phone: 303-443-8010 • www.celaw.com  
One Boulder Plaza • 1800 Broadway, Suite 200 • Boulder, CO 80302-5289  
ARTWORK BY BETSY CAPLAN

# Green focus turns to ROI as industry gains traction

## Insiders ponder need for outside regulation

BY RYAN DIONNE  
rdionne@bcbr.com

BOULDER — The green industry is relatively close to a tipping point where green will be common and widely adopted, one participant said at the Boulder County Business Report's Green Business CEO Roundtable on May 18 at the offices of Ehrhardt Keefe Steiner & Hottman PC in Boulder.

### CEO ROUNDTABLES

The Boulder County Business Report conducts CEO Roundtable discussions monthly to address key issues facing companies and industries in Boulder and Broomfield counties. The CEO Roundtable is conducted in collaboration with Holland & Hart LLP and Ehrhardt Keefe Steiner & Hottman PC. The roundtables are closed to the public, but the Business Report reports on each roundtable in its print editions and posts video interviews with some participants on its Web site at www.bcbr.com.

#### 2010 schedule

- Jan. 19: Economy, published Feb. 5
- Feb. 9: Banking, published Feb. 19
- March 9: Energy and Utilities, published March 19
- April 20: Natural Products, published April 30
- May 18: Green Business, published May 28
- June 29: Outdoors Industry, publishes July 9
- July 13: Real Estate, publishes July 23
- Aug. 10: Innovation, publishes Aug. 20
- Sept. 7: Health Care, publishes Sept. 17
- Oct. 19: Technology and Telecommunications, publishes Oct. 29
- Nov. 16: Bioscience, publishes Nov. 26



Andy Bush, principal of Boulder-based Morgan Creek Ventures that specializes in sustainable building practices, said in 10 to 20 years he thinks it'll be cheaper to go green than to not.

While much can happen in 10 to 20 years to accelerate or delay his prediction, most participants agreed that the emphasis on being green and sustainable isn't just a trend.

Whether they're truly in touch with their industry or trying to speak optimistically, the roundtable participants said the green industry is here to stay.

"It's a journey," said Green Marketing Inc. President Darrin Duber-Smith. "You've got to get on the path."

Many local and national companies recognize the benefits of being sustainable, but there are just as many that look at the cost of going green and decide against it.

David Rubin, general manager of Boulder-based A Spice of Life Catering Services, said corporate contracts really dropped with the economy.

He said revenue decreased about 25 percent last year as people looked for cheaper ways to cater food. Sometimes that involved going to the grocery store and picking up a platter, he said.

But already this year, the catering service that focuses on being sustain-

able, made up about 10 percent of that loss, he said. Businesses are starting to spend again as the economy seemingly improves.

Being sustainable is something his company believes in and won't stray from even if some companies don't want to pay extra for it. For other companies, though, he said being sustainable is a deal maker.

In the construction industry, Bush said being sustainable helps entice people who may be on the fence when considering two companies to contract.

"We're finding that it helps in the tie-breaker situation," he said.

But in a thriving economy, being green is mostly positive.

However, it typically comes down to return on investment, many roundtable participants said.

For Tim Krueger, president of Boulder-based Performance Enhancements Inc., which helps companies make their IT departments more sustainable, convincing clients to go

► See **Green, 5A**

# BCBR LISTS IN EXCEL

- Create lists of sales contacts
- Generate mailing lists
- Sort companies by size or geography
- Import data into you favorite contact management software

To download NOW, go to [bcbr.com](http://bcbr.com)

## WE OFFER 24-HOUR EMERGENCY SERVICE

D  
G  
O  
ACCESS

D

GO Access proudly serves residential and commercial garage door needs with the absolute best service and top quality products. DGO Access has become one of the most progressive, reputable and reliable garage door companies in Metro Denver and the surrounding area by providing value and superior craftsmanship.

We provide guaranteed fast, quality service for all major brands of openers & garage doors.

Let DGO Access show you how affordable QUALITY garage doors can be.

SPECIALIZING IN REPAIR & INSTALLATION OF:

- Springs
- Cables
- Openers
- Doors

303-485-1700  
www.dgoaccess.net

Proudly serving Boulder County since 1987.

BOULDER COUNTY  
BUSINESS  
REPORT

Volume 29 : Issue 12  
May 28 - June 10, 2010

Copyright 2010. Boulder Business Information Inc., a subsidiary of Brown Publishing Co. Reproduction or use of editorial or graphic content without written permission is prohibited. The Boulder County Business Report (USPS 018-522, ISSN 1528-6320) Is published biweekly, with an extra issue in December, by Boulder Business Information Inc., a Colorado corporation, 3180 Sterling Circle, Suite 201, Boulder Colorado, 80301-2338. Periodical Postage Paid at Boulder, CO and at additional mailing offices. Subscriptions are \$49.97. International subscriptions are \$180.00.

POSTMASTER; Send change of address notices to:  
The Boulder County Business Report, P.O. Box 1399, Fort Collins, CO 80522.  
(303) 440-4950 Fax: (303) 440-8954 E-mail: cwood@bcbr.com Web: www.BCBR.com

**GREEN** from 4A

green is generally easy.

Krueger said once he shows IT managers the energy and space savings as well as how the department can save money by prolonging equipment, the decisionmakers are hooked.

**SOME BUSINESS OWNERS**

**are worried that prices may never rebound to prerecession days. Nowadays, people expect to finagle better prices because many businesses need the work, and consumers know that.**

But he admits that many people don't know what to look for in terms of return on investment.

The entire ROI model, some think, is flawed.

John Heckman, Five Winds International's director, said despite an ROI system that is focused on short-term costs instead of long-term costs or environmental impact, companies still follow it.

Despite the long-term outlook, only 20 percent of consumers are



RYAN DIONNE

David Johnston, middle, president of What's Working Inc., thinks it'll take an outside organization to help regulate the green industry. Other participants of the Boulder County Business Report's Green Business CEO Roundtable included Julie Herman, executive director of the Boulder Green Building Guild, left, and Andy Bush, principal of Boulder-based Morgan Creek Ventures.

willing to pay more for sustainable products, Duber-Smith said. And of the other 80 percent, many want to go green but don't have the money or don't know how to switch from conventional to green products.

Some business owners are worried that prices may never rebound to prerecession days. Nowadays, people expect to finagle better prices because many businesses need the work, and consumers know that.

Rubin is concerned about that for his catering business. If prices stay down it may create a spark in business, but profits may not increase.

As with many industries, the roundtable participants said education is one key to helping the green industry thrive.

Julie Herman, Boulder Green Building Guild's executive director, said there's no way for consumers to compare one green or sustainable

**PARTICIPANTS**

Bryan Beckett, founder, EcoGreenOffice; Andy Bush, principal, Morgan Creek Ventures; John Heckman, director, Five Winds International; Julie Herman, executive director, Boulder Green Building Guild; David Johnston, president, What's Working Inc.; Tim Krueger, president, Performance Enhancements Inc.; David Rubin, general manager, A Spice of Life Catering Services. Moderator: Darrin Duber-Smith, president, Green Marketing Inc.

product against another.

And while some people think an industry regulator would help, David Johnston, president of What's Working Inc., believes that it'll take an outside entity — or multiple entities — to regulate the industry and reduce or eliminate green-washing.

Johnston said the industry does as much as it has to when it has to, so it'll take organizations like Underwriters Laboratories Inc. or Consumer Reports to help educate consumers.

Regardless of how education happens, whether or not there's an immediate return on investment and how much prices will increase or decrease, Bryan Beckett, founder of EcoGreenOffice, said good business is here to stay.

So if a company is true to its mission and is striving to be green because that's what it believes in rather than because it's the hype, the business will continue to grow.

Colorado's **RELOCATION EXPERTS**

*...one call to Housing Helpers® for all your relocation needs!*



**Real Estate**

From corporate relocations, to seasoned investors and first time home buyers, our Realtors are dedicated to making every real estate transaction a success. With years of experience and local market knowledge our team will produce great results for all of your real estate needs.

**Free Rental Locating Service**

Our rental experts will provide a free customized search for your new home from the largest database of houses, apartments, and condos for rent. With free area tours and property showings, our rental locating service makes finding your new home FAST and EASY!

**Corporate Housing, Temporary to Extended Stays**

Whether your company is in need of temporary housing for employees, or you're booking your own accommodations, we offer high quality fully furnished apartments, condos, and house rentals equipped with all the comforts of home. With flexible terms and superior customer service, you can relax and live more comfortably while saving money over hotels.

**Relocation Services**

Every relocation is unique and requires a personal touch, we'll customize our services to meet your needs. Area Tours, School Research, Relocation Packets, Welcome Orientation, Settling-In Services, for domestic or international transferees, you can count on us for a smooth transition to the area.



2865 Baseline Rd, Boulder, CO  
www.housinghelpers.com

John Iannone, Director Corporate Relocation (303)545-6000 ext 134



# SpectraLogic expands on new tape technology

*Data-storage firm consolidates ops to one big building*

BY DOUG STORUM  
dstorum@bcbr.com

BOULDER — Nate Thompson likes the expansive view of the Rocky Mountains from his new office. He likes even more the fact that most of SpectraLogic Corp.'s nearly 300 employees finally are in the same building.

The 30-year-old Boulder-based data-storage firm has completed a \$2.5 million interior renovation of a two-story 82,000-square-foot building at 6285 Lookout Road Boulder's Gunbarrel neighborhood.

Outlook LLC, a group of SpectraLogic's share and option holders, bought the building for \$5.7 million in December from 6285 Lookout Road Ltd., led by Michael Berman.

The building had sat idle for six years, last occupied by Intrado Inc. before it moved to Longmont.

Before SpectraLogic completed the move earlier this month, workers were scattered among four buildings that totaled about 72,000 square feet along 55th Street and Arapahoe Avenue in Boulder.



JONATHAN CASTNER

Don Langlinois, a production associate, assembles a portion of a tape-drive system at SpectraLogic's new facility in the Gunbarrel neighborhood of Boulder.

"We had limits to our efficiency," said Thompson, SpectraLogic's founder and chief executive. "We're basically a group of knowledge workers. With our open layout, it's more convenient for sales and marketing

people to talk with engineers who can talk with finance and assembly workers. Our communication is much better."

While the layout is more efficient, some nice perks were included in the

design. It has a 1,500-square-foot executive briefing room, an onsite cafeteria, a room of pinball machines, a 24-hour gymnasium with showers, plus access to miles of nearby running

► See **Technology, 7A**

## 2 simple steps to winning the lottery

1. Buy lottery ticket
2. Repeat 14,999,999 times

There is no "Get Rich Quick."

Start saving at [efirstbank.com](http://efirstbank.com)

**1STBANK**



JONATHAN CASTNER

Nick Nespeca, a mechanical engineer, works on a SpectraLogic tape drive.

## TECHNOLOGY from 6A

and biking trails.

But one of the most important new features is the Spectra Technology Center, a mini raised-floor data center that houses examples of Spectra's tape and disk product lines. It's equipped with work stations that allow clients and Spectra engineers to work together on custom configurations using Spectra's products.

"And we have other test labs onsite for more intense, complex testing," said Kevin Dudak, Spectra's senior product manager.

Thompson predicts SpectraLogic will record revenue of \$63 million for its fiscal year ending June 30, a 5 percent increase over last year, attributing the growth to a resurgence of tape storage and a new line of tape libraries.

About 90 percent of SpectraLogic's business is in tape storage while the rest is in disk storage. Much of its work is in the software programming of tape libraries.

Industry experts believe tape is making a resurgence, ready to take back some market share from disk storage. Over the last 10 years, the use of disk to replace tape for shorter-term storage has often obscured innovations in tape technologies. Now, tape is re-emerging as a data-center star for active file archiving, in addition to its long-standing and continued role in backup and disaster recovery.

While many data-storage firms were making major shifts from tape to disk, SpectraLogic kept working on new tape technologies, including automated-archive systems that can retrieve stored information in 60 to 75 seconds. They also require less floor space and less power to operate.

The Clipper Group Inc., a consultant group in New Hampshire that analyzes the business values of technologies, said disk systems cost 25 times more to power and cool than tape systems. For a data center storing 150 terabytes of data that was

“ We’re basically a group of knowledge workers. With our open layout, it’s more convenient for sales and marketing people to talk with engineers who can talk with finance and assembly workers. Our communication is much better. ”

**Nate Thompson**  
FOUNDER, CHIEF EXECUTIVE,  
SPECTRALOGIC CORP.

growing at 30 percent per year, The Clipper Group said a 15-disk system will cost about \$109,745 in electricity in one year. The electric bill for the automated tape library will only be \$4,238 a year.

SpectraLogic claims its new T-Finity series provides a 44 percent to 71 percent improvement in use of data center floor space and consumes up to 50 percent less power than its nearest rivals. Spectra's BlueScale EnergyAudit system records real-time energy use and provides displays on the side of the unit.

Spectra is continually adding customers, including the Tennis Channel, Discovery Communications, Entertainment Tonight, NASA, Argonne National Laboratories, Los Alamos National Laboratories, Nomura Bank, University of Colorado, Colorado State University, U.S. Department of State, U.S. House of Representatives, Louisiana State University, GMAC and Vanderbilt University.

**home** has a new address.  
Welcome to Bank of America Home Loans.

Where you will experience a new approach to lending and service every step of the way. So you can choose the home loan that's right for you and close it on time.

- **Home Loan Guide** — an easy-to-use, interactive experience that will help you learn about the process, what you can comfortably afford, and how the types of mortgage loans compare.
- **Clarity Commitment™** — a one-page loan summary that explains key terms of your loan in plain language.<sup>1</sup>
- **Mortgage loan officers** — located nearby, ready to serve you when and where you need us.

**Bank of America** Home Loans

**If you are planning to purchase or refinance a home, please call today for more information.**

**Bank of America Home Loans, Boulder Branch**  
303.443.1122  
elizabeth.million@bankofamerica.com  
<http://mortgage.bankofamerica.com/boulderoffice>

<sup>1</sup>The summary is provided as a convenience, does not serve as a substitute for a borrower's actual loan documents, and is not a commitment to lend. Borrowers should become fully informed by reviewing all of the loan and disclosure documentation provided. Bank of America, N.A. Member FDIC. Equal Housing Lender © 2009 Bank of America Corporation. Credit and collateral are subject to approval. Terms and conditions apply. This is not a commitment to lend. Programs, rates, terms and conditions are subject to change without notice. AR82729 00-62-1322D 06-2009

**The bottom line.**  
**Make your business great.**

Great Western Bank is built upon nearly a century of solid, prudent practices—and growing stronger every day. As we thrive, so will you with convenient locations, continued lending and programs that give back to our communities. In a challenging world, we're still here. Strong, growing and making life great.

**Boulder:** 2775 Pearl St., Suite 101 · 303.447.0444  
1900 Ninth St. · 720.890.0333

**Erie:** 785 Cheesman St. · 303.828.0888

**Lafayette:** 811 S. Public Rd. · 303.666.0777  
2695 N. Park Dr., Suite 101 · 303.666.0111

**Longmont:** 25 E. Ken Pratt Blvd. · 303.532.3444  
600 Kimbark St. · 303.776.2727  
2100 Main St. · 303.772.0777

**Louisville:** 1020 W. Century Dr. · 303.666.0666  
801 Main St., Suite 130 · 303.664.0444

**GreatWesternBank.com**

**Member FDIC**

**Great Western Bank®**  
Making Life Great™

# Summit speaker will discuss renewable energy

*All-day event will focus on how businesses can blend with environment*

**BY BUSINESS REPORT STAFF**  
news@bcbr.com

BOULDER — Michael Potts, president and chief executive of the Rocky Mountain Institute in Boulder, will deliver the keynote speech at the Boulder County Business Report's third annual Green Summit on June 15.

Potts will talk about shifting from fossil fuels to renewable energy from 8 to 9 a.m., kicking off the all-day conference held at the Millennium Harvest House Boulder.

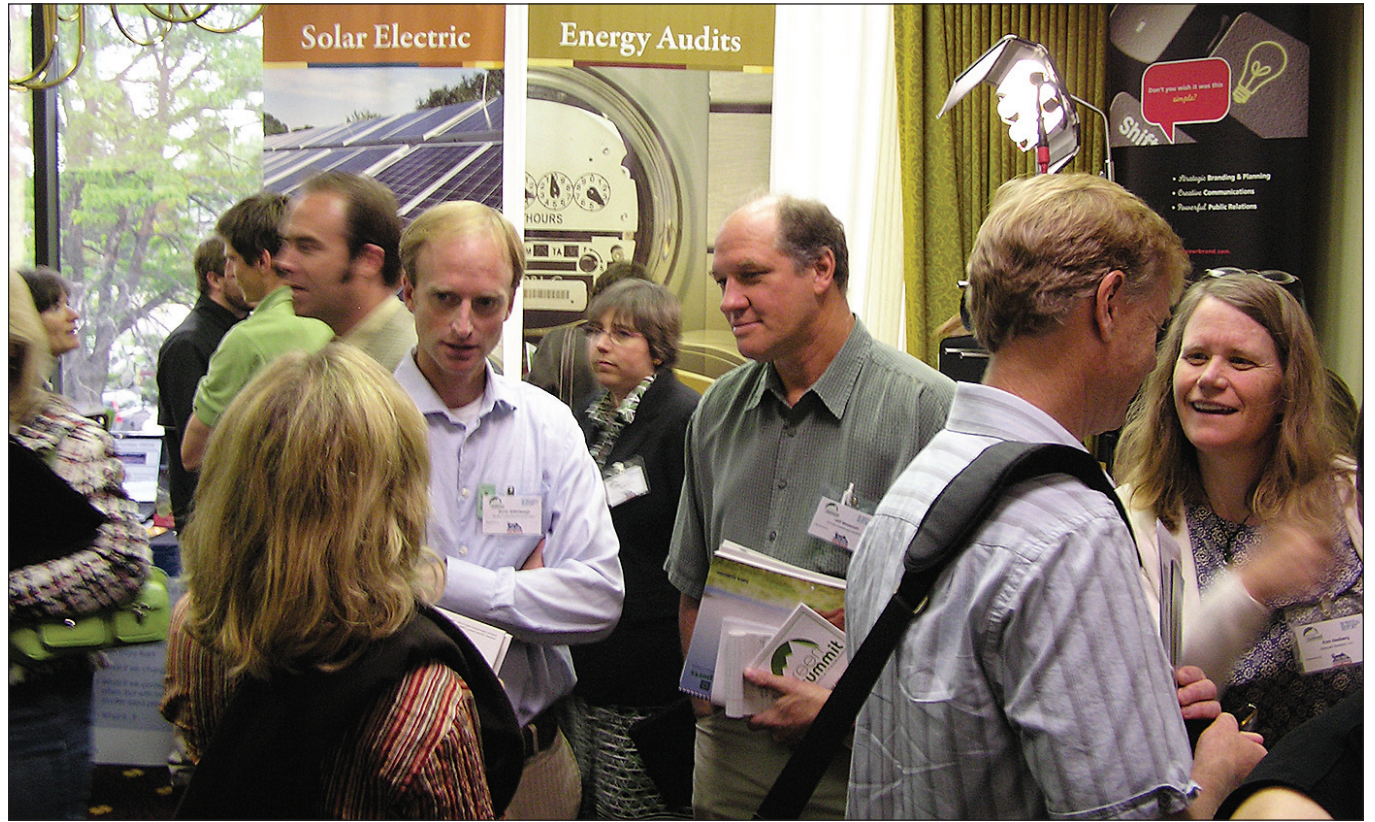


Potts

The Rocky Mountain Institute in an independent, nonprofit organization. It is a group of industry experts, thought leaders and engineers focused on driving the profitable transition from coal and oil to efficiency and renewables.

The summit also will feature eight breakout sessions on a variety of topics, a luncheon panel, and exhibitors will be on hand to talk about their products, services and ideas.

The day concludes with the Busi-



DOUG STORUM

Exhibitors will be on hand at the Green Summit to talk about their products, services and ideas. Last year's event drew approximately 300 attendees.

ness Report's annual Eco-Heroes awards presentation and networking event beginning at 3:30 p.m.

Topics of the day will include:

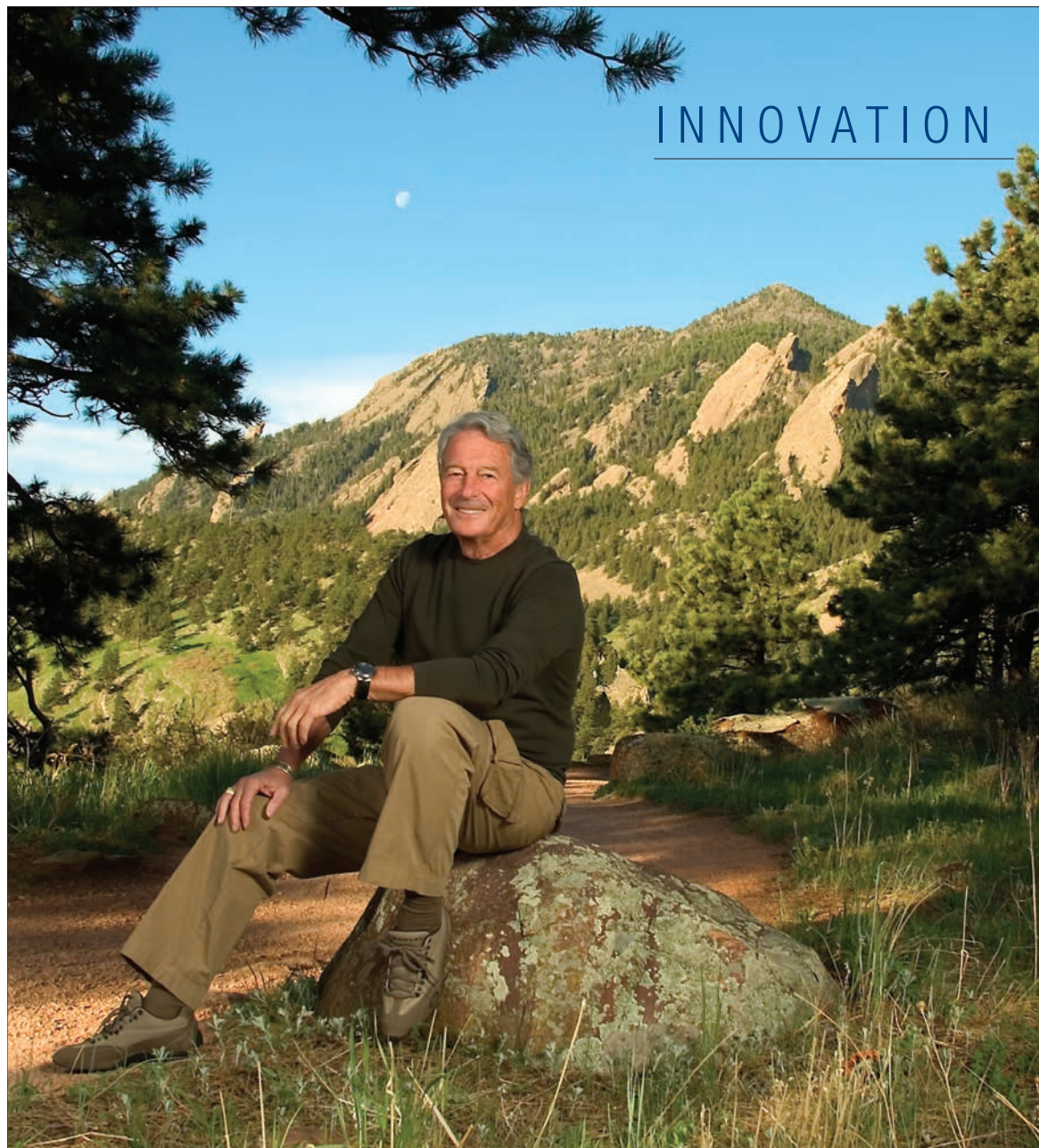
**Smart Grids: What's Next:** Utilities are investing in smart-grid technologies all across the nation, including

Boulder. Our expert panel will discuss how these efforts are fostering aggressive innovations, and what features and uses lie ahead for individuals and businesses.

