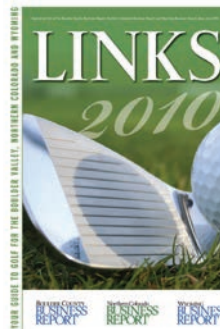


# BOULDER COUNTY BUSINESS REPORT **\$1**



**LINKS**  
Boulder Valley,  
Northern Colorado,  
Wyoming golf guide  
**Special Section**

Serving Boulder and Broomfield Counties  
Volume 29 | Issue 13 | June 11-24, 2010

## Amgen mum on manufacturing site

BY RYAN DIONNE  
rdionne@bcbr.com

BOULDER — Amgen Inc.'s drug denosumab could turn into a cash cow after receiving the green light from the FDA, but the company isn't saying whether or not the drug will continue to be manufactured in the Boulder Valley.

### *Boulder, Longmont plants instrumental in manufacturing drug for clinical trials*

The drug Prolia received U.S. Federal Drug Administration approval June 1 for treating postmenopausal women with osteoporosis who have a high risk for bone fractures.

Prolia was developed at Thousand Oaks, Calif.-based Amgen's offices in California and Washington, but researchers turned it over to the company's plants in Longmont and Boul-

der to develop a way to create enough of the drug for mass production. The two plants manufactured enough of the drug for clinical trials.

Now that it's approved, Amgen isn't saying where the drug will be manufactured.

Diana Sherman-Palmer, a company spokeswoman, said she couldn't  
➤ See **Amgen, 18A**

## eGauge set for growth

### *Energy-monitoring systems gain steam*

BY JEFF THOMAS  
news@bcbr.com

BOULDER — For a company that wasn't really advertising its product, the renewable power monitors created by an 18-month-old Boulder manufacturer are selling pretty well.

"We have roughly about 400 installations," said Greg Greenan, who is running the sales and marketing side of eGauge Systems LLC. "But we're positioned now to go into a much faster growth rate."

Until now, the company relied on word-of-mouth to sell its monitoring products. Although the majority of those sales were for residential solar installations, the company has developed some important municipal clients, such as Boulder County, the city of Boulder and the Denver Botanical Gardens, plus corporate clients.

Now that the products have passed UL and ETL safety compliance tests,  
➤ See **egauge, 6A**

### HI-TECH ADVANCES IN PRINTING

*Photo Craft Imaging's new machine prints on variety of surfaces*



JONATHAN CASTNER

Roy McCutcheon and Kirsten Cowan of Photo Craft Imaging in Boulder demonstrate the company's new Acuity UV Flatbed printer made by Fuji. The \$195,000 machine can print on many types of rigid surfaces—including glass, metals, acrylics and wood — and ink dries instantly. **See story, 13A.**

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# Longmont United, PVHS plan joint venture

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 BCBReDaily, an all local e-news report sent to your e-mail each weekday. Just click on "Register for E-Newsletters" at www.BCBr.com.

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

**LONGMONT** — Longmont United Hospital is in contract negotiations with Poudre Valley Health System to partner on a new medical facility near the intersection of Interstate 25 and Colorado Highway 52 in Frederick.

Mitchell Carson, Longmont United's president and chief executive, wouldn't release many details, but he said the two parties are talking about a 50-50 joint venture.

Carson said the hospital has been talking with Fort Collins-based Poudre Valley Health System about the joint venture since late 2009.

The new medical facility would be along Highway 52 about a one-half mile east of Interstate 25 on the corner of Colorado Highway 52 and Weld County Road 11.

Longmont United Hospital purchased the approximately 69 acres in Frederick for \$7.19 million in August with plans for future expansion.

In October, Neil Bertrand, the

hospital's chief financial officer, said that expansion likely would start with ambulatory and urgent care with the ultimate goal of building a full medical facility.

## RES Americas names CEO

**BROOMFIELD** — Susan Reilly will take over as chief executive of Broomfield-based Renewable Energy Systems Americas Inc. this fall.

RES Americas is the U.S. headquarters for the RES Group, a renewable-energy project developer based in Hertfordshire, England, with operations across Europe, North America and Asia-Pacific.

## BCBRdaily

RES has been working on wind-energy development since the 1970s and has developed and/or built projects in the United Kingdom, Ireland, France, Scandinavia and the United States.

Reilly is replacing Craig Mataczynski who served as RES Americas' president. Reilly has been deputy chief executive of RES Group and a member of the RES Holdings board of directors since January 2010.

Reilly holds a bachelor's degree in economics and accounting and is a chartered accountant. Following

an early career in principal investment, initially within corporate and banking environments, she worked in the private-equity sector, leading on venture capital investments in both the United States and United Kingdom.

## Longmont extends moratorium

**LONGMONT** — The Longmont City Council has extended its moratorium on accepting applications for business licenses from medical-marijuana dispensaries through June 30, 2011 to give city officials more time to decide how to proceed.

Longmont city planner Ben Ortiz said the old moratorium was set to expire June 30 of this year. He said the city council has the authority to lift the new moratorium early if it wants to. He added that a council member expressed interest in letting Longmont voters decide whether or not to allow medical-marijuana dispensaries within city limits by putting the issue on the November ballot.