**Clean-Tech Finance:** Clean technologies continue to spark the interest of

venture capitalists and other investors. What do clean-tech entrepreneurs need to know about financing options to grow their businesses? Our expert panel will discuss VC funding, angel investing, traditional financing, gov-

► See **Summit, 9A**



## INNOVATION

**David Jacobs**

Founder and Chairman, Spyder Active Sports, Inc.  
Boulder, Colorado



David Jacobs is a living legend within the ski industry. He began his skiing career when he was 18 and hasn't lost his passion for the sport since. He was named Canadian Downhill Ski Champion in 1957, and now is the founder and CEO of the largest ski-specialty brand in the world.

David started Spyder in 1978 as a small mail-order company in his Boulder, Colorado kitchen with a few race sweaters and ski pants. One of David's early creations was a navy blue racing pant with yellow striped pads extending from the knee to the hip. His son mentioned that skiers were calling them "spider" pants because of their spider leg-like appearance.

More than 30 years later, Spyder now has 800 original styles sold in 50 countries worldwide. Some of their product innovations include jackets that incorporate Bluetooth® technology for use with your iPod® and cell phone, and race suits fitted with the high-tech shock-absorbing material d30™.

All trademarks are copyrighted by their respective owners.

**Innovation Drives Success.** Holland & Hart is proud to serve clients such as Spyder because we, like them, constantly strive to provide innovative solutions for our clients. Visit our website to learn more about Holland & Hart.

Contact: Beat Steiner (303) 473-2736  
One Boulder Plaza, 1800 Broadway, Suite 300  
Boulder, CO 80302

**HOLLAND & HART**   
THE LAW OUT WEST®

[www.hollandhart.com](http://www.hollandhart.com)

BOULDER ASPEN BILLINGS BOISE CHEYENNE CARSON CITY  
COLORADO SPRINGS DENVER DENVER TECH CENTER JACKSON HOLE  
LAS VEGAS RENO SALT LAKE CITY SANTA FE WASHINGTON D.C.



# Clovis Oncology signs \$209 million deal

BY RYAN DIONNE  
rdionne@bcbr.com

BOULDER – Bioscience firm Clovis Oncology Inc. signed a \$209 million deal with Avila Therapeutics Inc. to develop one of its drugs.

Boulder-based Clovis, which is focused on acquiring, developing and commercializing anti-cancer drugs, will develop Waltham, Mass.-based Avila's program working on a drug to treat non-small cell lung cancer.

The drug targets the T790M growth receptor that's thought to resist two main cancer-fighting drugs,

Tarceva and Iressa, which are standard of care. Avila's mutant-selective inhibitor drug is also thought to spare normal growth receptors and minimize side effects.

"We plan to file an (investigational new drug application) as rapidly as possible and initiate an accelerated clinical development program, including the use of a companion diagnostic to identify patients with (non-small cell lung cancer) who possess the T790M mutation," Pat Mahaffy, Clovis's president and chief executive officer, said in a statement.

As part of the agreement, Clovis

will be responsible for all development and commercialization for the drug as well as any diagnostics that may help identify drug-resistant patients.

Clovis will pay Avila an upfront fee as well as potential development, regulatory and sales-based milestone payments. Avila will also get tiered royalties and selected sublicense income.

Formed in summer 2009, Clovis Oncology signed a \$380 million deal in November with Oslo, Norway-based Clavis Pharma ASA to develop Clavis' pancreatic cancer drug. And in April, the Boul-

der company formed a partnership with Ventana Medical Systems Inc. to help develop a clinical trial for Clovis's CO-101 pancreatic cancer-fighting drug.

Clovis was formed by Mahaffy who led Boulder-based Pharmion Corp. and sold it in 2008 to Celgene Corp. for \$2.9 billion and led Boulder-based NeXstar Pharmaceuticals Inc. but left about four months before it was acquired by Gilead Sciences Inc. in 1999.

The company led the country in venture capital funding for second quarter 2009 with \$146.3 million.

## SUMMIT from 8A

ernment programs and tax credits.

**Going Green, Saving Green:** Making the economic case for sustainable business practices. How do you calculate the return on investment (ROI) from investments in energy conservation and other sustainability initiatives?

**CoLABoration:** Federal and university laboratories and their role in the next global-warming compact. We'll hear from executives of NCAR, NOAA, NIST, NREL and other agencies. What role will the Boulder Valley and the rest of the Front Range play in confronting climate change?



**Transportation Trends and Challenges:** What are the most important trends in moving people and products through the Boulder Valley? We'll examine public transportation, including the fate of the troubled FasTracks project.

### WHEN YOU GO

Green Summit  
Registration: 7:30 a.m.  
Program: 8 a.m. to 5:30 p.m.  
Tuesday, June 15  
Millennium Harvest House Boulder  
1345 28th St. Boulder  
Tickets are \$49 each  
Register online at [www.bcbr.com/greensummit](http://www.bcbr.com/greensummit)  
Or call 303-440-4950

**Lunch Panel:** Is Government Going too Far? — Governmental bodies are implementing a wide variety of laws, regulations and codes related to green building, conservation and alternative

energy. How does government strike an effective balance in promoting sustainability while not intruding too far into the private sector?

**Greenovation:** What are some of the latest clean-tech innovations coming out of the Boulder Valley? Hear from panelists describing technologies emerging from the private sector, universities and federal laboratories.

**Green-Building:** Forty things you should know about green building in the Boulder Valley, from the latest trends and regulations, to local, state and federal incentives, to financing options for individuals and businesses.

I want a Web Application that will:

- Increase Sales
- Generate Leads
- Build the Brand
- Market Our Products
- Increase Traffic
- Excite and Inspire
- Build Community
- Other

Your site does more than say who you are. It is who you are. Every experience a customer has with your site affects your brand. What is that experience like? What possibilities are you offering them?

Imulus is an Interactive Agency that looks at Web sites as applications, not brochures. Not sure what that means? Let's talk.



303.247.0550

[solutions@imulus.com](mailto:solutions@imulus.com)

[www.imulus.com](http://www.imulus.com)



ON THE JOB



Biggs



Fowlkes



Franco



Hyde



Marchi



Nickless



Steele



Toloee

**ADVERTISING, COMMUNICATIONS**

Boulder-based communications and marketing firm People Productions has hired **Nathan Wade** to handle custom iPhone and iPad applications for business use, **Matt Vander Vliet** and **Jean-Francois Hardy** as web programmers, **Greg Pierce** as a project manager and **Nate Rich** as a video editor.

**ARCHITECTURE, CONSTRUCTION**

**Daniel J. Nickless** has been named president of Ryland Homes' Denver division. Nickless will plan and direct the Denver division's overall operations, including site acquisition, sales, marketing, production and customer relations.

**BANKING, FINANCE**

**Peter Braun** of UBS Financial Services in Boulder has earned the title of wealth adviser after undergoing a rigorous accreditation program on numerous financial topics. As a wealth adviser, Braun is qualified to provide individuals and businesses professional wealth-management services.

Superior-based Key Equipment Finance appointed **Katie Griffin** business banking leasing manager following her completion of the company's Sales ACT (accelerated career track) Program. Griffin will be supporting the equipment finance needs of KeyBank's small-business clients in the Oregon district. Key Equipment also appointed **Steve Olson** corporate aviation finance manager. Olson will manage the business-jet financing transactions for corporate clients in the western United States.

**EDUCATION**

The University of Colorado at Boulder hired **Deborah W. Fowlkes** as executive director of the Uni-

versity of Colorado Alumni Association. Fowlkes will start July 26. She currently is assistant vice president for alumni relations and executive director of the Temple University Alumni Association in Philadelphia. Fowlkes grew up in Boulder and graduated from Duke University.

**GOVERNMENT**

The city of Boulder hired **Thomas Carr** as city attorney effective July 1. He replaces Jerry Gordon who retired Jan. 2. Carr has more than 20 years of experience, including positions as general counsel and chief prosecutor for Seattle, Wash., and assistant U.S. attorney for the Eastern District of New York.

**HEALTH CARE**

Golden West Senior Living in Boulder named **Heidi Marchi** director of marketing and leasing. Marchi will develop and implement sales strategies, oversee ongoing community outreach efforts, increase professional referrals, and assist clients and families in the Golden West community. She has served as the long-term care ombudsman for the Boulder County Department of Aging Services and the California Department of Aging, and a senior marketing underwriter for the Employers Reinsurance Corporation in San Francisco.

**NONPROFIT**

Boulder-based Thistle Communities hired **Natasha Biggs** as sales manager for the Blue Vista development in southeast Longmont. Biggs has more than six years of new-home sales experience for K. Hovnanian Homes and Richmond American Homes. Thistle's Blue Vista features affordable and market rate energy-efficient homes.

**Enrique Franco** has been hired as project coordinator for the I Have A Dream Foundation's new

class of 50 low-income second-grade students at Columbine Elementary School in Boulder. "I Have a Dream," a school drop-out prevention program for disadvantaged youth, uses academic support programs, long-term mentoring relationships and the guarantee of a tuition-assistance scholarship to help children achieve their dreams.

**REAL ESTATE**

**Barbara Hyde** and **Leyla Steele**, two longtime Boulder-area Realtors who work as a team, have joined Pedal to Properties in Boulder. Realtors with Pedal to Properties are knowledgeable in green real estate practices, online search tools, and offer optional bike tours on cruiser bikes so agents can highlight neighborhood features such as parks, schools, shops, trails, mass transit and more to customers.

**Hossein Toloee** has joined the staff at the Arvada-Vance offices of Metro Brokers Inc. For the last 10 years, he has been working as a real estate broker specializing in single and multifamily homes in Denver Metro/Boulder County areas. Previously, Hossein was a broker associate for Prudential Colorado Real Estate, a.k.a. Herman Group Real estate.

**OUTDOORS, SPORTS**

Professional skier **Ted Davenport** signed an athlete sponsorship contract with Boulder-based Spyder Active Sports Inc.

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

**LOANS** from 3A

the property's tax bill. As a property tax, the PACE loans gain seniority over first and second mortgages on the homes. It's a key component for investors backing the PACE loans—it provides them the extra security to offer lower rates.

But for Fannie and Freddie, which own half of the nation's residential mortgages, the risk goes up with PACE ahead of them. If the home were to be foreclosed on, the PACE loan would be repaid prior to the main mortgage(s) on the home.

"The goal of enhancing energy efficiency, which we share, should not overcome the need for prudent underwriting," Alfred Pollard, general counsel for the mortgage companies' regulator, the Federal Housing Finance Agency, told the Wall Street Journal in a recent article.

Residents who have ClimateSmart loans could face the possibility of Fannie and Freddie denying to back future loans on the properties. Another possibility could be that Fannie and Freddie, or any other mortgage lender for that matter, could require higher interest rates on future first and second mortgages for properties with any kind of PACE loan, such as ClimateSmart in place.

Sixteen states, including Colorado, have allowed their municipalities to institute PACE programs.

ESCAPE, ENGAGE, ELEVATE









LODGING MEETINGS PARTIES WEDDINGS REUNIONS CONCERTS  
 SILENT FILMS EDUCATIONAL FORUMS FAMILY PROGRAMS DINING

900 BASELINE ROAD, BOULDER, CO 80302 303.442.3282

VIEW AND PRINT COMPLETE SUMMER EVENTS CALENDAR AT [WWW.CHAUTAUQUA.COM](http://WWW.CHAUTAUQUA.COM)



## CHAMBERS OF COMMERCE

(Ranked by number of members in Boulder and Broomfield counties.)

RANK	PREV. RANK	Company	Website	No. of members	Membership fee	Products/Services	Person in Charge Title of Person in Charge Year Founded
1	1	<b>BOULDER CHAMBER</b> 2440 Pearl St. Boulder, CO 80302 303-442-1044/303-938-8837	www.boulderchamber.com	1,550	\$355 per year	Networking opportunities, educational programs, business advocacy support.	Susan Morris Graf CEO, President 1905
2	2	<b>LONGMONT AREA CHAMBER OF COMMERCE</b> 528 Main St. Longmont, CO 80501 303-776-5295/303-776-5657	www.longmontchamber.org	650	\$345 per year and up	Pro-business advocacy, networking opportunities, member promotional activities, seminars and community information.	Kathy Weber-Harding President 1903
3	3	<b>BROOMFIELD CHAMBER OF COMMERCE</b> 2095 W. 6th Ave., Suite 109 Broomfield, CO 80020 303-466-1775/303-466-4481	www.broomfieldchamber.com	525	\$295 to \$3,200 per year	Promotions, networking, tourism, business and legislative advocacy, member discounts, business and educational programming, seminars.	Jennifer Kerr CEO, President 1975
4	4	<b>LAFAYETTE CHAMBER OF COMMERCE</b> 1290 S. Public Road, P.O. Box 1018 Lafayette, CO 80026 303-666-9555/303-666-4392	www.lafayettecolorado.com	350	\$210 to \$550	Business directory, golf tournament, networking events, group leadership, relocation packets and economic development. Annual community events include Lafayette Quaker Oatmeal Festival, Family Fun Fest, Peach Festival and Celebrate Lafayette.	Vicki Trumbo Executive Director 1954
5	5	<b>LOUISVILLE CHAMBER OF COMMERCE</b> 901 Main St. Louisville, CO 80027 303-666-5747/303-666-4285	www.louisvillechamber.com	350	\$210 per year and up	Monthly business after-hours, breakfasts, newsletters, business directory, business counseling and seminars, leads groups.	Shelley Angell Ron LoSasso Executive Director President 1982
6	6	<b>ERIE CHAMBER OF COMMERCE</b> 235 Wells St. Erie, CO 80516 303-828-3440/303-828-3330	www.eriechamber.org	202	\$225 per year	Newsletter, business directory, networking and website; sponsor of Erie Town Fair.	Sandy Hutzley President 1995
7	8	<b>SUPERIOR CHAMBER OF COMMERCE</b> 124 E. Coal Creek Drive Superior, CO 80027 303-554-0789/303-499-1340	www.superiorchamber.com	160	\$200 for a basic membership	Networking opportunities, educational seminars, specialty business groups, community events, outreach to homeowners and more.	Heather Cracraft Executive Director 1998
8	7	<b>LYONS AREA CHAMBER OF COMMERCE</b> P.O. Box 426 Lyons, CO 80540 303-823-5215/N/A	www.lyons-colorado.com	147	\$75 to \$2,500	Referrals, monthly networking events, Internet and print exposure, directory listings, business contacts, business voice with local government, marketing support, business education, mentoring program.	John O'Brien President 1977
9	9	<b>NEDERLAND AREA CHAMBER OF COMMERCE</b> P.O. Box 85 Nederland, CO 80466 303-258-3936/N/A	www.nederlandchamber.org	120	\$175 per year	Business map, visitors' center, festivals, visitor information and events, Web site, local artwork T-shirts, Frozen Dead Guy Days memorabilia.	Kimba Stefane Board President 1973
10	10	<b>LATINO CHAMBER OF COMMERCE OF BOULDER COUNTY</b> P.O. Box 2002 Longmont, CO 80502 303-328-5280/N/A	www.latinochamberbc.org	N/A	\$20 to \$1,000	Promotes opportunities for the Latino business sector.	Evelyn Rojas Board President 2004

SOURCE: BUSINESS REPORT SURVEY

N/A: Not available. Most membership figures are approximations—numbers change frequently.

RESEARCHED BY Beth Edwards

# Register now for the 2010 Boulder Economic Summit Wednesday, June 2, 2010, 7:30 am—1:30 pm

Presenting Sponsor



Gold Sponsors



Silver Sponsors



Media Sponsor



Bronze Sponsors



Additional Sponsors

Faegre & Benson, Google, Roche Colorado

## Boulder in 2035: Opportunities & Insights

Attend the Boulder Economic Summit for a glimpse into the future and a chance to connect with academic, business and community leaders.

### Learn about:

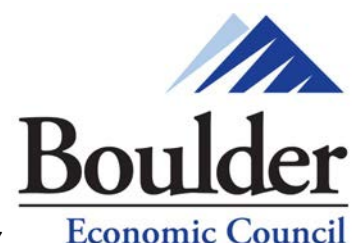
- New opportunities presented by changing technologies
- Economic implications of emerging trends and increasing competition
- Industries likely to play a key role in the future

### Featured speakers include:

- Thomas Frey, *Senior Futurist and Executive Director, DaVinci Institute*
- Dr. Richard Wobbekind, *Economist, Leeds School of Business*
- Susan Osborne, *Mayor, City of Boulder*
- Dr. Phil DiStefano, *Chancellor, University of Colorado at Boulder*
- *Biotech, Clean Tech, Digital Media, Natural & Organic and Active Living industry experts*

**Don't miss this event—register today!**  
[www.bouldereconomiccouncil.org/news-events](http://www.bouldereconomiccouncil.org/news-events)

Registration: \$65 pre-registered (\$60 Boulder Chamber members), \$70 at the door. Registration includes breakfast and box lunch.



**LOUISVILLE** from 1A

During the next year, he expects to hire more software developers, as well as community program managers who will educate potential clients on idea and innovation management, as well as employees who help foster partner relationships.

"It's actually a high-paid talent pool out of that area," he said. "We're really excited about it."

Until Spigit secured \$10 million in series B funding in October, the company was designing platforms that were generally the same, yet tailored to the individual client. Now, with extra cash, the company is able to invest in an area that it thinks will expand its business.

Currently, Spigit creates the backend software for client-branded websites that allow people to pitch ideas to organizations.

For Cisco Systems Inc., it means gathering input from the general public on what the next billion-dollar business idea is. Once logged in to the site, www.cisco.com/web/solutions/iprize, people can pitch an idea and vote on



Pluschkell



Tso



COURTESY SPIGIT INC.

Spigit Inc. creates backend infrastructure and client-branded websites for clients, like the University of Texas at Austin, that help connect idea makers with decision makers.

other ideas already submitted.

Then, the person who pitched the winning idea receives \$250,000, Tso said.

For AT&T Inc., it means collecting employees' ideas on a potential new product or service. The top 10 each quarter are then funded internally to see if anything will come of them, he said.

Spigit's platform helps the best

ideas and innovations surface with the help of fellow thought makers who score and rank ideas they think are good. The person who came up with that idea then gets a better "reputation," and his or her next ideas may have a little more substance.

It acknowledges that people have different skills and ideas — many of which never surface in a large corporate setting.

Amongst Spigit's clients, many of which are global corporations, the demand for further integration and added features came quickly.

"We fought offering this for a long time," Pluschkell said. He wanted to grow the company slowly to make sure everything was in place before scaling the business.

Now, the Louisville office, guided by Divyesh Patel, the company's engineering vice president, will lead those customization efforts. It'll help build the infrastructure to allow companies to further implement the ideas and track the winners once they go to market.

"This has real business benefits because you're able to gather people together and work on a problem together," Tso said.

But the platform isn't inexpensive. Spigit charges clients between \$40,000 and \$400,000 per year, with the average being about \$150,000.

In the roughly 18 months that the company has existed, Pluschkell said Spigit has sold more than 4 million licenses.

Though he wouldn't disclose financial details, Pluschkell said the company is cash flow positive and its revenue increased 600 percent last year. He also said the company had a record first quarter and foresees a record second quarter, too.



# More order, better legal solutions.

Our 475 lawyers worldwide collaborate with clients to handle the full range of business issues, transactions and litigation. The result? **More Together®**



faegre.com

United States | England | China

For more information, please contact Chris Hazlitt at 303-447-7700.



## EXECUTIVE SUITES

(Suites in Boulder and Broomfield counties ranked by total size of facility.)

RANK	PREV. RANK	Suite Name	Total size of facilities in square feet in Boulder and Broomfield counties No. of offices for lease No. of windowed offices Rates per month	Services/amenities OK to change offices during lease?	Vacancy rate last year Floor offices are on No. of local offices No. of offices elsewhere	Contact name and phone	Headquarters Year established Year building built Website
1	1	<b>THE REGUS GROUP DBA HQ GLOBAL WORKPLACES</b> 11001 W. 120th Ave., Suite 400 Broomfield, CO 80021 303-410-4200/303-410-4299	76,000 50 N/A \$250 per month	Fully furnished and equipped offices and meeting rooms, professional staff, worldwide Regus network access, video conferencing facilities, high-speed Internet and free, unlimited parking. N/A	N/A N/A 1 N/A	N/A	Dallas 1999 1999 www.regus.com
2	2	<b>WEST END PLAZA</b> 1035 Pearl St. Boulder, CO 80302 303-625-1007/303-625-1030	50,000 92 45 \$400 to \$1,500	Reception, two conference rooms, VoIP phones, two T1 lines, answering service, parking, full-size gym with shower, full kitchen/cafe, views of Flatirons. Yes	3% Second, third, fourth 1 N/A	N/A	Boulder 2004 1989 www.westend-plaza.com
3	8	<b>OFFICE EVOLUTION</b> 4845 Pearl East Circle, Suite 101 Boulder, CO 80301 303-417-6300/303-376-6108	47,000 165 120 Varies, services included	Executive Suites, virtual offices, live-answer receptionists, conference rooms. Yes	N/A Varies 4 6	Christy Bishop, 303-417-6353	Boulder 2003 N/A www.officeevolution.com
4	3	<b>THE HISTORIC HIGHLAND BUILDING</b> 885 Arapahoe Ave. Boulder, CO 80302 303-447-2641/303-447-1392	23,000 20 20 \$1,200 to \$2,000	Reception, conference room, full kitchen, onsite parking, fax, copier, Internet, phones, voice mail, cleaning and flower program. Yes	15% All 1 N/A	N/A	Boulder 1978 1891 www.historichighland.com
5	4	<b>BROADWAY SUITES</b> 1942 Broadway, Suite 314 Boulder, CO 80302 303-938-6800/303-938-6850	22,031 54 N/A N/A	Dial tone, long distance, voice mail, T1, reception, Microsoft Exchange server, website/e-mail/domain name/server hosting, 800 numbers, parking, showers, kitchen, conference rooms, private fiber-optic network, janitorial. N/A	N/A N/A N/A N/A	N/A	Boulder 1987 1987 N/A
6	6	<b>CORPORATE OFFICE CENTERS</b> 370 Interlocken Blvd., Fourth Floor Broomfield, CO 80021 303-327-1400/303-327-1499	20,000 71 N/A \$600 - \$2,500	Permanent, temporary and virtual offices, furnished or unfurnished, high-speed Internet, meeting rooms, administrative support, receptionists, appointment setting. Yes	N/A Second floor 3 29	Kathy Hart, 720-279-6309	Arlington, Texas 1998 1999 www.corporateofficecenters.com
7	6	<b>THE REGISTRY</b> 1113 Spruce St. Boulder, CO 80302 303-381-2508/303-381-2501	20,000 32 32 \$4-\$26/sf NNN	Full-time professionally staffed reception area, two conference rooms, three T1 lines, ShoreTel phone system, copier, fax, mail services, full kitchen including fresh-brewed coffee, workout room, showers, rooftop deck, parking passes, 24-hour access, on-site property management, virtual offices available. Yes	30% First through fifth 1 0	Barbara Guthrie, property manager, 303-381-2508	Boulder 1984 1984 www.boulderregistry.com
8	9	<b>1526 SPRUCE PARTNERSHIP</b> 1526 Spruce St. Boulder, CO 80302 303-928-2345/303-442-0815	11,000 16 16 Varies	Near Pearl Street Mall, multioffice suites to individual executive suites, personalized reception services. Yes	0% 3 1 0	David A. Beal, 303-928-2345	Boulder 1986 1986 www.1526spruce.com
9	10	<b>INTELLIGENT OFFICE</b> 4450 Arapahoe Ave., Suite 100 Boulder, CO 80303 303-447-9000/303-415-2500	8,000 22 21 \$400 to \$1,600	Virtual offices, intelligent assistants and executive suites. Yes	5% First and second 1 49	N/A	Boulder 1995 1995 www.intelligentoffice.com
10	NR	<b>EXECUTIVE STUDIOS</b> 1715 Ironhorse Drive, Suite 210 Longmont, CO 80501 720-864-2864/720-864-2867	5,600 17 6 300-1200	Furnished offices, natural light, guest lobby, high-tech conference rooms, 24-hour access. Yes	40% 2 1 9	Josh Paterson, josh@ExecStudios.com, 720-864-2964, ext. 102	Longmont 2008 2000 www.execstudios.com

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

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Beth Edwards



## ECONOMIC-DEVELOPMENT ORGANIZATIONS

(Organizations in Boulder and Broomfield counties ranked by operating budget.)

RANK	PREV. RANK	Company Website	Services	Operating budget Public funding received Percent public financing	Companies recruited 2009 Companies assisted with expansions	No. of staff members	Person in Charge Title Year Founded
1	2	<b>BROOMFIELD ECONOMIC DEVELOPMENT CORP.</b> 2655 W. Midway Blvd, Suite 370 Broomfield, CO 80020 303-469-7645/303-469-9183 www.broomfieldedcc.com	Provides economic, demographic and real estate data; markets available office, industrial and retail space; and provides job opportunities.	\$406,100 \$246,300 60%	81 23	2	Jessica Erickson Vice President and Interim CEO 1986
2	1	<b>LONGMONT AREA ECONOMIC COUNCIL</b> 528 Main St. Longmont, CO 80501 303-651-0128/303-682-5446 www.longmont.org	Primary employers expansion and relocation assistance; economic services for Longmont area.	\$395,000 \$200,000 50%	10 50	3	John Cody CEO, President 1981
3	3	<b>BOULDER ECONOMIC COUNCIL</b> 2440 Pearl St. Boulder, CO 80302 303-442-1044/303-938-8837 www.boulderbusiness.org	Convenes stakeholders to address and respond to critical issues; actively works to grow and maintain business in Boulder.	\$365,000 \$115,750 32%	0 14	2	Frances Draper Executive Director 1997
4	NR	<b>LONGMONT ENTREPRENEURIAL NETWORK - A CTEK VENTURE CENTER</b> 2400 Trade Centre Ave. Longmont, CO 80503 303-678-8000/303-485-0661 www.ctek.biz	Business consultation for startup high-tech companies.	\$325,000 \$200,000 61%	6 11	1	Alex Sammoury Director 1989
5	4	<b>BOULDER SMALL BUSINESS DEVELOPMENT CENTER</b> 2440 Pearl St. Boulder, CO 80302 303-442-1475/303-938-8837 www.bouldersbdc.com	Ready-to-use workshops - basics and advanced topics; GrowthVenture, TechVenture and NewVenture business planning series; business consulting; connection to resources including capital sources; contract opportunities programs; scaling up programs.	\$190,000 \$123,000 65%	N/A N/A	2	Sharon King Director 1994
6	6	<b>CITY OF LOUISVILLE BUSINESS ASSISTANCE PROGRAM</b> 749 Main St. Louisville, CO 80027 303-358-8411/303-335-4550 www.louisvillecolorado.biz	Helps businesses expand and relocate to Louisville with the goal of retaining jobs and sales-tax revenue.	\$150,000 \$150,000 100%	N/A 4	1	Bonnie Star Director 2007
7	7	<b>LAFAYETTE CHAMBER OF COMMERCE</b> 1290 S. Public Road, P.O. Box 1018 Lafayette, CO 80026 303-666-9555/303-666-4392 www.lafayettecolorado.com	Business directory, golf tournament, networking events, group leadership, relocation packets and economic development. Annual community events include Lafayette Quaker Oatmeal Festival, Family Fun Fest, Peach Festival and Celebrate Lafayette.	\$135,000 \$20,250 15%	0 0	1	Vicki Trumbo Executive Director 1954
8	9	<b>ERIE ECONOMIC DEVELOPMENT COUNCIL</b> 149 S. Briggs St., Suite 102-E Erie, CO 80516 720-259-1375/303-828-3330 www.erieedc.org	Interest group providing relocation information, commercial/industrial property information, resource to the community.	\$100,000 \$40,000 40%	N/A N/A	1	Jody Jashke Director 2003
9	8	<b>SUPERIOR CHAMBER OF COMMERCE</b> 124 E. Coal Creek Drive Superior, CO 80027 303-554-0789/303-499-1340 www.superiorchamber.com	Networking opportunities, educational seminars, specialty business groups, community events, outreach to homeowners and more.	\$7,500 \$7,500 100%	2 0	2	Heather Cracraft Executive Director 1998
10	10	<b>LYONS ECONOMIC GARDENING GROUP</b> P.O. Box 21 Lyons, CO 80540 303-823-5425/N/A www.lyons-colorado.com	A committee of the Lyons Area Chamber of Commerce, dedicated to developing the local economy by working with existing local businesses in an effort to help them meet their business goals and increase the number of jobs in the Lyons area.	N/A N/A N/A	N/A N/A	5	John E. O'Brien Chairman 2008
11	5	<b>NEDERLAND AREA CHAMBER OF COMMERCE</b> P.O. Box 85 Nederland, CO 80466 303-258-3936/N/A www.nederlandchamber.org	Business map, visitors' center, festivals, visitor information and events, Web site, local artwork T-shirts, Frozen Dead Guy Days memorabilia.	N/A N/A N/A	N/A N/A	1	Kimba Stefane Board President 1973

N/A: Not available.

\*Second ranking criterion is number of staff members.

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Beth Edwards

# REAL ESTATE & DEVELOPMENT

BCBR.COM

**16A** | Commercial property sales, Commercial vacancy rates **17A** | Top leases **18A** | Home builders



JONATHAN CASTNER

Real estate investor Marcel Arsenault was selling commercial real estate holdings in 2006 and 2007 when most others were buying. The move generated a large amount of cash, right at the time when cash is king.

## Getting it right

*Arsenault avoided real estate crash; now he's wading back in*

BY DAVID CLUCAS

news@bcbcr.com

LOUISVILLE — Marcel Arsenault felt pretty lonely in the real estate market in 2006 and 2007.

While many of his professional peers were buying commercial real estate during those years Arsenault was selling.

The local real estate investor, who headed up Broomfield-based Colorado & Santa Fe Real Estate, saw trouble ahead. Outstanding commercial debt was growing at unsustainable rates, he observed. The story ahead for commercial real estate would be much the same of what was unfolding in residential real estate, he predicted.

Arsenault put his money where his mouth was. He sold nearly \$300 million of his firm's apartment, retail and office investments throughout the United States — about 80 percent of Colorado & Santa Fe's 140 properties — including his company's headquarters in Broomfield.

The 63-year-old investor, who sports a ponytail and mostly wears jeans to work, then doubled down

on his bet by taking the sale proceeds to short the commercial real market. At the time, Arsenault told the Business Report it was a tough decision to bet against his own industry.

But as it turned out, Arsenault was right. And his moves have generated a large amount of cash — right at a time when cash is king.

### Real Capital Solutions

Putting that cash to work is Arsenault's next step. He recently changed his company's name to Real Capital Solutions Inc., which is now headquartered in Louisville and employs 35 people.

"It better represents what we do now," Arsenault said. "We're in the real estate business, we've got capital, and we provide solutions."

Arsenault isn't ready to invest money back into commercial real estate, yet. He still sees the bottom at least a year or two away, but the company has been investing in residential real estate since late 2008.

"We've bought \$200 million in distressed residential real estate,

and we believe we can buy another \$400 million to \$500 million without a sweat in the next couple of years," he said. Those figures could increase as interest from outside investors grows.

The capital that Real Capital Solutions can provide in these down economic times is what attracts most attention to the firm, but Arsenault believes the company's strength lies in its solutions.

"Most every bank has more money than us," he said. "But they don't have the solutions ... they don't know how to fix the roof, keep the swimming pool from turning green or deal with HOAs. We do."

Arsenault credits the solutions part of the company to surrounding himself by the right people. He's focused on bringing in young energetic minds from the nation's best business universities. And when searching for acquisitions, he's not just interested in the buildings, but people and expertise as well.

Recently, Real Capital Solutions purchased Greenwood Village-

► See **Right, 20A**

## Ecoluxury revolution hits Boulder

*Green construction blends with high-grade amenities*

BY DOUG STORUM

dstorum@bcbcr.com

BOULDER — The designers and builders of a new home in Boulder believe they've struck the perfect balance between luxury and the environment.

Earlier this month construction was completed on a 5,160-square-foot home and garage at 2002 Alpine Ave. that has over-the-top architecture, a strong case for being energy efficient and a \$3.5 million price tag.

The three-story home has 4,300 square feet of living space with the rest devoted to the garage. It's wedged into a hillside in an established neighborhood and takes advantage of scenic mountain views. It was designed by architects at Boulder-based Studio H:T, led by the studio's co-founders Christopher Herr and Brad Tomecek.

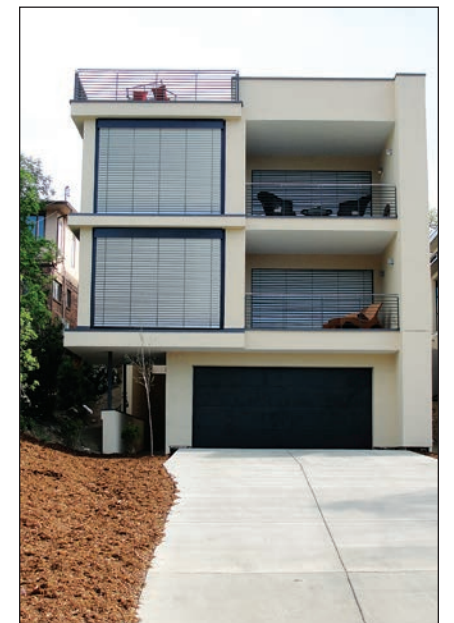
It was built through a partnership between Boulder-based Vireo LLC

► See **Ecoluxury, 20A**



DOUG STORUM

Front entrance to 2002 Alpine in Boulder. The rooftop terrace provides grand views of the Flatirons.



DOUG STORUM

The back entrance to the home shows the three levels and garage.

**TOP COMMERCIAL PROPERTY SALES  
IN BOULDER AND BROOMFIELD COUNTIES**

Jan. 1 - March 31, 2010

Buyer	Address	Type	Price
1 A B Properties Inc.	Meadows on the Parkway Shopping Center, Boulder	Retail	\$30,772,000
2 West End Investments LLC	1035 Pearl St., Boulder	Office/retail	\$14,500,000
3 BEVA Holdings LLC	1460 Overlook Drive, Lafayette	Flex	\$5,456,100
4 Boulder Building Investors LLC	1880 S. 57th Court, Boulder	Flex	\$4,500,000
5 University Hill Partners LLC	1155 13th St., Boulder	Retail	\$2,598,600
6 Special Transit	2855 N. 63rd St., Boulder	Land	\$2,400,000
7 Boulder Rural Fire Protection	6230 Lookout Road, Boulder	Flex	\$2,300,000
8 1811 JPAC LLC	1801 Pearl St., Boulder	Office/retail	\$2,175,000
9 1240 Cedar LLC	1240 Cedar Ave., Boulder	Apartments	\$2,050,000
10 Sister Carmen Community Center	655 Aspen Ridge Drive, Lafayette	Nonprofit	\$1,950,000
11 1215 LLC	1215 Rock Creek Circle, Lafayette	Flex	\$1,650,000
12 Longmont Homes LLC	525 15th Ave., Longmont	Mobile homes	\$1,400,000
13 1475 Mountain View LLC	1475 Arthur Ave., Louisville	Flex	\$1,329,100
14 TCB This Can Be LLC	5729 Arapahoe Ave., Boulder	Auto dealership	\$1,300,000
15 HSM LLC	2601 Broadway, Boulder	Medical	\$1,250,000
16 WSA Fraternal Life	579 U.S. HWY 287, Lafayette	Restaurant	\$1,150,000
17 JDA LLC	1840 55th St., Boulder	Flex	\$1,000,000
18 Boulder Housing Authority	4851 N. Broadway, Boulder	Land	\$848,000
19 460 Main Street LLC	460 Main St., Longmont	Retail	\$795,000
20 McCaslin Retail LLC	994 W. Dillon Road, Louisville	Retail	\$706,000

Source: Boulder and Broomfield counties public records

**Commercial Vacancy Rates**

Tracked by Xceligent Inc.  
First quarter 2010

Type	Total (sq. ft.)	Vacant (sq. ft.)	Vacancy Rate
<b>Boulder</b>			
Office	8,156,449	813,904	10%
Flex	5,974,807	410,413	6.9%
Industrial	4,467,899	336,392	7.5%
<b>Broomfield</b>			
Office	2,577,616	585,124	22.7%
Flex	1,590,929	211,501	13.3%
Industrial	3,184,211	366,202	11.5%
<b>Lafayette</b>			
Office	231,204	17,375	7.5%
Flex	890,112	122,706	13.8%
Industrial	703,473	125,204	17.8%
<b>Longmont</b>			
Office	1,156,778	120,080	10.4%
Flex	9,284,887	312,191	3.4%
Industrial	5,188,934	773,467	14.9%
<b>Louisville</b>			
Office	992,146	121,034	12.2%
Flex	2,595,231	241,707	9.3%
Industrial	2,013,284	107,812	5.4%
<b>Superior</b>			
Office	154,199	40,477	26.2%
<b>Grand Total</b>			
Office	13,268,392	1,697,994	12.8%
Flex	20,335,966	1,298,518	6.4%
Industrial	15,557,801	1,709,077	11%

Buildings larger than 20,000 square feet

**SECLUDED 3,000 ACRE  
WILDERNESS RANCH**

West of Loveland and North of Boulder.

Borders and controls access to 3 miles of National Forest.  
Two miles of the North Fork of the Little Thompson River.  
Exceptional diversity in topography and wildlife.

\$5,500/acre.



**DAVID MACY, INC.**  
LONGMONT, CO - 303-776-2334

**Furnishing  
the Workplace**

Arrow offers Office Design, Installation and project management. We have a large selection of furniture products from many different manufacturers as well as many Ergonomic and Safety products.

Greenguard Indoor Certified products as well as Leed Green Building Rating System products, recycled and new.



Factory reconditioned Haworth Panel Systems and new AIS Panel Systems for all of your needs.

- Seating
- File Storage
- Work Stations
- Conference Rooms
- Computing Centers
- File Room Shelving
- Outdoor Furniture
- Banquet Furniture

We buy and sell used furniture. Save \$\$\$ from our large selection of used furniture.

Whether your business is large or small, we look forward to showing you why we are your single source for business products.



LOCALLY OWNED & SERVING COLORADO SINCE 1967

2418 30th Street • Boulder, CO 80301 • P: 303.447.0500 • F: 303.442.1765 • www.arrowoffice.com



**TOP 10 OFFICE LEASES IN BOULDER AND BROOMFIELD COUNTIES**

Jan. 1 - March 31, 2010

Tenant	Square Footage	Address	Listing / Selling Agency - Broker(s)
1 National Ecological Observatory Network Inc.	45,500	1685 38th St., Boulder	Becky Callan Gamble, Dean Callan & Co.; Russ Lee, Ronan Truesdale, Keys Commercial
2 Spyder Active Sports Inc.	26,080	4725 Walnut St. Boulder	Etkin Johnson; Alex Hammerstein, Marty Knape, CB Richard Ellis
3 N30 Pharmaceuticals LLC	14,138	3122 Sterling Circle, Boulder	Jason Kruse, Colorado Group. Aweida Ventures Management
4 BiOptix Inc.	14,000	1755 38 St., Boulder	Becky Callan Gamble, Dean Callan & Co.; Eric Byrnestad, Jones Lang LaSalle
5 Parascript LLC	11,952	6273 Monarch Park Place, Boulder	Audrey Berne, Colorado Group; Angel Topel, Linda Gibbons, Gibbons-White Inc.
6 Power Tagging Technologies Inc.	7,287	5425 Airport Blvd., Boulder	Todd Walsh, Neil Littmann, Scott Reichenberg, Anya Allen, Colorado Group
7 Renewable Energy Systems Americas Inc.	6,724	11101 W. 120th Ave., Broomfield	Chris Phenicie, David Heart, CB Richard Ellis
8 Circadence Corp.	5,553	1011 Walnut St. No. 400 Boulder	Linda Gibbons, Annie Lund, Angela Topel, Gibbons-White Inc.; Chad Kollar, Cresa Partners
9 Moxie Sozo	5,000	1140 Pearl St., Boulder	James Dixon, Tebo Development
10 Cybersource Corp.	4,876	5775 Flatiron Parkway, Boulder	Richard Damm, David Buck, CB Richard Ellis

Source: Survey of commercial real estate firms

**TOP 10 INDUSTRIAL LEASES IN BOULDER AND BROOMFIELD COUNTIES**

Jan. 1 - March 31, 2010

Tenant	Square Footage	Address	Listing / Selling Agency - Broker(s)
1 Fusion Specialties Inc.	78,677	2400 Industrial Lane, Broomfield	RocHenge Properties; Henry Cox, Jeremy J. Kroner, CB Richard Ellis
2 HydroFoam Inc.	25,610	400 Burbank St., Broomfield	Jeremy J. Kroner, Doug Bakke, James Bolt, Frank Kelly, CB Richard Ellis; Genessee Commercial
3 La Sportiva, N.A., Inc.	19,281	3850 Frontier Ave. Suite 100, Boulder	Jason Kruse, Colorado Group
4 Radiometrics Corp.	14,699	4909 Nautilus Court, Suite 110, Boulder	Susan, Chrisman, Jason Kruse, Colorado Group
5 Deuter USA	12,000	1341 Sherman St., Longmont	James Dixon, Tebo Development
6 ITW Industrial Finishing	9,939	1721 Boxelder St., Louisville	Neil Littmann, Scott Reichenberg, Colorado Group
7 Siete Pinos Systems	9,204	4665 Nautilus Court, Boulder	Dryden Dunsmore, Hunter Barto, Dean Call & Co.
8 LogRhythm Inc.	9,175	3082 Sterling Circle, Boulder	Eric Byrnestad, Jones Lang LaSalle; Audrey Berne, Colorado Group
9 MMD Enterprises LLC	8,076	1750 55th St., Unit B, Boulder	Jim Howser, Todd Walsh, Wade Arnold, Scot Smith, Jim Fisher, Colorado Group
10 CS and W LLC	7,200	7161 Valtec Court, Unit A, Boulder	Todd Walsh, Colorado Group; Patrick Weeks, Gibbons-White Inc.

Source: Survey of commercial real estate firms

**TOP 10 RETAIL LEASES IN BOULDER AND BROOMFIELD COUNTIES**

Jan. 1 - March 31, 2010

Tenant	Square Footage	Address	Listing / Selling Agency - Broker(s)
1 Boulder Indoor Futsol	6,800	2775 Valmont Road, Boulder	James Dixon, Tebo Development
2 Tutti	6,700	103 S. Public Road, Lafayette	James Dixon, Tebo Development
3 Mountain Sun Pub & Brewery	6,098	627 S. Broadway, Boulder	Chad Henry, W W Reynolds Cos.
4 Jacks Corner Café	4,846	600 S. Airport Road, Longmont	Burden Inc., Jason Kruse, Jack Kruse, Colorado Group.
5 Questar Academy Inc.	4,120	1480 Midway, Broomfield	Jim Howser, Scott Reichenberg, Neil Littmann, Anya Allen, Colorado Group
6 Lone Tree Restaurants	3,135	1200 Yarmouth Ave., Boulder	Chris Boston, Gibbons-White Inc.
7 Front Porch Organics	3,083	2770 Arapahoe Road, Boulder	Todd Walsh, Colorado Group; Dean Hazelwood, Snow Goose Properties
8 Diane Tepe	2,912	2691 30th St., Boulder	Danny Lindau, Colorado Group
9 Eggloo	2,867	3033 28th St., Boulder	James Dixon, Tebo Development
10 HTC Consulting LLC	2,652	3280 28th St. No. 1, Boulder	Linda Gibbons, Angela Topel, Annie Lund, Gibbons-White Inc.

Source: Survey of commercial real estate firms

**Our Experience and Expertise Will Steer Your Company in the Right Direction.**



**FREEMAN MYRE**  
COMMERCIAL REAL ESTATE BROKERAGE  
www.freemanproperty.com 303-827-0020

**Information you need**  
STAY INFORMED

AGENCIES, ACCOUNTING FIRMS, AIRCRAFT COMPANIES, ALTERNATIVE ENERGY COMPANIES, ARCHITECTURAL & DESIGN FIRMS, ART GALLERIES, ASSISTED LIVING, AUDIOLOGY CLINICS, AUTO DEALERSHIPS, ACUPUNCTURE CLINICS, BANK BRANCHES, BIOSCIENCE COMPANIES, BUSINESS BROKERS, CARDIOLOGY CLINICS, CATERING COMPANIES, CERTIFIED PUBLIC ACCOUNTANTS, CHAMBERS OF COMMERCE, COLLEGES & UNIVERSITIES, COMMERCIAL BANKS, COMMERCIAL PRINTING, COLLECTIBLES, COLLECTOR TRAINING, CREDIT UNION PROGRAMS, CREDIT UNIONS, CULTURAL ATTRACTIONS, DATA STORAGE COMPANIES, EMPLOYEE BENEFITS COMPANIES, ENGINEERING FIRMS, EVENT PLANNERS, EVENT VENUES, EXECUTIVE PLACEMENT FIRMS, EXECUTIVE SUITES, FAMILY OWNED BUSINESSES, FASTEST GROWING PRIVATE COMPANIES WITH REVENUES LESS THAN \$2 MILLION, FASTER GROWTH, GENERAL CONTRACTORS, GOLF COURSES, HEALTH INSURERS, HOME BUILDERS, HOSPITALS, HOTELS & ACCOMMODATIONS, HEATING & AIR CONDITIONING COMPANIES, INTERIOR DESIGNERS, INTERIOR FINISHING, LANDSCAPE ARCHITECTS, LASIK EYE SURGERY CLINICS, MORTGAGE LENDERS, MUNICIPALITIES, NATURAL PRODUCTS, REAL ESTATE AGENTS, REAL ESTATE BROKERAGES, RESTAURANTS, RETAIL STORES, RESIDENTIAL REAL ESTATE BROKERAGES, MANUFACTURERS, STAFFING AGENCIES, STOCK & BOND BROKERS, TELECOMMUNICATIONS, TELEVISION STATIONS, TRAVEL AGENCIES, VENTURE CAPITAL FIRMS, WEALTH MANAGEMENT FIRMS, WEB DESIGNERS, AND DEVELOPERS, WOMEN-OWNED BUSINESSES, YOGA & PILATES STUDIOS

**SUBSCRIBE TO THE LEADING BUSINESS NEWS SOURCE**

Where the **WHO'S WHO** Read the **WHAT'S WHAT**

Subscriptions start at \$49.97 and include a FREE copy of the 2011 Book of Lists\* (\$30 value).

\*2011 Book of Lists publishes Jan. 2011.



CALL OR GO ONLINE TODAY  
303-440-4950 www.BCBR.com

BOULDER COUNTY BUSINESS REPORT

AGENCIES, ACCOUNTING FIRMS, AIRCRAFT COMPANIES, ALTERNATIVE ENERGY COMPANIES, ARCHITECTURAL & DESIGN FIRMS, ART GALLERIES, ASSISTED LIVING, AUDIOLOGY CLINICS, AUTO DEALERSHIPS, ACUPUNCTURE CLINICS, BANK BRANCHES, BIOSCIENCE COMPANIES, BUSINESS BROKERS, CARDIOLOGY CLINICS, CATERING COMPANIES, CERTIFIED PUBLIC ACCOUNTANTS, CHAMBERS OF COMMERCE, COLLEGES & UNIVERSITIES, COMMERCIAL BANKS, COMMERCIAL PRINTING, COLLECTIBLES, COLLECTOR TRAINING, CREDIT UNION PROGRAMS, CREDIT UNIONS, CULTURAL ATTRACTIONS, DATA STORAGE COMPANIES, EMPLOYEE BENEFITS COMPANIES, ENGINEERING FIRMS, EVENT PLANNERS, EVENT VENUES, EXECUTIVE PLACEMENT FIRMS, EXECUTIVE SUITES, FAMILY OWNED BUSINESSES, FASTEST GROWING PRIVATE COMPANIES WITH REVENUES LESS THAN \$2 MILLION, FASTER GROWTH, GENERAL CONTRACTORS, GOLF COURSES, HEALTH INSURERS, HOME BUILDERS, HOSPITALS, HOTELS & ACCOMMODATIONS, HEATING & AIR CONDITIONING COMPANIES, INTERIOR DESIGNERS, INTERIOR FINISHING, LANDSCAPE ARCHITECTS, LASIK EYE SURGERY CLINICS, MORTGAGE LENDERS, MUNICIPALITIES, NATURAL PRODUCTS, REAL ESTATE AGENTS, REAL ESTATE BROKERAGES, RESTAURANTS, RETAIL STORES, RESIDENTIAL REAL ESTATE BROKERAGES, MANUFACTURERS, STAFFING AGENCIES, STOCK & BOND BROKERS, TELECOMMUNICATIONS, TELEVISION STATIONS, TRAVEL AGENCIES, VENTURE CAPITAL FIRMS, WEALTH MANAGEMENT FIRMS, WEB DESIGNERS, AND DEVELOPERS, WOMEN-OWNED BUSINESSES, YOGA & PILATES STUDIOS



# HOME BUILDERS

(Home builders based in Boulder and Broomfield counties ranked by dollar value of homes built in 2009.\*)

RANK	PREV. RANK	Company Phone	Dollar value homes built 2009 2008	No. of homes built 2009 2008	Avg. sales price	Major projects	Architects used	Owner(s) Headquarters	Person in charge Year founded Website
1	2	<b>BOULDER CREEK - LIFE AND HOME</b> P.O. Box 17307 Boulder, CO 80308-0307 303-544-5857/303-544-6099	\$11,793,314 \$10,252,216	38 31	\$310,350	The Heritage at Vista Ridge, The Cottages at Erie Village, Blue Vista, Calmante, Shadow Grass Park.	In-house	David Sinkey, Michael Sinkey, David Gregg, Steven Erickson Boulder	David Gregg, Principal Steven Erickson, Principal Michael Sinkey, Principal David Sinkey, Principal 2006 www.livebouldercreek.com
2	4	<b>VAN MATRE CONSTRUCTION</b> 104 E. Simpson St. Lafayette, CO 80026 303-668-2222/303-379-8419	\$5,500,000 \$5,600,000	4 2	N/A	N/A	Wilder Architecture & Planning, Fa'nas Architecture	Brady Van Matre Lafayette	Brady Van Matre, Owner 2001 www.vanmatreconstruction.com
3	5	<b>TREELINE HOMES INC.</b> 1727 15th St., Suite 200 Boulder, CO 80302 303-449-2371/303-449-2326	\$2,650,000 \$5,025,000	7 4	N/A	Private urban loft residences and private single-family residences in the city and county of Boulder.	Surround Architecture	Derek Guarascio Boulder	Derek Guarascio, Owner 2000 www.treelineboulder.com
4	NR	<b>BUCKNER CONSTRUCTION INC.</b> 2510 47th St., Unit 209 Boulder, CO 80301 303-440-0763/303-440-8036	\$1,302,578 N/A	5 N/A	N/A	N/A	Kristin Lewis Architects	Matt Buckner, Marisa Callaway Boulder	Matt Buckner, President Marisa Callaway, Secretary and Treasurer 2004 www.bucknerdesignbuild.com
5	NR	<b>BILL MOST CONSTRUCTION</b> P.O. Box 789 Broomfield, CO 80038-0789 303-280-0935/303-280-0704	\$1,000,000 \$1,000,000	3 3	\$330,000	Cavanaugh Hills rural acreage.	In house	N/A Broomfield	Jon Most William Most 1968 www.billmostconstruction.com
6	10	<b>NATURAL HOMES LLC</b> 215 Range Road Nederland, CO 80466 303-818-1953/303-258-3412	\$700,000 \$1,500,000	1 3	N/A	N/A	Fuentes Designs	Roger Sims Nederland	Roger Sims, President 2007 www.naturalhomesllc@gmail.com
7	NR	<b>SKYCASTLE HOMES LLC</b> 1425 Pearl St., Suite B Boulder, CO 80302 303-413-8556/303-413-8557	\$300,000 \$150,000	2 1	\$450,000	Cloudman residence, Flax residence, Allison residence.	Rodwin Architecture	Scott Rodwin Boulder	Scott Rodwin, Owner 2001 www.skycastlehomes.com
8	6	<b>HAMMERWELL INC.</b> 3100 Carbon Place, Suite 100A Boulder, CO 80301 303-443-3430/303-443-3431	N/A \$4,400,000	2 3	\$3,400,000	Modern homes in North Boulder and Newlands area.	Arch 11 Inc.	Richard J. Sands Boulder	Richard J. Sands, President 1977 www.hammerwell.com
9	NR	<b>ZERO ENERGY LLC</b> 2770 7th St. Boulder, CO 80304 303-447-2530/303-544-0233	N/A N/A	1 2	N/A	Retrofit a 90-unit apartment building into grid-tied solar and hot water energy efficient building. Remodel and addition to Boulder County home incorporating solar and hot water energy systems. Building new restaurant in Weld County with ICF material (Cempo) and incorporating solar hot water and electricity.	Varies by project	N/A Boulder	Davide Picard, Project Manager/Designer 1994 www.zeroenergyllc.com
NR	NR	<b>BLUE STONE WOODWORKS LLC</b> 637B S. Broadway #205 Boulder, CO 80305 303-494-1785	N/A N/A	N/A N/A	N/A	N/A	Jeff Abrams & Philip McEvoy	N/A Boulder	Bill Cheatwood, Owner, President 1990 www.bluestonewoodworks.com
NR	NR	<b>DAYSTAR ENTERPRISES LLC</b> 13023 N. 115th St. Longmont, CO 80504 303-772-2607/303-772-8873	N/A N/A	N/A N/A	N/A	N/A	N/A	Kevin Miller Longmont	Kevin Miller, Owner 1978 daystarenterprises.com
NR	NR	<b>EARLY BIRD CONSTRUCTION</b> 5311 Sun Dial Place Boulder, CO 80301 303-530-0501/303-530-0501	N/A N/A	N/A N/A	N/A	N/A	N/A	N/A N/A	Chris Walther, Owner 1975
NR	NR	<b>FRUTH CONSTRUCTION INC.</b> 534 Donn Court Boulder, CO 80303 303-589-4426/303-499-0244	N/A N/A	N/A N/A	N/A	N/A	N/A	John Fruth and Jeff Fruth Boulder	John Fruth, Co-manager, Co-owner Jeff Fruth, Co-manager, Co-owner 1983 www.fruthcustomhomes.com
NR	NR	<b>HANDMADE HOMES CO.</b> P.O. Box 111 Nederland, CO 80466 303-258-3700	N/A N/A	N/A N/A	N/A	N/A	N/A	N/A N/A	1977 handmade-homes.com
NR	NR	<b>HICKMAN CONSTRUCTION INC.</b> 2090 Pearl St. Boulder, CO 80302-4430 303-245-0554/303-938-8153	N/A N/A	N/A N/A	N/A	N/A	N/A	John Hickman Boulder	John P. Hickman, Owner 1990
NR	NR	<b>PARRISH CONSTRUCTION CO.</b> 4770 Pearl St. Boulder, CO 80301-2434 303-444-0033/303-444-0047	N/A N/A	N/A N/A	N/A	Custom home builder and commercial/residential remodeler.	Outsourced.	Larry Parrish Boulder	Larry Parrish, CR, CGR, CAPS 1969 www.ParrishBuilt.com
NR	NR	<b>RDS ARCHITECTURE</b> 8713 Baseline Road Lafayette, CO 80026 303-880-2899	N/A N/A	N/A N/A	N/A	N/A	in house	N/A Lafayette	Doug Baumgartner, Owner 1990 www.rdsarchitecture.com
NR	NR	<b>WILDWOOD JOINERY &amp; DESIGN INC.</b> 9635 Schlagel St. Longmont, CO 80503-8556 303-684-6604/303-684-9212	N/A N/A	N/A N/A	N/A	Wright-Stombeck residence, Mitchell residence, Fellner residence.	Harold Roger Bresnik	W. Michael Shuster N/A	W. Michael Shuster, President 1985

N/A: Not available. \*Second ranking criterion is number of homes built. If your company should be on this list, please request a survey by e-mailing research@bcbr.com or calling our research department at 303-440-4950.

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Beth Edwards

# We believe in Boulder.

## Thank you for believing in us.



1637 Pearl Street, Suite 203  
Boulder, CO 80302  
303-544-0600  
[BankofCommerceMortgage.com](http://BankofCommerceMortgage.com)

Lending available in Colorado, California (CA Dept. of Real Estate, Real Estate Bro. #01218426), Arizona (#BKBR0115565), Florida (#CL100000242), Hawaii, Oregon & Washington (#MB-1839).

# Developers planning tennis center in Louisville

BY DOUG STORUM  
dstorum@bcbcr.com

LOUISVILLE - Local tennis pro Duke Paluch and former professional tennis player Kendall Chitambar have joined with local investors to develop the Rocky Mountain Tennis Center on a 13.4 acre site at 1326 South Boulder Road in Louisville.

The company has entered into a contract to purchase the site in July and has raised more than half of the estimated \$2 million required to begin project development, officials said in a statement.

The site is part of a larger development that was recently rezoned for commercial use. The site is located one-quarter mile north of Dillon Road, a mile north of the planned entrance to the new ConocoPhillips' Research and Training complex.

Plans call for 21 hard and clay courts (including 10 indoor courts for winter play), a 5,000-square-foot clubhouse, pro shop, fitness center, spa, outdoor pool and onsite child day care. The clubhouse will include a bistro serving natural foods, gourmet snacks and drinks. Included in the design is a stadium court where tennis exhibitions and tournament matches will be held.

The tennis center will consist of a membership club and a teaching

academy. The club is expected to open in 2011 with 250 local memberships and grow to 500 memberships in the near future.

The tennis academy will be staffed by local, national and international teaching professionals with programs for players of all ages and abilities.

The group had been planning to build the tennis center near Boulder. In 2009 it purchased about 10 acres in unincorporated Boulder County at 6400 Arapahoe Road for \$3.9 million, but later scraped those plans.

## BGBG Green Building Education



JUNE 2, BGBG COMMERCIAL BROWN BAG SERIES: FortZED - A Template for Inspiration and Action, Growing to be the World's Largest Active Zero Energy District, 11:30 am - 1:30 pm. REI Community Room, 1789 28th St Boulder. Free BGBG Members, \$20 Non-Members.

JUNE 5, BGBG 4TH ANNUAL PRODUCT AND SERVICE FAIR. Boulder Central Park/Farmers Market. 9 am - 3 pm. Free.

JUNE 8, BGBG RESIDENTIAL BROWN BAG SERIES: Xcel Energy Residential Cooling Rebates. 11:30 am - 1:30 pm. REI Community Room, 1789 28th St Boulder. Free BGBG Members, \$20 Non-Members.

JUNE 18, GREEN BUILDING 101 FOR PROFESSIONALS. 8:30 am - 5 pm. Clerk and Recorder (Houston Room), 1750 33rd Street, Boulder, CO 80301. Prices vary, RSVP at bgbg.org

FROM \$249,900



# THE PELOTON LIFE: HEALTHY FOR YOU. AND YOUR BUDGET.

Boulder is the happiest, healthiest place to live in the United States, according to the recently released Gallup-Healthways Well-Being Index.

So where do all of these happy, healthy people actually live in Boulder? At The Peloton.

The Peloton caters to homeowners' physical health through their walkable location and facilities, like a 6,000 sq. ft. fitness center, rooftop year-round heated pool, a spinning and yoga studio, and everything in-between.

Financially, The Peloton is a very healthy purchase. Eligible buyers can purchase a home with just 3.5% down with FHA financing. That's a down payment under \$9,000 for some homes.

Be happy, healthy and wise. At The Peloton.

### THE PELOTON ALSO MAKES HEALTHY BUSINESS SENSE:

- A SECOND BEDROOM MAKES AN IDEAL HOME OFFICE.
- CONDUCT BUSINESS IN OUR LOUNGE AREA AND MEETING ROOM SPACE.
- UNWIND AFTER A LONG DAY AT WORK AT OUR BEAUTIFUL ROOFTOP POOL.
- OWNING IS A GREAT VALUE
- MAINTENANCE-FREE LIFESTYLE—JUST LOCK UP AND GO!
- COMMUNITY OF LIKE-MINDED INDIVIDUALS

LOFT+ from \$249,900  
**ONLY 5 LEFT!**

2 BEDROOMS  
from \$389,900

**11 BRAND-NEW HOMES  
SOLD IN THE LAST 30 DAYS!**



### Commercial Vacancy Rates

Tracked by CB Richard Ellis  
First quarter 2010

Type	Total (sq. ft.)	Available Vacancy (sq. ft.)	Rate
<b>Boulder</b>			
Office	5,525,211	618,823	11.2%
Industrial	14,129,199	1,695,504	12%
<b>Longmont</b>			
Office	974,909	153,060	15.7%
Industrial	6,088,275	1,083,713	17.8%

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

### Commercial Vacancy Rates

Tracked by Economic Developers  
First quarter 2010

Type	Total (sq. ft.)	Available Vacancy (sq. ft.)	Rate
<b>Broomfield</b>			
Office	5,923,906	648,621	10.6%
Industrial and Flex	4,820,149	692,901	14.4%
<small>Source: Broomfield Economic Development Corp.</small>			
<b>Longmont</b>			
Office, flex and industrial	8,618,438	1,340,386	15.5%
<small>Source: Longmont Area Economic Council (includes city of Longmont plus surrounding unincorporated areas of Boulder and Weld counties).</small>			

BUSINESS NEWS  
YOU CAN USE  
**WWW.BCBR.COM**

FHA  
financing  
available

**THEPELTON.COM • 303.457.5230**

See us at 3601 Arapahoe Ave. #177 in Boulder (near 38th and Arapahoe), just 2 blocks east of the 29th Street Entertainment District.



**RIGHT** from 15A

based Village Homes and about 1,000 of its residential lots out of bankruptcy for \$22 million.

“Senior management came with the deal,” Arsenault said.

**Looking ahead**

Heading into the second half of 2010, it's been a little less lonely for Arsenault. With his recent success, more people are listening.

Arsenault said his top advice is always to remain objective and analytical.

“Most real estate practitioners don't have analytics, they have opinions,” Arsenault said. “I've got scar tissue all over from the times I wasn't objective. I don't look for the story to justify what I do, I look for the story to drive what I do.”

The story Arsenault sees ahead is one that has replayed itself many times in the past — a credit market and real estate cycle of boom and bust.

“The signs are mixed for the overall economy, but it's clear that housing is at its bottom. It will be a slow recovery, though, over the next three to five years,” he said. “Commercial real estate hasn't bottomed, yet. There's still too much debt out there. The Fed is helping the banks with a lot of extend and pretend. The big debate is whether we'll skate over the thin ice, or are we going to crash

“Commercial real estate hasn't bottomed, yet. There's still too much debt out there. The Fed is helping the banks with a lot of extend and pretend.”

**Marcel Arsenault**  
CHIEF EXECUTIVE,  
REAL CAPITAL SOLUTIONS INC.

through?”

Arsenault thinks the ice will crack on commercial real estate once interest rates rise in a year or two.

“If you study all the cycles of the past, every one of them a four- to five-year bottoming period,” he said.

Arsenault believes the federal government is doing what it can to help, but the economic consequences of its rescue — such as inflation — will be unavoidable. He likened the economy to a car speeding toward a steep cliff, with the government throwing all gears in reverse rapidly.

“Well, we avoided the cliff, but the ditch on the other side of the road is still going to cause damage.”



COURTESY 2002 ALPINE

The master suite sitting area features fine craftsmanship.

**ECOLUXURY** from 15A

and WeberHaus GmbH & Co. KG in Germany.

The house was manufactured in Germany using wood from consciously managed 300-year-old forests at a factory where precision processes and climate control are overseen by Porsche.

The home was shipped to the U.S. and was reassembled onsite in Boulder by Vireo crews who claim construction-site waste was reduced from the “usual 17 percent to just 2 percent.”

It's being billed as “America's first U.S.-designed, German-engineered eco-hyperluxury house.”

Construction included computer-aided design and computer-aided manufacturing that resulted in very precise (1/2-inch over a 100-foot span) parts.

David Scott of Colorado Landmark Realtors, who listed the property, believes in the results of this new design-construction process.

“It doesn't just offer more performance per square foot than any home I've ever seen. It's a new icon for Boulder, and it's ushering in a new way of life. Ecoluxury has truly arrived in the United States.”

The home features a gray-water treatment system, a nontoxic, hypoallergenic interior, radiant heat system, energy-efficient high-end fixtures and a rooftop solar array, which was made and installed by Boulder-based

“It doesn't just offer more performance per square foot than any home I've ever seen. It's a new icon for Boulder, and it's ushering in a new way of life. Ecoluxury has truly arrived in the United States.”

**David Scott**  
REALTOR,  
COLORADO LANDMARK REALTORS

Lighthouse Solar.

Vireo, headed by Ralf Meier, contends its homes are built to 100-year standards, require about 18 percent of the energy of the average home, and the work is subjected to third-party performance verification to ensure energy efficiency.

The home has full-size windows to take advantage of the views, sandstone and clay interiors, European-inspired open spaces and modern finishes. It also has a theater room and a wine cellar.

*growing dreams...*  
**WORKING WONDERS**

**L·I·D**  
landscapes

1980  
EMPLOYEE OWNED

BBB  
A+ Rating

(303)440-7833 • www.LIDlandscapes.com • Boulder, Colorado

> *recruit with reality*  
Professional, Technical & Executive Positions

www.bp2recruiting.com • 303.444.1445

**BP** <sup>2</sup> **BOLDER**  
PROFESSIONAL  
PLACEMENTS

*A division of Bolder Staffing*

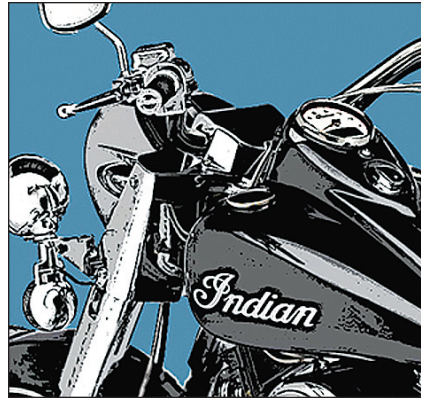
ENJOYED SINCE 1979  
**BOULDER BEER**  
COLORADO'S FIRST MICROBREWERY

**COMING SOON**  
TO BOULDER & DENVER

oh, the places you can go!

BOULDERBEER.COM

hazed & infused  
dry-hopped ale  
Boulder, Colorado  
12 FL. OZ.



COURTESY POP ART MAGIC

Examples of photographs the Clarkes have turned into pop art.

**PHOTOS** from 3A

computer – coming up with two or three variations on a theme.

After client approval or suggestions for alterations, James sends the design out to be printed on prestretched canvas and gallery wrapped (canvas wrapped around a frame) or framed. Finished Pop Magic pieces range from 11 inches by 14 inches to 50 inches by 100 inches. Custom sizes are also available. The price range falls somewhere between \$140 to \$600 each.

“Some images people send require manipulation,” James says. “I learned that if someone sends a picture of their mother that I might need to take 20 years off before sending them the proof. The first comment I got on one proof was, ‘Oh, mother’s not going to like this.’”

A majority of time getting the com-

pany going has been spent on website development. “We got someone to create our website starting in December and worked on it until March,” James says. “Now we’re into search engine optimization and making some headway with a local guy (Reid Peterson) who specialized in keywords.”

Marketing efforts include delving into social media networks and getting a car wrap. “Husky Signs (and Graphics) feels like this will be the best wrap they’ve done,” he says. The wrap will cover the family’s Mini Coup with a Pop Art Magic image of a dog, sample images of people and pets and the company contact info.

“It’ll be a nice conversation starter,” James adds.

Startup costs for Pop Art Magic included \$1,500 for the website, \$3,000

for the car wrap, \$2,000 for computer upgrades and \$2,000 for miscellaneous expenses. The Clarkes bought the used Mini Cooper for about \$15,000, but, “We needed a new car anyway and because of the car wrap, it’s now an expense of the business,” James says.

The couple self-funded the venture with a little help from family and both continue to work other jobs while Pop Art Magic gets up and going.

James has based projected revenue on the number of orders similar companies are filling monthly. “If I can average \$100 per order and fill 10 to 20 orders a month, I can recoup my startup costs fairly quickly.

“I see this as my retirement fund,” he adds. “I can sit at my computer and do this until I’m 90 — hopefully longer.”

**FDA OKs Sophono’s Alpha 1 hearing aid**

BY BUSINESS REPORT STAFF  
news@bcbr.com

BOULDER — Sophono Inc., a Boulder-based hearing-device developer, received U.S. Federal Drug Administration approval for its Alpha 1, a bone-anchored hearing device and plans to move manufacturing operations to Boulder.

The FDA’s approval means Sophono can begin selling the device in the U.S. and lends credibility to the company in foreign markets, said Jim Kasic, the company’s chief executive officer.

“Getting this first one approved allows us to really go out and start talking to our customers,” Kasic said.

The Alpha 1 uses magnetism and bone conduction to help treat hearing disorders such as conductive and mixed-hearing loss as well as single-sided deafness.

Kasic now is looking for between 2,500 square feet and 3,000 square feet of manufacturing space in Boulder.

He anticipates hiring four to six employees this summer with another six to eight by this time next year.

**EYE** from 3A

who use wheelchairs. The carousel was designed for people with disabilities, and all proceeds beyond expenses will go to charities that benefit people with special needs.

The top of the carousel is adorned with the original, restored paintings typical of the golden age of carousels and embellished with more of Harrison’s carvings. At the top is the “twirling girl,” inspired by a Boulder news photograph of a little girl caught in the joy of dance. Fairies peer down on riders from the rafters. The animals turn to the music of a restored 1913 restored Wurlitzer band organ.

Built in 1910, by Charles Looff in N.Y. City for Saltair Park, a now-defunct amusement pier on the Great Salt Lake, the carousel found its way to a state hospital for people with mental disabilities in 1959. After its wooden horses were sold as antiques, Harrison bought the rusting frame in 1986 and began its painstaking restoration.

Harrison conceived of the Carousel of Happiness while serving as a machine gunner in Vietnam in 1967. Listening to a matchbox-size music box sent by his sister, he dreamed of building a merry-go-round for children in the mountains.

Harrison moved to Nederland in 1983 and, with his wife, Ellen Moore, directed Amnesty International’s mail appeals for the release of political prisoners worldwide, carving animals in the garage after hours.



COURTESY SCOTT HARRISON

Scott Harrison carves a coyote from basswood in his garage in Nederland for the Carousel of Happiness.

“I have found such great joy in bringing this old carousel back from what appeared to be the end of its story, and then populating it with such a friendly collection of wooden companions to endlessly parade around it,” Harrison said. “The frosting on the cake has been to work with so many friends and community volunteers to put together the building and then the carousel itself. I think this town is poised to make a lot of its visitors smile uncontrollably. No harm in that.”

## Interested In...

- Breaking Local News
- Regional News
- Columnists & Blogs
- “The Eye”  
(Watching fun local people, places, & things in Boulder Valley)
- Real Estate News & Stats
- Business Calendar
- Local Stock Prices

## Log on to BCBR.com

BOULDER COUNTY  
**BUSINESS  
REPORT**

Bookmark your best source of local business news!

Promote your green business in the GREEN BOOK and capture the attention of the most forward-thinking audience - the readers of the Boulder County Business Report.

The image shows the cover of the 2010 Green Book. At the top, the text '2010 GREEN BOOK' is written in large, bold, white letters with a green outline, set against a background of a green globe. Below this, the word 'greenbook' is written in a lowercase, green, sans-serif font, with 'GUIDE TO SUSTAINABLE BUSINESS IN THE BOULDER VALLEY' in smaller text underneath. The cover also features three small photographs: a man in a suit, a woman in a pink shirt, and a man in a blue shirt. At the bottom, there are logos for 'CONTINUING EDUCATION' and 'BOULDER COUNTY BUSINESS REPORT'.

Featuring editorial on area businesses' sustainable philosophy, practices and manufacturing, and our Eco-Heroes  
Publishing June 25, 2010

BOULDER COUNTY  
BUSINESS  
REPORT

303-440-4950 • www.BCBR.com

Call now to reserve your space!

## BUSINESS DIGEST

### OPENINGS

**CorePower Yoga** opened its third Boulder location, on The Hill at 1129 13th St., above Which Wich on the second floor of the Tulagi building. CorePower Yoga - Boulder on the Hill offers a full schedule of classes for all levels every day of the week. Studio manager is Lara Borrego. The new location features one large studio space, a retail boutique and full men's and women's locker rooms with showers.

Boulder-based **Premier Members Federal Credit Union** opened a branch inside the new Wal-Mart Supercenter, 4651 W. 121 Ave., in Broomfield on Wednesday, May 19. Premier Members now has 12 branches throughout the Denver metro area, including three Colorado United locations gained in a recent merger.

### BRIEFS

Boulder-based **Catapult PR-IR** was ranked as Colorado's top public relations firm focused exclusively on technology by the O'Dwyer's PR Report. O'Dwyer's provides news and information about public relations firms and professionals, the media, corporations, legal issues, jobs and technology. Each year, O'Dwyer's ranks public relations firms nationally based on their annual net fees.

Broomfield-based **Creative Casts LLC** created a process to inlay decorative 3-D images in fiberglass casts. The medical-casting process has undergone only one major change in the past 30 years, moving from the use of plaster to a fiberglass tape. Fiberglass casts offer many advantages, however patients are left with few choices when looking to decorate their casts. Creative Casts' 3-D inlay becomes embedded in the final roll of tape in the casting process.

Mail Room Service Center Inc. in Saginaw, Mich., a first-class presort and standard mail-processing bureau, implemented Engineering Innovation's EZ-Flats transport that uses Boulder-based **Parascript LLC's** optical character recognition software.

Nine Cigarettes For Less stores in Western Kentucky will carry the exclusive line of Boulder-based **Smoker Friendly International's** brands along with other tobacco and tobacco accessories. Smoker Friendly also added Two Brain LLC in Phoenix, Ariz. to its authorized dealer program. Two Brain acquired stores in Lake Havasu City and Peoria Arizona from S.R. Flaks Co. based in Colorado Springs, previously retailers of Smoker Friendly products.

Boulder-based **InDevR**, a developer of life-science products, is collaborating with scientists in the Influenza Division of the Centers for Disease Control and Prevention in Atlanta to develop tests to detect various strands of influenza.

**Pivot Communication**, a Boulder-based public relations and marketing firm, has joined Boulder Digital Arts' Partner Program. The program includes marketing and sponsorship opportunities for organizations. Boulder Digital Arts offers classes in social-media marketing, website design, video production, online publishing, digital photography and other fields. For more information, visit [www.boulderdigitalarts.com](http://www.boulderdigitalarts.com) or contact co-founder Bruce Borowsky at 303-800-4647.

Niwot-based software developer **Boulder Labs Inc.** received an additional \$250,000 as part of a phase 2 Small Business Technology Transfer grant the company is using to develop modeling software for cold-atom research for the U.S. Department of Defense's Defense Advanced Research Projects Agency. The software program will help depict how ultra-cold atoms will change in size, shape and activity under certain magnetic fields. Ultra-cold atoms could be used in very accurate atomic clocks, accelerometers and sensors.

### CONTRACTS

**API Engineering LLC** in Lafayette received a phase

1 Small Business Innovative Research grant from the U.S. Office of Naval Research. The contract is funded by the federal government's SBIR program, which awards funding to small companies with promising new technologies for the Department of Defense. The research involves development of an oxygen source for undersea fuel cell applications. The initial award is \$70,000 followed by subsequent development phases. API Engineering pursues technology development in energy systems and also provides engineering services in the areas of mechanical, electromechanical and fluid systems.

Louisville-based **Chaperon LLC** has partnered with information-management firm Iron Mountain (NYSE: IRM) to offer Chaperon customers the option to archive their digital intellectual property on Iron Mountain's archive services platform. The new Chaperon Secure Codebase Archival Protection and Digital Asset Archival Protection solutions will provide Chaperon LLC's customers with a secure and cost-effective way to archive their digital IP, such as source code, patents, sensitive e-mail attachments and other valued assets.

Denver-based DRG Construction Corp. hired Boulder-based **Ethical Impact L3C** to design and facilitate a two-day strategic planning session focusing on long-term, collaborative and sustainable methods.

Boulder-based **Justin's**, a manufacturer of all-natural and organic nut butter, has asked sales and marketing brokerage Presence Marketing/Dynamic Presence to handle a national campaign. Presence Marketing/Dynamic Presence has been working on a regional level with Justin's since 2009 and now represents all regions of the U.S. for the Justin's brand at conventional and national grocery.

Lafayette-based **Aimee Miller Marketing & Communications** has been retained to provide public relations services for **Walters & Hogsett Fine Jewelers** of Boulder.

### GRANTS

Nonprofit organizations **Flatirons Habitat for Humanity**, **Thistle Communities** and the **Geological Society of America** were offered a total of \$60,235 through the city of Boulder's ClimateSmart Solar Grant Funds. The funds are to be used for photovoltaic systems and will be awarded when the projects are completed later this year. The fund provides financial assistance toward installation of solar PV or solar thermal (hot water) systems on individual affordable-housing units in the city of Boulder's affordable-housing program, on housing for low- to moderate-income persons in Boulder that is developed and/or owned by a nonprofit, and on facilities that house nonprofit organizations operating in Boulder.

The U.S. Department of Housing and Urban Development has awarded a \$400,000 grant from its Community Development Financial Institutions Fund to **Boulder County's** Housing Counseling Program. The county program was one of only five nationwide to receive the Recovery Act-funded grant, which is part of the HUD Financial Education and Counseling Pilot Program.

### MERGERS & ACQUISITIONS

Lexington, Ky.-based printer and copier maker **Lexmark International Inc.**, (NYSE: LXX), with operations in Boulder, acquired Shawnee, Kan.-based Perceptive Software Inc. for \$280 million. Perceptive Software will operate as a stand-alone software business within Lexmark.

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

**IN A FLASH!**

The city of Boulder is the #1 flash flood risk in the state of Colorado.

Be Prepared.

[www.BoulderFloodInfo.net](http://www.BoulderFloodInfo.net)



## AWARDS



Boston

**Chris Boston** of Boulder-based Gibbons-White Inc. received a Power Broker Award from Denver-based CoStar Group Inc. The annual recognition program, now in its eighth year, spotlights U.S. firms and individual brokers who closed the highest transaction volume in commercial property sales and leases during the 2009 calendar year in a particular market.

**Ben Binder**, president of Boulder-based Digital Design Group Inc., received the Associate Member of the Year award from the False Alarm Reduction Association at its annual international symposium in Buffalo, N.Y.

Broomfield-based **Ball Corp.** (NYSE: BLL) received the 2009-2010 AmeriStar Award for beverage packaging from the Institute of Packaging Professionals.

Ball's Resealable End aluminum can features a flat, plastic opening mechanism that can be resealed to maintain a beverage's freshness.

The Portland Cement Association and Cement Americas magazine presented **Cemex Inc.** in Lyons with a runner-up award in the Overall Environmental Excellence category. The award is given to a plant

demonstrating merit in several environmental categories, including outreach, environmental performance, land stewardship, innovation and energy efficiency. The plant was also named runner-up in the Land Stewardship category.

**Boulder Rotary Club** received awards for ethics and vocational service at this year's Rotary District 5450 Conference May 1 in Fort Collins. The Ethics Award, sponsored by the Parker Rotary Club, was awarded for the club's Four-Way Test program. Boulder Rotarian Danny Lindau helped organize Rotarians from four clubs to help teach the Four-Way Test of ethical values to middle-school students. This year, 435 students at Centennial Middle School took part. The Vocational Service award recognized both the quality of the Boulder Rotary's individual efforts and the large number and variety of programs sponsored.

**Sarah Schupp**, founder and president of Boulder-based University Parent Media, received one of three Honorable Mention awards for the 2010 Alister & Paine Young Entrepreneur of the Year Award. This is the first Young Entrepreneur of the Year competition organized by Alister & Paine Inc., publisher of the Alister & Paine Magazine, a weekly digital magazine.

## PRODUCT UPDATE

Boulder-based **5.12 Solutions** released a new four-set audio program, called the Maximizing Team Effectiveness, designed to accelerate team development that helps engage people, reduce turnover and help eliminate conflicts.

Longmont-based **Rebit Inc.** launched NetSmart, software that automatically backs up data on personal computers. It incorporates the features and benefits of Rebit's SaveMe software and can automatically and continuously back up laptops and personal computers to network attached storage, even as users come and go from the network. NetSmart software can be downloaded or CDs can be purchased at [www.rebit.com](http://www.rebit.com).

Boulder-based **Freewave Technologies Inc.** added updates to its Tool Suite that allow users to manage radio configuration and network diagnostics.

Louisville-based **Inovonics Wireless Corp.**, makers of commercial-grade wireless security products, released its EN7286NX serial receiver interface that enables users to determine where an alarm notification is originating.

Boulder-based **Trada Inc.**, a pay-per-click marketplace, added Bing to its ad network via Microsoft adCenter. Users can run ads on Yahoo, Google and Bing allowing them to reach a broader audience.

Boulder-based **New Planet Beer LLC**, makers of gluten-free beer, announced its line of beers is now available in liquor stores and restaurants throughout the state.

## NONPROFIT NETWORK

## GOOD DEEDS

**Managers at the new** Wal-Mart Supercenter, 4651 W. 121 Ave., in Broomfield, donated \$5,000 on May 16 to Community Food Share for general operating needs. The store joins six other Wal-Mart Supercenters in the area in the "Feeding America — Walmart Fighting Hunger Together" initiative, which includes a national store donation and pick up program. In the program, Wal-Mart Supercenters donate food weekly to Community Food Share, including meat, fresh produce and frozen meals. In 2009, six supercenters contributed more than 700,000 pounds of food to Community Food Share.

## GRANTS

**The Tiny Tim Center** received \$30,000 through the Denver Post Season to Share, a McCormick Foundation Fund, during a reception on April 26. The money will be used to support general operating expenses, educational and therapeutic services programs at The Tiny Tim Center. Since 1992, the Denver Post Season to Share program has raised charitable donations that are matched and disbursed to local nonprofits serving low-income children as well as those who are homeless, hungry or in need of medical care. Funds are raised through reader, community and corporate donations. Each dollar donated is matched at 50 cents by the McCormick Foundation.

## FOR ALL YOUR PRESENTATION NEEDS

AWARDS • EMBROIDERY • FRAMING • PROMOTIONAL PRODUCTS

Stop by our show room to see our selection of



## QUALITY AWARDS &amp; GIFTS

**BUSINESS SOLUTIONS UNLIMITED, INC.**

Boulder:  
DBA Boulder Trophy Shop  
1025 Rosewood Ave, Suite 104  
303-444-2341

Broomfield:  
DBA B&B Embroidery and Awards  
6801 W 117th Ave, Unit A6  
303-466-0013

## TARGET HEALTH CARE

The Boulder County Business Report is focused on the health-care industry in a six-part series.

From cardiology to reconstructive surgery, the special health-care sections address current trends, technologies and methods with which facilities and practitioners meet today's challenges.

BOULDER COUNTY  
BUSINESS  
REPORT

## 2010 UPCOMING ISSUES

May 14

Space reservations: April 30  
Lists included: Reconstructive and Cosmetic-Surgery Clinics

July 9

Space reservations: June 25  
Lists included: Occupational Medicine Clinics, Yoga & Pilates Studios, Acupuncture Clinics

Sept. 3

Space reservations: Aug. 20  
Lists included: Physical Therapy and Sports-Medicine Clinics

Nov. 12

Space reservations: Oct. 29  
Lists included: Hospitals, Medical Clinics

## SPECIAL SECTIONS &amp; PUBLICATIONS

How-To Guide  
July 23

Boulder Valley Medical & Wellness Directory  
September

Boomers: A Guide to Life After 50  
October

Book of Lists  
December

Health care and Insurance  
Weekly newsletter

## About our readers:

**50.5% are women, the primary health-care decision-makers**

**43.2% rely on the BCBR for health-care information**

**76.9% are owner/CEO or upper management**

For advertising information, contact Marlena Rich at **303-630-1946** or **mrich@bcbr.com**

BOULDER VALLEY REAL ESTATE WATCH

EXISTING HOME SALES

April 2010 Statistics

Year-to-Year Comparison

Location	Total# Sold	Inventory	Avg. Sales Price	Avg. Days to Contract	Median Sales Price	Total # Sold			Average Sales Price			Average Days to Contract			Median Sales Price		
						4/01/08-3/31/09	4/01/09-3/31/10	%chg	4/01/08-3/31/09	4/01/09-3/31/10	%chg	4/01/08-3/31/09	4/01/09-3/31/10	%chg	4/01/08-3/31/09	4/01/09-3/31/10	%chg
Boulder	66	506	\$729,796	65	\$515,000	677	613	<9.5>	\$651,573	\$650,456	<2>	66	81	22.7	\$535,000	\$525,000	<1.9>
Broomfield	35	183	\$316,813	95	\$284,000	366	343	<6.3>	\$388,688	\$353,183	<9.1>	85	89	4.7	\$344,588	\$311,000	<9.7>
Erie	37	178	\$332,175	86	\$305,000	288	289	0.3	\$347,350	\$326,862	<5.9>	84	80	<4.8>	\$307,000	\$305,000	<.7>
Lafayette	30	159	\$354,113	63	\$255,340	243	227	<6.6>	\$347,044	\$350,260	0.9	78	73	<6.4>	\$313,250	\$300,000	<4.2>
Longmont	100	567	\$227,991	56	\$215,000	965	894	<7.4>	\$248,179	\$244,237	<1.6>	75	75	0	\$220,000	\$221,000	0.5
Louisville	26	106	\$402,105	38	\$370,000	195	205	5.1	\$388,455	\$403,119	3.8	50	62	24	\$349,000	\$365,000	4.6
Superior	5	56	\$506,200	33	\$477,000	117	130	11.1	\$432,134	\$408,475	<5.5>	66	62	<6.1>	\$405,000	\$387,000	<4.4>
Mountains	22	348	\$351,474	163	\$330,000	254	205	<19.3>	\$453,178	\$415,411	<8.3>	118	147	24.6	\$349,900	\$360,000	2.9
Plains	25	367	\$735,312	132	\$425,000	270	254	<5.9>	\$628,520	\$602,878	<4.1>	83	118	42.2	\$480,000	\$470,000	<2.1>
<b>Total</b>	<b>346</b>					<b>3,375</b>	<b>3,160</b>										

EXISTING CONDO SALES

April 2010 Statistics

Year-to-Year Comparison

Location	Total# Sold	Inventory	Avg. Sales Price	Avg. Days to Contract	Median Sales Price	Total # Sold			Average Sales Price			Average Days to Contract			Median Sales Price		
						4/01/08-3/31/09	4/01/09-3/31/10	%chg	4/01/08-3/31/09	4/01/09-3/31/10	%chg	4/01/08-3/31/09	4/01/09-3/31/10	%chg	4/01/08-3/31/09	4/01/09-3/31/10	%chg
Boulder	80	497	\$313,528	126	\$275,000	724	653	<9.8>	\$298,748	\$302,435	1.2	76	100	31.6	\$254,800	\$242,000	<5>
Broomfield	3	39	\$222,842	91	\$231,500	82	64	<22>	\$220,260	\$210,112	<4.6>	132	106	<19.7>	\$219,107	\$190,000	<13.3>
Erie	4	23	\$270,661	91	\$150,000	20	31	55	\$213,723	\$225,053	5.3	152	76	<50>	\$181,000	\$196,679	8.7
Lafayette	11	55	\$168,354	56	\$170,000	103	102	<1>	\$184,809	\$186,167	0.7	83	64	<22.9>	\$170,000	\$172,000	1.2
Longmont	23	149	\$187,501	67	\$161,900	211	198	<6.2>	\$182,810	\$170,750	<6.6>	104	108	3.8	\$164,000	\$168,000	2.4
Louisville	6	28	\$207,966	78	\$192,000	54	70	29.6	\$221,137	\$207,771	<6>	75	93	24	\$218,000	\$207,000	<5>
Superior	2	15	\$186,450	32	\$142,900	40	51	27.5	\$225,672	\$268,060	18.8	84	72	<14.3>	\$212,500	\$216,000	1.6
Mountains	0	1	0	0	0	1	0	N/A	\$26,000	0	N/A	105	0	N/A	\$26,000	0	N/A
Plains	15	89	\$136,293	96	\$153,000	56	91	62.5	\$195,991	\$183,480	<6.4>	80	99	23.8	\$169,900	\$159,000	<6.4>
<b>Total</b>	<b>144</b>					<b>1,291</b>	<b>1,260</b>										

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

# Zayo, Envysion expand HQs in Louisville

BY BUSINESS REPORT STAFF  
news@bcbr.com

LOUISVILLE - Zayo Group, a provider of bandwidth and internet infrastructure, and Envysion Inc., a provider of managed video as a service, have relocated their headquarters within Louisville to 400 Centennial Parkway — with Zayo in Suite 200 and Envysion in Suite 201.

Zayo has expanded its office space from approximately 8,100 square feet to 14,500 square feet, and Envysion is moving from approximately 7,400 square feet to 10,000 square feet. Zayo has 400 employees nationwide with 85 working out of its new headquarters, and Envysion has 42 local employees. Prior to their move, both companies were located in historic downtown Louisville.

The two companies are linked through Dan Caruso who serves as the president and chief executive of Zayo Group and is Envysion's chairman. The companies also share common financial backers, though they also have investors unique to each as well.



COURTESY ENVYSION INC.

Zayo Group and Envysion Inc. relocated their headquarters within Louisville to 400 Centennial Parkway. Taking part in a ribbon-cutting ceremony during an open house May 20 are, from left, Lani Melvin, administrative assistant, Louisville Chamber of Commerce; Ron LoSasso, past president, Louisville Chamber of Commerce; Shelley Angell, executive director, Louisville Chamber of Commerce; Dan Caruso, president and chief executive, Zayo Group, and chairman, Envysion Inc.; Matt Steinfort, president and CEO, Envysion Inc., Chuck Sisk, mayor of Louisville, and Phil Barton, president, Louisville Chamber of Commerce.

Suite 102A to locate the company.

Actium hopes to develop technological solutions and aids to treating cancers rather than biological ones, Kauss said. This could include working with nanotechnology and electromagnetic treatments, he said. The company will be "heavy in the patenting process," he said.

Actium expects to employ about a dozen people, and it located in Boulder to draw from talent at the University of

Colorado, Kauss said. McKenna, who lives in Vail, also has connections in the area to support the company. Kauss, who lives in San Antonio, Texas, is tapping an undisclosed amount from investors in Houston.

McKenna and Kauss have teamed up several times in the past on technology intellectual property companies. In 2005, they sold a wireless intellectual property company called Vesuvius Inc. to technology giant

Qualcomm Inc.

The pair also operates Vail and San Antonio-based Vulano Group LLC, which works on technologies in the wireless, telecommunications, enterprise and consumer software, security, biosciences and medical-device fields.

Paige Coker Heiman with Acquire Inc. and Neil Littman and Anya Allen with The Colorado Group helped broker the real estate deal for Actium.

► See Real Estate, 25A



**REAL ESTATE** from 24A

**TANDBERG LEAVES:** Tandberg Data Corp. moved its office in Boulder to Westminster in an effort to reduce its office space and save money on rent.

Tandberg Data is leaving its 75,000-square-foot location at 2108 55th St. in the Flatiron Park business park in Boulder to a 20,000-square-foot leased building at 10225 Westmoor Drive, Suite 125 in the Westmoor Business Center in Westminster.

As part of the move, Tandberg will receive undisclosed incentives from the Westmoor Business Center, but none from the city of Westminster.

The move will position the company closer to Denver International Airport, which will be more convenient for its international travelers.

The 170-employee company, with 50 employees in Colorado, plans to be out of its current location May 21 and open at its new location May 24.

Tandberg Data, which bought Boulder-based Exabyte Corp. for about \$28 million in 2006, produces data-storage devices such as tape drives, libraries and removable disks.

**CAMERA DEAL:** Another potential buyer has lined up for the Camera's building in downtown Boulder, but few details are being released.

Los Angeles-based Karlin Real Estate is negotiating to purchase the building at 1048 Pearl St. as well as its building on Walnut Street, Camera Publisher Al

Manzi confirmed on Thursday.

Matt Schwab, Karlin's co-founder and managing director declined to comment.

Manzi said the deal could take a few months to complete, and, if it closes, the Camera and the Colorado Daily newspapers would move to a different location.

He said they are looking at a number of different properties, but wouldn't confirm nor deny a rumor that the papers would move to, or are considering moving to, a building that Karlin Boulder LLC owns at 5450 Western Ave.

In February local developer Stephen Tebo dropped his pursuit of the 76,635-square-foot Camera building, which he had gone under contract to buy in November. In June 2009, Denver-developer Randy Nichols also passed up on an earlier intention to purchase the building. Camera owner MediaNews Group, and its former co-owner E.W. Scripps, put the building up for sale in November 2008. The property's value is more in the 1.37 acres of land than in its building.

**NORDSTROM RACK:** Nordstrom Inc. (NYSE: JWN) plans to relocate its Nordstrom Rack store from Flatiron Marketplace in Broomfield to the Twenty Ninth Street retail district in Boulder.

Expected to open in spring 2011, the store will occupy 35,000 square feet at 1601 29th St. where Wild Oats Mar-

kets Inc. was set to open until Whole Foods Market Inc. bought it in 2007.

Seattle-based Nordstrom spokeswoman Brooke White said the store's Broomfield lease ended giving it a prime time to move to what it perceives as a better location. White wouldn't release details of how the store plans to stay in Broomfield until next spring despite its lease ending.

"We think this location in the heart of Boulder will help us serve more customers," Geevy Thomas, Nordstrom Rack's president, said in a statement.

Nordstrom Rack carries merchandise from Nordstrom stores and Nordstrom.com at a 50 percent to 60 percent discount and sells merchandise specifically for Nordstrom Rack.

White said Boulder didn't offer incentives to the company to entice the move, but wouldn't disclose whether or not incentives were offered through Macerich, Twenty Ninth Street's parent company. Macerich (NYSE: MAC) would not disclose details about the lease.

**FLATIRONS HABITAT:** Flatirons Habitat for Humanity recently received funding for LEED for Homes certification on several of its homes in Boulder's Northfield Commons.

Populus, a local sustainability- and energy-consulting firm, is providing the LEED for Homes services and energy analysis for the projects.

In connection with its LEED for

Homes projects, Flatirons Habitat for Humanity has launched an innovative program called "HabitatPro," which gives construction and design professionals hands-on experience working on LEED projects (a prerequisite to take their LEED for Homes Accredited Professional exam), at the same time that it provides valuable volunteer services to Habitat.

As part of the LEED for Homes certification process for Habitat's next phase of homes in the Northfield Commons development, Populus will be hosting Flatirons Habitat for Humanity and Habitat's first "HabitPro" group of professionals (about 15 people) at its offices in Boulder, to walk the design team and the class through the LEED for Homes credits and program requirements.

**BARN STORE:** The Cornerstone Group, represented by Kyle McDaniel of Four Star Realty, has purchased about one acre of land at 4600 N. Broadway in Boulder from Denver-based Silco Oil Co. for \$1.1 million.

The group plans to remove The Barn Store, a gas station and convenience store operated by Silco, and replace it with affordable housing.

Chris Sansone and Gary A. Aboussie of the Colorado Group represented the seller. Sansone said the gas station, originally built in 1966, will remain in operation for about a year until construction can begin on the homes.

## WHY NOT MOVE YOUR OFFICE TO BEAUTIFUL DOWNTOWN LOUISVILLE



**901-917 Front Street**

**AVAILABLE NOW**

1,000 - 13,000 sq.ft. Office Spaces

\$12 NNN to \$14 NNN



**940 Main Street**

View towards downtown along Main Street

**COMING IN 2011**

750 - 40,000 sq.ft. Office/Retail Condos

Pre Leasing/Pre Selling NOW

**Contact: Arlin Lehman @ 720.318.4345  
or Tom McKenzie @ 303.931.8108**

**Attention Commercial Brokers: Aggressive Co-op**

OPINION

EDITORIAL

**Bus linking Longmont, Northern Colorado a step in right direction**

Communities in the Boulder Valley and Northern Colorado deserve praise for launching a new express bus service linking the two regions. Dubbed FLEX, the new service will connect Longmont with Berthoud, Loveland and Fort Collins, beginning June 7.

Anyone traveling Interstate 25 or U.S. Highway 287 well understands the need for such service. The population of Northern Colorado — including Larimer and Weld counties — now tops 553,000. A fair number of those citizens commute to the Denver area, or specifically to Boulder County, bringing increased strain on local roadways, especially the interstate.

Likewise, many Boulder County residents venture north of the county line for employment.

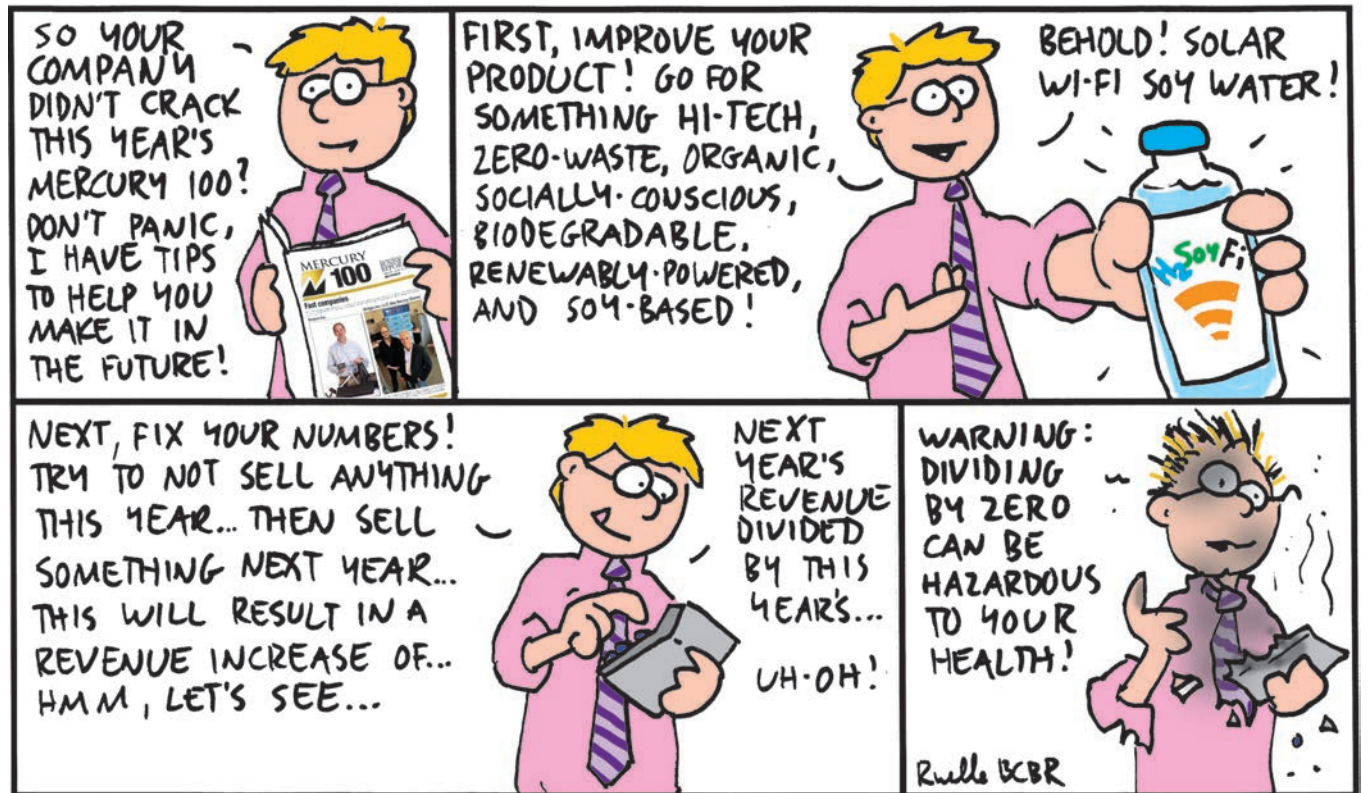
FLEX will, for the first time, link routes of the Regional Transportation District with bus services from the northern region. The route will cost just \$1.25 for a single ride and will accept EcoPass, as well as passes from Transfort (Fort Collins) and COLT (City of Loveland Transit). It's being funded in part by \$1.2 million from the Congestion Mitigation Air Quality Improvement Program.

Three natural-gas-powered buses will run Monday through Saturday, stopping at Longmont's 23rd Avenue and Main Street, as well as at Roosevelt Park. In addition to Longmont, Loveland, Fort Collins and Berthoud, other jurisdictions supporting the route include Boulder County and Larimer County.

FLEX is reminiscent of FREX, or the FrontRange Express, which has run between Colorado Springs and Denver for several years. Although FREX has encountered financial difficulties, we trust that the high ridership that has characterized RTD buses in Boulder County will spill over to the Northern Colorado route.

Population growth brings with it many challenges, not the least of which are congestion and pollution. A service that can provide an alternative to the automobile for commuters between the Boulder Valley and Northern Colorado will help in a number of ways.

But we hope that Longmont and its sister cities to the north will keep a careful eye on this expanded service, to ensure that it's meeting the needs of commuters in terms of frequency, location of stops and cost.



**NCAR paved way for tech economy**

High atop Table Mesa overlooking Boulder sits a signature building that draws the eyes of travelers venturing over Davidson Mesa heading into the city — the Mesa Lab of the National Center for Atmospheric Research.

My 14-year-old daughter recently commented that the building, designed by famed architect I.M. Pei, reminded her of the cliff dwellings of the Anasazi in the Southwest. Though she has seen the cliff dwellings only in pictures and on the History Channel, the NCAR facility evoked images of those ancient structures, built with native stone and tucked as it is beneath the Flatirons.

Evoking the cliff dwellings was, I understand, Pei's intention. (Kudos to Pei for succeeding, and kudos to my daughter for noticing.)

Pei's building has become lauded in architectural circles worldwide, just as NCAR, now celebrating its 50th anniversary, has become a worldwide resource on climate, meteorology, pollution, solar and space weather, and many other areas of study.

NCAR and its parent organization, the University Corporation for Atmospheric Research, have had an enduring impact on Boulder, its environs and the state as a whole.

It would be hard to imagine Boulder — or Colorado — without NCAR and the other federal laboratories that have followed it to the state.

In Boulder alone, federal labs

include NCAR/UCAR, the National Institute of Standards and Technology, the National Oceanic and Atmospheric Administration, JILA, the Laboratory for Atmospheric and Space Physics, the National Telecommunications and Information Administration, the Cooperative for Research in Environmental Sciences and others.



**PUBLISHER'S NOTEBOOK**  
Christopher Wood

Just down the road, the National Renewable Energy Laboratory in Golden works closely with the University of Colorado and other federal laboratories and universities in charting a path to a more sustainable future.

All told, federal labs employ about 6,300 people statewide, including almost 2,600 in Boulder County, according to a 2008 report by the University of Colorado Leeds School of Business Research Division, prepared for CO-Labs Inc., a consortium promoting the states labs.

But NCAR/UCAR started it all — 50 years of building a high-tech, scientific and entrepreneurial infrastructure in Boulder and beyond. To celebrate its five decades, NCAR/UCAR will hold an open house Saturday, June 5, at three Boulder/Broomfield locations, including the Mesa Lab. The open house runs from

9 a.m. to 4 p.m. Visit [www.50th.ncar.edu](http://www.50th.ncar.edu) for information.

...

A May 13 article in the New York Times calls attention to the start-up ethos that prevails in the city of Boulder. The article, "Boulder, Colo., a Magnet for High-Tech Startups," highlights Boulder's emergence as a collaborative alternative to the much larger Silicon Valley.

The article offers a snapshot of Boulder's tech scene, but what do our counterparts think in other cities? My colleague John Hazlehurst, a reporter at the Colorado Springs Business Journal, laments the city's inability to lure the "creative class," in an article titled "Boulder a techie mecca — and we're chopped liver."

"(The creative class) might love Colorado Springs, but they look at our national image. They can't imagine that Colorado Springs is easier to live in and more conducive to business formation than Boulder. If they think about us at all, it's as a laboratory for testing bizarre right-wing social theories, a dysfunctional dystopia that only Ayn Rand could love.

"It's an image as inaccurate as that of Boulder as a community of indolent dopers. We need to change. We need to do cool, fun things ..."

Yin and yang.

Christopher Wood can be reached at 303-440-4950 or via e-mail at [cwood@bcbr.com](mailto:cwood@bcbr.com).

**BOULDER COUNTY BUSINESS REPORT**

VOLUME 29, ISSUE 12  
BOULDER COUNTY BUSINESS REPORT  
3180 Sterling Circle, Suite 201, Boulder, Colo. 80301-2338, is published biweekly by Boulder Business Information Inc., a Colorado corporation, in Boulder, Colo.



**PUBLISHER**  
Christopher Wood.....cwood@bcbr.com

**EDITOR**  
Doug Storum.....dstorum@bcbr.com

**STAFF WRITERS**  
David Clucas.....dclucas@bcbr.com  
Ryan Dionne.....rdionne@bcbr.com

**RESEARCH DIRECTOR**  
Beth Edwards.....research@bcbr.com

**PRODUCTION MANAGER**  
Dave Thompson.....dthompson@bcbr.com

**ART DIRECTOR**  
Brittany Rauch.....brauch@bcbr.com

**CARTOONIST**  
Ron Ruelle

**SALES MANAGER**  
Kevin Loewen.....kloewen@bcbr.com

**SENIOR ACCOUNT EXECUTIVE**  
Kim Oremus.....koremus@bcbr.com

**ACCOUNT EXECUTIVES**  
Marlena Rich.....mrich@bcbr.com  
Louise March.....lmarch@bcbr.com  
Jason Henderson.....jhenderson@bcbr.com

**EVENTS MANAGER**  
Emily Trayers.....etrayers@bcbr.com

**CONTROLLER**  
Cindy Nosko.....cnosko@bcbr.com

**CIRCULATION MANAGER**  
Rhonda Doyle.....rdoyle@ncbr.com

**CONTRIBUTING WRITERS**  
Monique Cole, Katie DiDonato, Elizabeth Gold, Jules Marie, Jeff Thomas

**CONTRIBUTING PHOTOGRAPHERS**  
Jonathan Castner, Michael Myers, Peter Wayne

To advertise or subscribe: 303-440-4950  
Fax: 303-440-8954  
Online edition: [www.BCbr.com](http://www.BCbr.com)  
The entire contents of this newspaper are copyrighted by Boulder Business Information Inc. with all rights reserved. Reproduction or use, without permission, of editorial or graphic content in any manner is prohibited.

# Simple Solar LLC files for Chapter 11 bankruptcy

BY RYAN DIONNE  
rdionne@bcbr.com

BOULDER — Simple Solar Systems LLC has filed for protection from creditors under Chapter 11 bankruptcy.

The Boulder-based solar-installation company filed for bankruptcy May 13 and reported owing a total of about \$3 million to 90 creditors, said RJ Harrington, the company's external affairs director.

Simple Solar owes roughly \$1.5 million to the top five creditors, according to court documents, with the

top two being owed about \$450,000 each. The company has about \$1 million in assets, Harrington said.

He attributes the bankruptcy filing to the company straying from its core competency: residential and small- to medium-size commercial solar installations. Instead, for much of 2009, the company was focused on utility-scale projects.

"Now we're getting back to our strength," Harrington said.

Though the company's future hinges, in part, on the bankruptcy court judge, Harrington said the company hopes to emerge from bankruptcy by

the end of summer. No matter when, though, he said he's confident the company will emerge.

Simple Solar has until Sept. 10 to submit its reorganization plan, but it plans to do so within the next 90 days, he said.

Since January, the company has been operating lean without credit and prepaying vendors in hopes of staying out of bankruptcy court. Harrington said it wasn't until about two months ago when a creditor filed a lawsuit against the company that Simple Solar made the decision to file for Chapter 11.

Chapter 11 bankruptcy protection is meant to allow the company time to reorganize and start making a profit while eliminating much of its debt.

Last year, Simple Solar was ranked No. 4 on the Boulder County Business Report's Mercury 100 list of fastest-growing companies in Boulder and Broomfield counties. The list was based on percent increase in revenue from 2006 to 2008 among companies reporting more than \$2 million in annual revenue. Simple Solar went from revenue of \$993,425 to \$4.2 million over that two-year span.

## CALENDAR

### JUNE

**2** The Boulder Economic Summit will be from 7 a.m. to 1:30 p.m. at the University Memorial Center at CU Boulder, Glenn Miller Ballroom, 1669 Euclid Ave. in Boulder. Admission is \$65 or \$70 at the door. The event is designed for business, university and community leaders and will look at the future of Boulder in 2035. For more information, call 303-442-1044 or e-mail Jennifer@boulderchamber.org.

**3** The Boulder County Art Alliance presents Business of Arts Workshop Series Getting Out There! from 6 to 8 p.m. at the Dairy Center for the Arts, 2590 Walnut St. in Boulder. Admission is \$15. A panel will discuss how to get artwork in front of the public. For more information, contact Charlotte at 303-447-2422 or events@boulder-countyarts.org

**4** Entrust New Director is hosting an IRA Webinar from 11 to 11:45 a.m. at <http://newdirectionira.com/self-directed-ira-single-member-llc/>. For more information, call 303-546-7930 or e-mail events@indira.com.

**5** Blue Sky Bridge presents Moveable Feast to Benefit Blue Sky Bridge from 6 to 10 p.m. on Mapleton Hill in Boulder. The evening begins with a cocktail soiree followed by a dinner party at a selection of Boulder homes and concludes with a

dessert party. Admission is \$175. For more information, call 303-666-8338 or e-mail nanetteschunk@msn.com.

The DaVinci Institute presents a Facebook Boot Camp from 8:30 a.m. to 12:30 p.m. at the Wolf Law Building on the CU Boulder campus, 2450 Kittedge Loop Road in Boulder. Admission is \$119. For more information, call 303-666-4133, e-mail jan@davinciinstitute.com or visit [www.davinciinstitute.com](http://www.davinciinstitute.com) and click on events.

The Lafayette Public Library is hosting Energy Corner from 10 a.m. to noon at the Lafayette Public Library, 775 W. Baseline Road in Lafayette. Join the city of Lafayette Energy Sustainability Advisory Committee, the mayor of Lafayette, and Boulder County commissioners in this family event, which includes kids' activities from CU Science Discovery, solar oven cookies, CFL bulb giveaways and information on renewable energy options. Admission is free. For more information, call 303-665-5200 or e-mail deborahmichele@gmail.com.

The Taste of Louisville will be from 10 a.m. to 4 p.m. Food, arts and craft booths, kids' entertainment and informational booths from local merchants will be on display as well as local bands performing at the Steinbaugh Pavillion, 834 Front St. in Louisville. This is also the opening day for the Louisville Farmers' Market. For more information, call

the Louisville Chamber at 303-666-5747 or contact [info@louisvillechamber.com](mailto:info@louisvillechamber.com)

The Lyons Studio Tour will be from 11 a.m. to 5 p.m. at artist studios, homes and gardens in and around Lyons. Free tour maps are available during May at The Stone Cup, 442 High St. in Lyons. For more information, call 303-823-5947 or e-mail [monica\\_mcguckin@yahoo.com](mailto:monica_mcguckin@yahoo.com).

**8** Entrust New Direction IRA presents Self-Directed IRAs Invest in What You Know Webinar from 11 to 11:45 a.m. at <http://newdirectionira.com/invest-in-what-you-know-webinar>. For more information, call 303-546-7930 or e-mail events@ndira.com.

**9** The Boulder Chamber presents Building Your Green Team from 7:30 to 9 a.m. at the chamber office, 2440 Pearl St. in Boulder. A panel of business leaders will discuss lessons learned about saving money and making strides in business operations while implementing energy efficiency projects. Admission is free for members and \$25 for non-members. R.S.V.P. is required. For more information, contact Dan Powers at 303-442-1044, ext. 122 or [Dan.powers@boulderchamber.com](mailto:Dan.powers@boulderchamber.com).

**11** The Colorado Chapter of the Institute of Management Consultants presents Leveraging Scenario Planning from 7 to 9 a.m. at the Denver Athletic Club, 1325 Glenarm Place in Den-

ver. Eric Wiseman of the Leeds School of Business at CU Boulder will be speaking. Admission is \$25 for members and \$30 for nonmembers. Breakfast is included. For more information, contact Patricia B. Sikora at 303 499-5723 or [patsik@aol.com](mailto:patsik@aol.com).

**15** The Boulder County Business Report presents its annual Green Summit, a full-day conference with breakout sessions, exhibitors and a keynote speaker on the need for businesses to become more balanced with the natural environment. The event will be from 8 a.m. to 5:30 p.m. at the Millennium Harvest House Hotel in Boulder. Cost is \$49. Register online at [www.bcbr.com/greensummit](http://www.bcbr.com/greensummit).

**18** APICS Northern Colorado and Transformation Advisors are sponsoring a Stay Connected BBQ and Ice Cream Social from 11:30 a.m. to 1:30 p.m. at Boulder Ice Cream, 4747 Pearl St. in Boulder. For more information, contact Kate Hickey at 720-565-9549 or [khickey@emailta.com](mailto:khickey@emailta.com).

The 2010 National Cohousing Conference will be held June 18-20 at the University of Colorado's engineering center. Cohousing residents and organizers, sustainability experts, academics and architects will be in attendance. Conference theme is Sustainability through Community. Workshops, speakers and fundraising banquet. Cost: \$399. For more information, contact Georgette Vigil 970-776-6207 or [Georgette@whdc.com](mailto:Georgette@whdc.com).

**2010**  
SQUARE FEET  
**SF**

**COMMERCIAL REAL ESTATE SOURCEBOOK**

A crucial resource for commercial real estate agents, investors, tenants, and service providers, the Sourcebook features an overview of commercial leasing rates, space, and land and real estate opportunities in the Boulder Valley.

Reach out to the most affluent readers in Boulder and Broomfield counties with the 2010 Commercial Real Estate Sourcebook.

**For preferred positioning, call 303-440-4950 TODAY!**

BOULDER COUNTY  
**BUSINESS REPORT**



In the current business climate, it is more important than ever to distinguish your company and your properties from the competition. The 2010 Commercial Real Estate Sourcebook is the ideal vehicle for targeting your marketing dollars towards your potential customers. Consider the following facts about our readers:

- More than 3/4 are in upper management positions.
- Nearly 50% are the Owner/CEO/President.
- Exactly 25% are planning to move, expand or make changes to their facilities in the next three years.

The solution for gaining an advantage in a competitive market.

Employees	150	x	1.1 Desks	=	165	✓	x	8 Desks	=	132	✓
Chairs	165	x	2	=	330	✓	x	1.5	=	330	✓
Hours	8.5	x	240	=	2040	✓	x	240	=	1997.5	✓
Total Hrs	2040	x	150	=	306000	✓	x	1997.5	=	299625	✓
Cost/pp/yr	2500	✓	Low End	Cost/pp/yr	2000	✓	High End	Cost/pp/yr	3000	✓	
Avg/Year	\$75000	✓		Avg. Price	300000	✓		Avg. Price	450000	✓	
Avg/Week	\$7211	✓		Avg/Week	\$5769	✓		Avg/Week	\$8653	✓	
Avg/Day	\$1028	✓		Avg/Day	\$824	✓		Avg/Day	\$1236	✓	
pp/Day	\$6.85	✓		pp/Day	\$5.49	✓		pp/Day	\$6.24	✓	

## Your Vision. Your Elbow Grease.



With all that you've put in,  
your business deserves success.

Whether you're buying a new venture or have been in business for 25 years, the economic climate doesn't have to stand in the way of your ambitions. Success happens every day, and we're here to help you prove it. You'll quickly realize that getting a small business loan shouldn't be stressful, it should be empowering.

Apply now and we'll even waive  
our fees for our SBA Loans & Lines!\*

Apply online or by contacting your local Vectra Banker today!

**1-866-4Vectra**

**Vectrabank.com/  
Business-Loans**

**or talk to your local  
Vectra Banker**



**Boulder-Pearl**  
1700 Pearl Street  
Don Mallory  
720-947-8407

**Broomfield**  
1990 W. 10th Ave.  
Doug Shepherd  
720-947-8266

**Longmont**  
2011 Ken Pratt Blvd.  
Matt Cassell  
720-947-8295

**Westminster**  
3300 W. 72nd Ave.  
Cynthia C'melo  
720-947-8309

**Westminster-Park Centre**  
1955 W. 120th Ave.  
Doug Shepherd  
720-947-8266

**Boulder-Broadway**  
2696 Broadway  
Don Mallory  
720-947-8407

**Thornton**  
4151 E. 136th Ave.  
Theresa Ranck  
720-947-8051

**Wheat Ridge**  
7391 W. 38th Avenue  
Jennifer Lile  
720-947-8003

\*Credit approval required. No packaging fees on new applications for SBA 7a, Express, Patriot Express, Export Express, and Export Working Capital only submitted between 3/29/10 and 6/30/10 and booked by 10/31/10. Third party closing costs still apply. Excludes SBA 504 loans. Servicing costs on SBA Export Working Capital still apply. Other restrictions may apply; ask your banker for details. Member FDIC.

# LONGMONT BUSINESS

MAY 28 - JUNE 10, 2010 | SECTION B

Advertising Supplement Sponsored by



## Longmont's new airport master plan set to take off

*Updated document to address maintenance, expansion, improvements*

BY JENNIFER QUINN

Longmont's Vance Brand Municipal Airport is in need of an updated master plan to ensure that it is able to continue servicing the community as well as meet Federal Aviation Administration regulations. An airport master plan provides a roadmap for efficiently meeting aviation demand now and in the future, while preserving the flexibility necessary to respond to changing industry conditions. The current master plan was completed in 2002.

Tim Barth, Longmont Vance Brand Airport manager, said the master plan is a document that outlines the capital, maintenance and business improvements the airport will need over the next five to 10 years. The larger items for the new master plan include replacing or patching the pavement, expanding the aircraft parking and building a restaurant.

"The airport relies on federal and state funding for most of its capital, maintenance and business improvements," Barth said. "The master plan will determine which capital and maintenance needs are necessary."

Barth said although increasing the length of the runway will be part of the master plan, the Vance Brand Municipal Airport is not trying to offer large commercial airline service. "We are not looking to bring in bigger jets than those that already used the airport now," he said. "We are not going to try to be like Jeffco or Centennial. We will remain a small airport. We are looking to potentially increase utilities for aircrafts that already utilize the airport."

Barth said the runway would either need to be reconstructed altogether or cracks will need to be sealed in order to preserve life of pavement.

"It is something that is really needed and in seven years realistically could be done," he said.

The city of Longmont anticipates that the cost to complete the master plan will be approximately \$204,000. The Federal Aviation Administration and Colorado Division of Aeronautics are expected to pay for 92 percent of the cost to create the master plan. The remaining amount would be paid for by the city's Airport Fund. The funding has not yet been released by the government but is expected to be released in August or September.

Vance Brand Airport is located

► See **Airport, 2B**



JONATHAN CASTNER

Satish Bagalkotkar, president and CEO of Synapse Design, said the company was attracted to Longmont because of the city's pool of talented tech workers.

## Synapse leads tech firms' foray into Longmont

*Talented labor force, available real estate lure companies to city*

BY JENNIFER QUINN

Longmont has been able to attract many diverse companies to the area by offering a pool of talented people, as well as space to grow and expand business opera-

tions. Businesses that have taken advantage of the opportunity Longmont has to offer include Synapse Design, TerraLUX, Inc., American Recreation Products Inc. and Silicon Graphics International. Aaron Wilson, director of Synapse Design's Colorado office, said Longmont is the best place to work on hard-disk-drive design.

The company expanded its operations to Longmont eight weeks ago and has hired 26 people with a high level of engineering experience and expects to

hire an additional 14 employees by the end of June.

"We started at ground zero," Wilson said. "Our client is a major manufacturer of hard disk drives that did not have a presence in the Longmont area before we came along. We were able to recruit the best talent for what we needed in the Longmont area. We wanted to hire people who have experience and knowledge and a huge amount of experience

► See **Synapse, 5B**

**AIRPORT** from 1B

approximately three miles southwest of Longmont and is open to the public. The Vance Brand Municipal Airport is used for many purposes, including agricultural operations, skydiving and rental use.

Other items that may appear in the master plan include car rental concession, aesthetic improvements to nearby buildings in close vicinity to the airport, hangar development, noise abatement, environmental considerations, automobile parking requirements, public bathroom requirements, utility requirements, security enhancements and landscaping.

“We completed all maintenance projects from the past master plan,” Barth said. “It is a good planning document. It is something that is needed to be updated and is a useful tool. The runway is one part of an overall plan. Whether we extend the length of the runway or not, the other items are just as important to the day-to-day operations of the airport.”

Once the master plan is complete, it will identify which capital projects and maintenance projects should be focused on, and appropriate grants will be sought. The master plan will take approximately seven to 10 months to complete. The process recently was endorsed by the board of the Longmont Area Economic Council, as well as other organizations.

A consulting firm will be hired to assist with the completion of the master plan. The subsequent work outlined by the master plan will be completed by



JONATHAN CASTNER

Tim Barth, manager of Longmont's Vance Brand Municipal Airport, says a new airport master plan will determine what capital and maintenance needs are necessary at the facility.

local area businesses.

“If we can get the master plan approved in 10 months, we will apply for grants in 2011,” Barth said.

T.K. Gwin, Colorado State Airport engineer, said the largest item to be placed on the master plan is the runway

extension.

“Our state has already earmarked for other airports to have funds allocated for runway projects,” he said. “The extension of the runway would need to be accepted by the community and would not be completed until sometime after

2016 unless reprioritizations were to take place. There is a process for this type of prioritization and the airport must wait in queue to have money available.”

Gwin did say the runway extension is worth considering, but it is a very long process to have completed.

# Longmont Area Economic Council

*Growing the Longmont Economy*

*Your one stop source for:*

- ◆ Finding Affordable Space in Longmont
- ◆ Exploring Incentives in Longmont
- ◆ Engaging on Your Behalf with City Government
- ◆ Ensuring Your Timelines are Met
- ◆ Maintaining the Kind of Business Environment You Want
- ◆ Making the Process Painless



528 Main St. • Longmont, CO 80501 • 303-651-0128  
[www.longmont.org](http://www.longmont.org)

# DeTect, Advanced Tooling expand Longmont operations

BY JENNIFER QUINN

DeTect Inc. and Advanced Tooling Concepts LLC have expanded their operations in the Longmont area because the location offers a wealth of educated people to hire from and an abundance of office rental space that is immediately available at an affordable price.

DeTect specializes in remote-sensing technologies and systems for aviation safety, security surveillance, environmental management, weather detection and wind measurement. It develops and deploys bird radar systems for aircraft birdstrike avoidance and avian risk assessment. The company is headquartered in Florida, with divisional offices in Colorado, Kentucky, Virginia, Washington, D.C., and Canada. Representative offices are located in more than 80 countries to support its projects worldwide. The meteorological system group is based in Colorado.

Scott McLaughlin, vice president of engineering for DeTect since 2006, said he originally moved here to work on a wind profiler at the National Oceanic and Atmospheric Administration in 1999. He said this is a science-rich area with quality research facilities, including NOAA and the National Center for Atmospheric Research.

"The talent of people in this area is the premier reason to expand in Longmont," McLaughlin said. "There are great universities here, including Colorado State University and the University of Colorado. Office space in Longmont is plentiful, and it is a good industrial area. The price is reasonable considering its proximity to Boulder."

DeTect has 15 full-time employees and adds contactors on an as-needed basis. The company was founded in 2003 and in 2007 was conducting business in an 1,800-square-foot facility. In 2009, it started expanding and now uses two separate buildings in close proximity to each other with a backyard to set up to test and demonstrate their product. Together, the two facilities encompass 8,000 square feet.

McLaughlin said there will not be a need to expand for a while. He and his team looked into the possibility of moving to Boulder, but viewed it as more expensive in terms of living expenses. "The homes in the Longmont area are reasonable priced," McLaughlin said. "People have the flexibility to go to Denver and Boulder."

He also said Longmont has the type of contract workers needed for his business, including machinists and welders. McLaughlin was impressed with the help he received from the Longmont Area Economic Council, which provided guidance on the proper actions needed to install equipment, coordinating utilities and permits.

"We are happy to be able to expand in Longmont," McLaughlin said. "We have been able to find contract workers for manufacturing and circuit-board creation. This area and Boulder are the mecca for atmospheric research."

Gary Andrews, CEO of DeTect, said Longmont was the perfect place to diversify the company's product line of meteorological radars.

"With related businesses in the area,

“The talent of people in this area is the premier reason to expand in Longmont.”

**Scott McLaughlin**  
VICE PRESIDENT OF ENGINEERING,  
DETECT, INC. AND ADVANCED  
TOOLING CONCEPTS, LLC

it made sense to grow the company in Longmont," Andrews said. "It is a very nice place to live and allows us to attract other people to live here. We have good resources to hire from and good quality of life. It was a no-brainer."

Andrews said the company's annual payroll is upwards of \$1.5 million and is expected to double over the next year. It will hire subcontractors from the Longmont area, which will include circuit-board design, electronic fabrication design and machine manufacturing of precision parts.

"Our plan is to grow and add new products, as well as internal growth and acquisitions," he said. "We will be diversifying our product portfolios by layering on additional products. We want our clients to order from us and not other companies."

DeTect has hired 30 new people this year and currently employs 100 nationwide. Their products are designed, engineered and created in Longmont and Florida. The company is expecting to double in size this year. It recently won a \$28 million dollar contract with NOAA to supply 28 to 30 wind profilers.

"We have grown and been profitable and added staff every single year," Andrews said.

Another company that has decided to expand its business in the Longmont area is Advanced Tooling Concepts LLC, a custom plastic-injection tool and molding company. It original started in Colorado near Denver in a 12,000-square-foot facility and relocated to Longmont to a 28,000-square-foot facility.

Nigel Sutton, CEO of Advanced Tooling Concepts, said the company relocated to Longmont because the building they needed was available when they were ready to expand their business.


"The building was already set up for us because the company that moved out basically did the same type of work as we did, and they moved out of the area," he said. "The building fit our needs. There was nothing else available for us to move into at the time."

Advanced Tooling Concepts employs 32 people in Longmont and has expanded to add another facility in Longmont, which encompasses 10,000 square feet. It was chosen because of its close proximity to their first facility. The new facility will be used for molding.

"By having two buildings close together, we are able to manage the team well," he said. "We like this area, and it is a good place to do business."

PROUD TO BE A  
LONGMONT AREA  
ECONOMIC COUNCIL  
INVESTOR

1707 MAIN ST.  
LONGMONT, CO 80501  
BRUCE ROBBINS  
PRESIDENT  
FIRSTBANK OF LONGMONT  
DIRECT: 303-684-6900




**GRANT, GRANT  
& GOIRAN LLP**  
ATTORNEYS AT LAW  
Big-Firm Capabilities  
Small-Firm Environment

**REAL ESTATE AND LAND USE**  
Annexation, Land Use and Zoning  
Real Estate Finance and Development  
Commercial Real Estate Transactions  
Construction Law - Water Law  
Oil and Gas Law  
**BUSINESS LAW AND LITIGATION**  
Business Transactions  
Commercial and Civil Transactions  
**ESTATE LAW**  
Estate Planning  
Probate and Estate Administration

275 South Main St 303-776-3100  
Ste 201 Longmont, CO www.gglaw.com



**Prudential**  
Rocky Mountain, REALTORS®  
NUMBER ONE OFFICE FOR LONGMONT  
AREA COMMERCIAL REAL ESTATE NEEDS

Local representation for commercial sales and leasing providing quick response time to service and show your properties.

 Keith Kanemoto	 Bayne Gibson, CCIM	 Don Rulle, CCIM	 Mike McDonough
 Jan Cernuda	 Ken Kanemoto, CCIM	 Ed Kanemoto, CCIM	 John Marlin
 Jerry Schlagel	 Aaron Grant	 Becky Lyall	

- 11 Dedicated commercial brokers
- 4 CCIM members
- Available 7 days per week
- Tenant and Landlord Representation
- Land Sales/Development
- Commercial Sales
- Asset/Property Management
- Market, Site and Financial Analysis

**SERVING BOULDER & SW WELD COUNTIES FOR OVER 25 YEARS!**

275 S. Main St., Suite 100, Longmont, CO 80501  
**303-772-2222 • www.prudentialrockymountain.com**

# LAEC programs celebrate excellence in business

*Cornerstone Awards, other events call attention to primary employers*

BY JENNIFER QUINN

Recognition of excellence in the business community has become a hallmark of the Longmont Area Economic Council. LAEC honors businesses that show excellence by starting new companies in the area or growing an existing company. One of the main events is the Cornerstone Awards, held annually.

This year's 11th annual Cornerstone Awards event honored Dot Hill Systems Corp., Farragut Systems Inc., GE Electric Co., Irrigation Water Technologies America Inc. and Heartland Renewable Energy LLC.

John Cody, president and CEO of the LAEC, said this program educates residents about the importance of primary employers.

The Cornerstone Awards luncheon was created by the LAEC to recognize primary employers in the Longmont area that have expanded or relocated to the area during the previous year. More than 200 business and government leaders from the community attend the event each year.

"These companies have gone beyond providing a paycheck to employees," Cody said. "These businesses are adding to the community through philanthropic activities and environmental efforts. The

things they do make Longmont a better community. We want to educate the community of the important role primary employers play in the economy."

He said the Cornerstone Awards are a way to say "thank you" to the businesses for choosing Longmont to conduct their business and to let primary employers know that the community supports them. The LAEC also generates a newsletter and website, and holds community events to honor primary employers.

"An important part of the LAEC's mission is to educate the community as to who the primary employers are and why they are important," Cody said. "Too often, industry goes unnoticed in a community. We want the community to be aware of primary employers and let these businesses know we appreciate their efforts."

Dot Hill Systems Corp. won the Large Technology award, with an additional 35 employees and relocating its headquarters to Longmont. Farragut Systems Inc. in Longmont won the Small Technology award. GE Electric Co. won the Large Non-technology award for relocating its division headquarters to Longmont in 2009. Irrigation Water Technologies America Inc. won the Small Non-technology award for moving its headquarters to Longmont.

Mark Beckett, communication leader for GE in Longmont, said the company was surprised to receive the award, but was very appreciative and excited.

"This award starts to really have us iden-

“An important part of the LAEC’s mission is to educate the community as to who the primary employers are and why they are important.”

**John Cody**  
PRESIDENT AND CEO,  
LONGMONT AREA ECONOMIC COUNCIL

tify closer with the Longmont community," Beckett said. "Longmont is closer to DIA and is an attractive place to be located, as well as having an attractive talent pool to choose from. Showing potential employees the Boulder and Longmont area have helped with recruiting efforts for new hires."

Previously in Loveland, GE Electric Co. needed additional space with specific industrial requirements that Loveland could not offer. It currently employs 185 people in Longmont and 500 globally.

"I think we have a really nice facility and space to grow, and it is attractive for new employees," he said. "Other GE businesses located around the U.S. are looking to have meetings in our facility. Other parts of GE are interested in relocating to

the Longmont facility. Longmont offers more space that we could occupy."

Collis Woodward, chief financial officer of Irrigation Water Technologies America Inc., said the company moved from Colorado Springs to Longmont because of its centralized location to Boulder and Fort Collins. The company sells an irrigation system with tubing that moisturizes the soil without spraying water above ground.

"Winning the award and gaining the recognition was fabulous," Woodward said. "Getting recognition from the community early on is really important. We have gotten leads and made connections through the Cornerstone Awards and look forward to being part of this community."

Irrigation Water Technologies America Inc. is renting a 12,000-square-foot building for importing its product from Australia. There is also a possibility of doing manufacturing locally. It has hired four people since moving to Longmont.

Two Longmont businesses were also recipients of the Colorado state-sponsored award called Companies to Watch. The award is given to companies that show high potential for growth. Longmont businesses RidgeviewTel, a communications company, and Oskar Blues Brewery were winners of the award.

The LAEC held an event to recognize both companies May 27 at Oskar Blues tasting room. Cody said the event was to congratulate both companies on their success.

**MORE**

**OPTIONS**

- 37 buildings
- 1.4 million square feet of office/flex/R&D space
- Excellent selection of available similar product type
- Responsive on-site management team

OFFERING THE BEST VALUE IN BOULDER COUNTY

YOU JUST GET MORE HERE . . . visit our website for more information

THE **CAMPUS AT LONGMONT**  
.COM

Owned and Managed by  
**CIRCLE CAPITAL**



This 37-building, highly-landscaped business park caters to office/flex/R&D users, and is located in an amenity-rich area near the intersection of S. Hover St. and the Longmont Diagonal/Highway 119 in Longmont, Colorado.

CALL FOR LEASING OPPORTUNITIES:



**303.892.1111**  
Scott Garel  
Joe Heath  
Don Misner



**303.449.1420**  
Becky Gamble  
Hunter Barto  
Dryden Dunsmore



**SYNAPSE** from 1B

with hard disk drives.”

Synapse Design was founded in 2003 and is headquartered in San Jose, Calif., with operations in Boston, China, France and India. It develops technology for product lines including mobile devices, storage and processors. Synapse Design is renting a 10,950-square-foot facility in Longmont and plans to expand in the near future.

“Hard disk drive companies need a new generation of products every nine to 15 months, or they will fall behind and no longer have a competitive product,” Wilson said.

Satish Bagalkotkar, president and CEO of Synapse Design, said he was looking to build the dream team of engineers, and Longmont was the place to accomplish this goal.

“We are looking for engineers in a very specialized field,” Bagalkotkar said. “The key has been to select engineers with 25 to 30 years of disk drive expertise. We have the top talent with a fully operational office working on multiple products for the next generation of technology.”

Kristen Busch, human resource manager for American Recreation Products, said the company relocated its Missouri warehouse to Longmont because it wanted its warehouse in close proximity to its administrative offices. Two additional people have been hired from Longmont to work in the new warehouse.

“Longmont offered warehouse availability for the right price that served its needs,” she said. American Recreation Products is renting a warehouse of 18,000 square feet for parts, accessories and storage. It makes and markets outdoor gear, including tents, backpacks, sleeping bags, outdoor clothing, outdoor furniture, and related camping accessories.

“If someone needs a piece to be repaired or replaced such as a tent pole, this new warehouse will take care of this request,” Busch said. “The customer can ship their product to the warehouse, and it will be fixed and shipped back to the consumer.”

Busch said they were able to find a warehouse that fit their needs with little renovation required.

Silicon Graphics International, headquartered in California, came to the

Longmont area through the acquisition of COPAN for \$2 million in February 2010. COPAN specialized in a scalable, energy-efficient storage platform. George Skaff, chief marketing officer, said SGI wanted to keep the offices in Longmont to leverage the talent pool found in the COPAN employees.

“We have a great technology product, good customer base, and it made sense for us to work with them and acquire this company,” Skaff said.

Jim Wheat, chief financial officer of SGI, said one of the highlights of the Longmont area is the talented pool of well-educated people from which to hire. SGI has 30 employees in the Longmont area.

Erik Milz, vice president of sales and marketing for TerraLUX, said the company is moving from the Gunbarrel area to Longmont because of rapid expansion within the company. TerraLUX currently has 16 employees and has hired four people in the last three months. It is expected to hire an additional 10 employees in the near future. It has received venture capital that has accelerated its growth.

TerraLUX specializes in solid state lighting, LED modules for portable applications, as well as professional flashlights for police, fire and military. They also make LED modules for landscape lighting, retail lighting and commercial applications.

“We needed warehouse space, and Longmont was the only area that had the space we needed,” Milz said. “We were looking to stay as close as possible to our current location. Longmont also has great access to qualified and skilled people.”

TerraLUX rents a space that is 7,850 square feet and will be moving into a space of 15,200 square feet.

“This will allow us to grow over the next couple of years,” he said. “This was the best-suited building we found in Boulder County available in a short time frame. Layout of the building was good, and the price was right.”

The move to the new location will be complete in June. “We wanted to stay as close to our other facility as possible,” Milz said. “I am very happy with availability of talent in the area as we start to hire new employees.”

**Downtown Concert Series gears up**

BY JENNIFER QUINN

The city of Longmont has expanded the Thursday Downtown Summer Concert Series from five to seven shows throughout the summer. A special Friday event will feature the band Pure Prairie League July 23.

This is the concert series’ second year of operation presented by the Longmont Downtown Development Authority and Longmont Recreation Services. The event will offer food and beverage sales provided onsite by local businesses. It is a zero-waste event, and all drinks and food will be served in compostable serving ware.

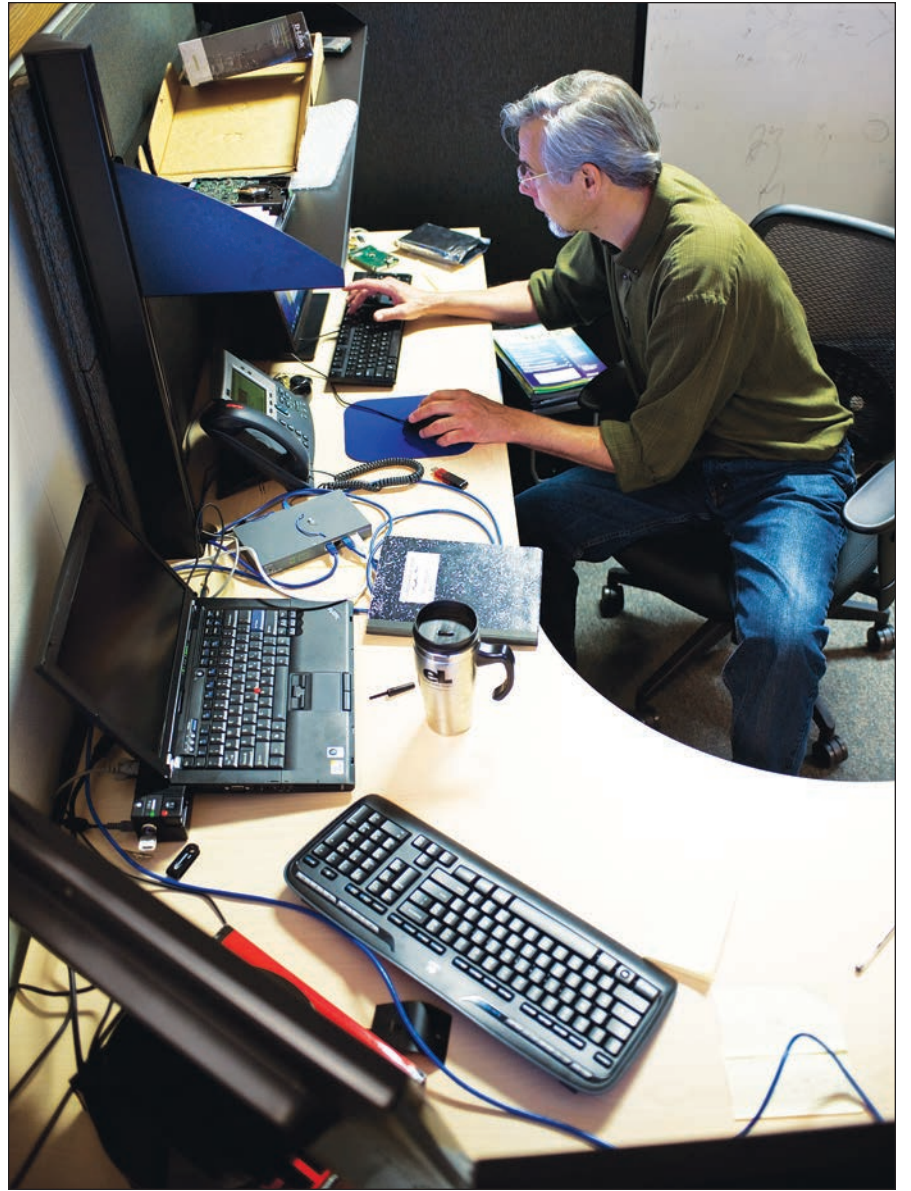
“The concerts are a great time and an opportunity to draw people to the downtown Longmont area to check out local shops and restaurants,” said Jeff

Simcock, LDDA marketing and event coordinator.

Last year’s attendance was approximately 700 to 1,000 people. This year, Simcock expects more than 1,000 attendees at each concert. The events are family friendly, free and open to the public.

The concerts take place at Fourth and Main streets in Longmont starting Thursday, June 24. Food and alcoholic beverages will be on sale from 6 to 8 p.m., and the bands play from 7 to 8:30 p.m. The concert series includes DeJa Blue on July 1, Buckstein on July 8, Jockomo on July 15, The Informants on July 29 and a special Saturday event Aug. 14 featuring the Rebecca Folsom Band.

Simcock said the concert series is a great way to show off downtown Longmont and invite neighboring communities to come and enjoy.



JONATHAN CASTNER

Michael Moy, firmware designer for Synapse Designs, works on one of the company’s projects. Synapse recently located an operation in Longmont, with plans for expansion.

**Efficiency Programs for Longmont Businesses a success**

Business customers in Longmont are saving electricity, reaping the benefits of Longmont Power & Communications’ energy efficiency programs and supporting the environment.

financial incentives to Longmont businesses who upgrade to more energy efficient equipment.

LightenUP allows businesses to invest in more efficient lighting that also enhances the natural environment of facilities. Both

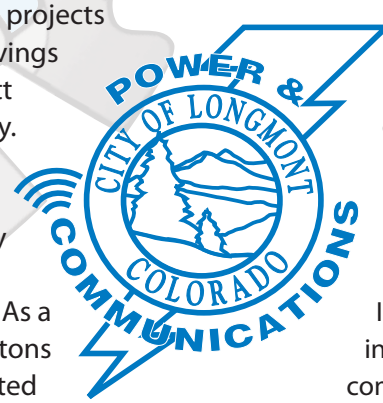
In 2009, 43 customers undertook 60 efficiency projects representing a savings of 6,675 megawatt hours of electricity. The savings is equivalent to the electricity used by about 817 homes for an entire year. As a result, over 4,000 tons of CO<sub>2</sub> were diverted from the environment.

programs result in lower electric use and reduced electric bills, which help reduce Longmont’s carbon footprint.

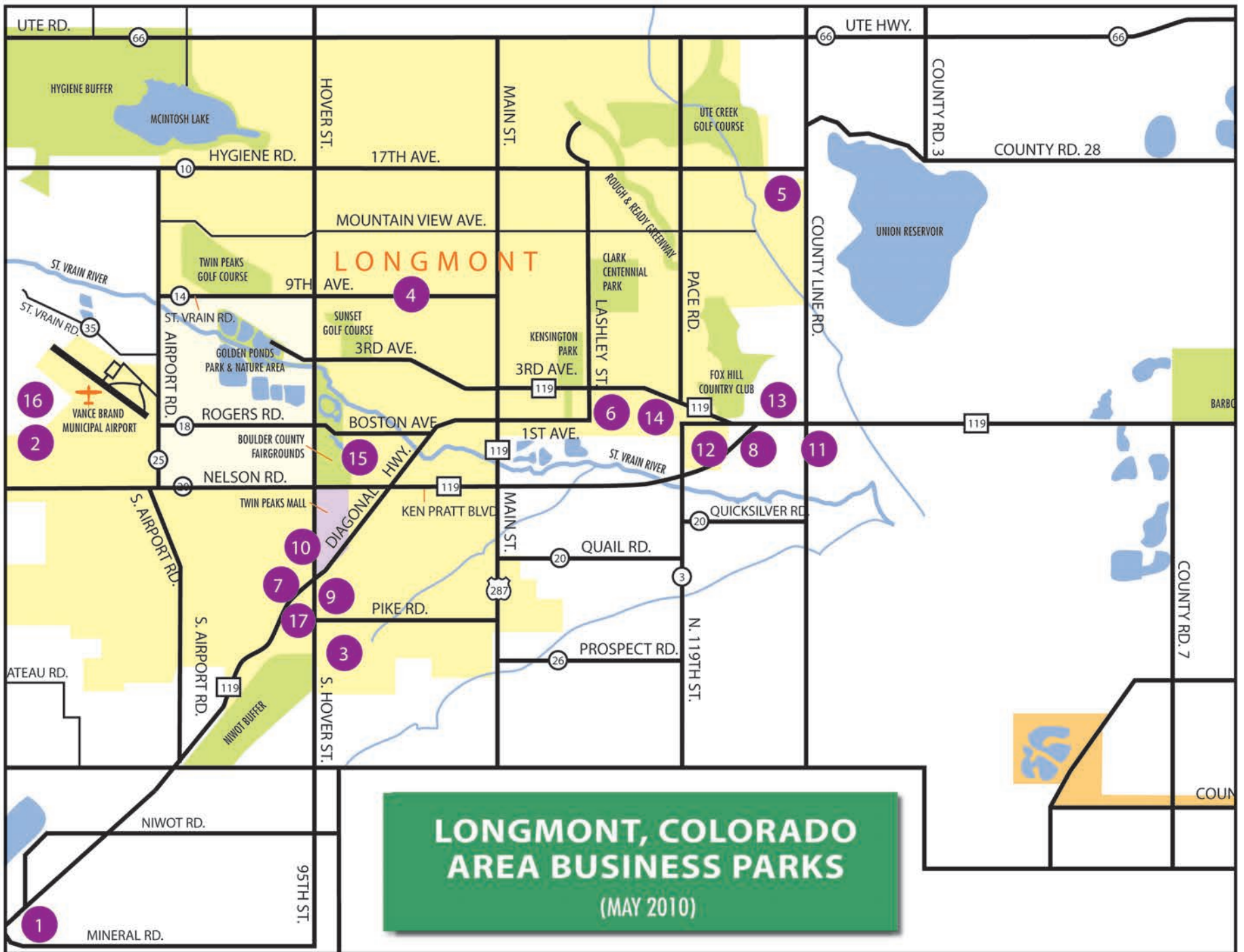
In 2009, LPC also introduced a commercial energy audit program to help local businesses learn where to make efficiency improvements and a matching grant program to assist with the investment costs.

Two programs are responsible for the energy and CO<sub>2</sub> savings.

Commercial Energy Efficiency Program (CEE)P provides



[www.ci.longmont.co.us/lpc](http://www.ci.longmont.co.us/lpc)  
303.651.8337



**1 BOULDER TECH CENTER/MONARCH PARK**  
 (Diagonal Highway & Mineral Road)  
 Multiprop Inc. - Andrew Unkefer  
 303-530-5398  
 Acres: 770,000 square feet of occupied space  
 Major Tenants: Brooks Automation, Vapor Technologies, Sunrise Medical Colorado, Crocs, Veris, Thule Organization Solutions, Peak Data, Dynamic Design & Mfg., PTA Corporation

**2 CLOVER BASIN BUSINESS PARK**  
 (Nelson Road & N. 75th)  
 Western Property Advisors - Stan Whitaker  
 303-469-4200  
 Acres: 166  
 Major Tenants: Seagate

**3 CREEKSIDE BUSINESS PARK**  
 (Pike & Hover Roads)  
 MAGI Real Estate Services - Steven Holcomb  
 303-301-5408  
 Acres: 40  
 Major Tenants: Mentor Graphics, Emulex, Tetra Tech, PharMerica, Sangat Precision, Breakthrough Management, LSI Storage Peripherals, Analog Devices, Intel

**4 LONGMONT INDUSTRIAL FACILITY**  
 (120 - 9th Avenue)  
 Colorado & Santa Fe Real Estate - Brandi Spencer  
 303-466-2500  
 Acres: 12  
 Major Tenants: Circle Graphics, Longmont Sports Warehouse, A-Window Grate

**5 EASTGATE BUSINESS PARK**  
 (17th Avenue & County Line Road)  
 Ithaca Development LLC - Bill Sheerin  
 303-598-2455  
 Acres: 80  
 Major Tenants: N/A

**6 LONGMONT AUTOMOTIVE PARK**  
 (Highway 119 & Lashley Street)  
 Prudential Rocky Mountain Realtors - Ed Kanemoto  
 303-772-2222  
 Acres: 8  
 Major Tenants: Valley Ford, Traffic Signal Controls, Salud Clinic, Prestige Chrysler Dodge

**7 BOULDER COUNTY BUSINESS CENTER**  
 (Hover Road & Diagonal Highway)  
 Macy Development - Don Macy  
 303-321-8888  
 Acres: 150  
 Major Tenants: Intrado, Sun APT, DigitalGlobe, Honda

**8 MILL VILLAGE BUSINESS PARK**  
 (Highway 119)  
 Prudential Rocky Mountain Realtors - Ed/Keith Kanemoto  
 303-772-2222  
 Acres: 17  
 Major Tenants: DaVita Dialysis Center, Horizon Banks, Sunflower Spa, Precise Cables, Blueprint Robotics

**9 CIRCLE CAPITAL LONGMONT**  
 (Southwest Longmont)  
 Becky Callan - Dean Callan & Co./Scott Garel - Frederick Ross  
 303-440-6621/303-892-1111  
 Acres: 227  
 Major Tenants: Displaytech, Texas Instruments, nSpire Health, National Semiconductor, Matheson Tri-Gas, Array BioPharma, Front Range Community College, Ridgeview/Tel LLC

**10 ST. VRAIN CENTER**  
 (Hover Road)  
 Macy Development Company - Don Macy  
 303-321-8888  
 Acres: 170  
 Major Tenants: King Soopers, First National Bank of Colorado, Kohl's, Borders Bookstore, Chili's, Noodles & Company, Elevations Credit Union

**11 SANDSTONE FARM**  
 (Highway 119 & WCR 1)  
 Bush Development - Troy Smith  
 303-780-9396  
 Acres: 131  
 Major Tenants: N/A

**12 SUGAR MILL PARK**  
 (10012 N. 119th)  
 Colorado Gold Properties - Noreen Canaday  
 720-480-1589  
 Acres: 47  
 Major Tenants: N/A

**12 SUGAR MILL PARK**  
 (10012 N. 119th)  
 Prudential Rocky Mountain Realtors - Keith Kanemoto  
 303-772-2222  
 Acres: 88  
 Major Tenants: N/A

**13 THE BUSINESS PARK AT FOX HILL**  
 (Highway 119 & WCR 1 - NW Corner)  
 Actis, LLC - Richard Groves  
 303-678-0426  
 Acres: 83  
 Major Tenants: N/A

**14 WEAVER INDUSTRIAL PARK**  
 (Highway 119)  
 Prudential Rocky Mountain Realtors - Ed/Ken Kanemoto  
 303-772-2222  
 Acres: 40  
 Major Tenants: UPS, Syngenta, Air Liquide, Royal Crest Dairy

**15 LONGMONT TECHNOLOGY PARK**  
 (Sunset Street & Nelson Road)  
 CB Richard Ellis - Todd Witty  
 720-528-6339  
 Acres: 19  
 Major Tenants: American Converters, Circuits West., Bags, Inc., Longmont United Hospital Business Office

**16 MOUNTAIN VIEW BUSINESS PARK**  
 (10302 North 75th)  
 Grubb & Ellis - Mike Wafer and Bruce Mawhinney  
 303-572-7700  
 Acres: 147.9  
 Major Tenants: N/A

**17 LONGMONT STATION**  
 (1901 South Hover Street)  
 Progressive Realty Inc. - Dave Brewer  
 303-772-9190  
 Acres: 18.721  
 Major Tenants: N/A



## FISH WHERE THE FISH ARE...

### GOOD ADVICE FOR FISHING (AND ADVERTISING)

When you want to find fish, go where the fish are plentiful. The same principle holds true when you want to find business decision makers: *go where they are plentiful.*

That's where we come in. By providing in-depth, local business news and by forming solid ties with our community, we've developed unparalleled reader loyalty among the key business decision makers you want to reach. And, as a member of *The Alliance*, we can provide access to over 1.2 million business professionals in the U.S., Canada, Mexico, Puerto Rico and Australia.

Advertise where business decision makers are plentiful: contact us today.

BOULDER COUNTY  
**BUSINESS  
REPORT**

3150 Sterling Circle • Boulder, CO 80301

Contact: 303-440-4950

[www.BCBR.com](http://www.BCBR.com)

*A proud member of*

**THE ALLIANCE**   
OF AREA BUSINESS PUBLICATIONS

[www.alliancebizpubs.com](http://www.alliancebizpubs.com)

BRINGING **YOUR MESSAGE** CLOSER TO **YOUR MARKET**

# It's

# time!



The IQ Awards recognizes the most-innovative new products and services in Boulder and Broomfield counties. Fill out the nomination form below and submit it by Friday, July 2.

**Nomination form is available online at [www.IQawards.com](http://www.IQawards.com).**

Return the nomination form to: Chris Wood, the Boulder County Business Report, 3180 Sterling Circle, Suite 201, Boulder, CO 80301-2338, e-mail to [cwood@bcbr.com](mailto:cwood@bcbr.com), or fax at 303-440-8954.

If you have any questions, please call the Business Report at 303-440-4950.

## Nominate your innovation today!

Company \_\_\_\_\_ Address \_\_\_\_\_

City \_\_\_\_\_ Zip \_\_\_\_\_ Telephone \_\_\_\_\_ Web Site \_\_\_\_\_

CEO \_\_\_\_\_ Company Information Contact \_\_\_\_\_

Company Contact Phone and E-mail \_\_\_\_\_

Describe the product or service in detail\*\* \_\_\_\_\_

What is the primary market, and who are the major competitors? \_\_\_\_\_

Key people involved in the development \_\_\_\_\_

Source of financing \_\_\_\_\_ 2009 revenues from product or service \_\_\_\_\_

Name of Nominator \_\_\_\_\_ Telephone \_\_\_\_\_

E-mail \_\_\_\_\_

\*Nominated companies must be based in Boulder or Broomfield counties or in the Denver/Boulder corridor.

\*\*Companies may send additional product or service materials (including brochure, video or product sample), as well as longer market description, with nomination.