House Bill 10-1284, which state legislators passed earlier this month, overrides any decisions made by municipalities. It placed a one-year moratorium starting July 1 on the state's accepting of applications for licenses for new medical-marijuana

► See **BCBRdaily**, 10A

### BCBR Opinion Poll

#### Our online question:

Will you boycott Arizona because of its new immigration law?

**No business, no pleasure.**  
22.1%

**Will continue business and pleasure trips.** 70.6%

**No business deals, but I'll still visit.** 2.9%

**Will continue business, but I won't visit.** 4.4%

#### Your comments:

I don't see what the big deal is — all Arizona is trying to do is enforce current laws that mandate that illegal aliens be sent back to their home country.

Everyone is over-reacting to this law. It is an opportunity for the left to shout from the rooftops about a law that is supported by 80 percent of Americans.

— 78 responses

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

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# Boulder, Xcel extend time for franchise agreement

BY RYAN DIONNE

rdionne@bcbr.com

BOULDER – Boulder City Council members told city staff to continue franchise talks with Xcel Energy in hopes of coming to an agreement that would continue the long-standing relationship between the two parties.

In early May, Minneapolis-based Xcel (NYSE: XEL) denied the city's request for a two-year franchise agreement extension that would give the city time to complete a study on

reducing its carbon output.

Though Xcel agreed to the study, the company first wanted a new franchise agreement supported by the city in order to put the agreement on the ballot in November. The current franchise agreement was set to expire Aug 3.

Now, Xcel has agreed to extend that contract through Dec. 31, and city officials are still negotiating with the utility in hopes of working out an agreement that could be put on the November ballot.

Tom Henley, Xcel spokesman, said

it would have made for a "difficult scenario legally" if the company didn't extend the franchise through the end of the year because the company would be required to stop charging customers a franchise fee in August.

David Gehr, Boulder's acting city attorney, said the extension helps the city too. Without the extension, he said Xcel and the city don't have clear guidelines as to how to move forward with a relationship.

"By extending that, we preserve the status quo," he said.

If the franchise agreement does expire, Xcel would still provide utilities for Boulder residents.

Among other things, the city may have to pay Xcel to attach signs or cameras to utility poles. Also, per the agreement, Xcel currently invests 1 percent of its revenue collected from Boulder gas and electric customers to install underground utility lines as well as pays the city a 3 percent franchise fee, Gehr said.

In all, the city could lose about  
 ▶ See **Franchise, 19A**

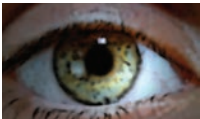
## Crocs helps stave off meter maid

While heading toward the parking-lot pay kiosk on Broadway and Spruce, a pair of young ladies wearing green Crocs T-shirts (and shorts) carrying bags of quarters ran to the Eye and insisted on picking up the parking tab.

One of them reached into the clear-plastic sandwich bag and produced 12 quarters, more than enough to keep the meter maid at bay while the Eye attended the Business Report's Mercury 100 event at the Hotel Boulderado.

Seems Crocs Inc. has been helping people out in the parking department as the maker of funky shoes gets settled in its new retail store at 1129 Pearl St.

### THE EYE



The Eye gets bloodshot thinking about the inundation of moving trucks, jam-packed cars and furniture-crammed flatbeds tooling around at the beginning and end of summer months.

But add to the moving madness a couch-pulling cruiser bike, and it's a whole different story.

**Jeff Pedelty** — yup, that appears to be his real last name — and a two-wheeled 20-person crew on June 6 pedaled his possessions from his old home to his new one at the Peloton in Boulder. In all, it was 3.3 miles.

Let the celebration begin in the Vail Valley, as Vail and Beaver Creek resorts were selected by the International Ski Federation Council to host the 2015 World Alpine Ski Championships.

This will be the third FIS World Championships for the resorts, which previously hosted the 1989 and 1999 championships.

Vail and Beaver Creek resorts have been supporting and hosting international ski racing events and World Cups since the circuit began in 1967.

Beaver Creek plans to upgrade the Birds of Prey venue, increasing the finish area for the men's events, building a new Red Tail Camp Restaurant and building a new women's speed course.

# Eco-friendly lawn care



MICHAEL MYERS

John DeFilippi launched ecoLogical Lawn Care in fall 2009 and started offering services in April. The tagline for his new company is "Get your Grass off Gas." DeFilippi's business uses equipment powered by either electricity or propane. He also offers low-impact organic lawn-care products.

## DeFilippi's new venture reducing carbon footprints

BY ELIZABETH GOLD

news@bcbr.com

BOULDER — The EPA says 5 percent of urban air pollution comes from gas-powered lawn equipment. Additionally, gas mowers use 580 million gallons of gas yearly with 17 million gallons being spilled during the refueling process.

In contrast, the Exxon Valdez Oil Spill in 1989 measured out at about 11 million gallons.

"About two years ago I came across these alarming statistics while surfing the Internet," says John DeFilippi. "When I found out how much gas powered lawn care equipment pollutes, it got me thinking about this kind of business."

DeFilippi launched ecological Lawn Care in fall 2009 and started offering services in April. The tagline for his company is "Get your Grass off Gas," and he takes it the next level by offering low-impact

organic lawn-care products as well.

"For residential properties we use cordless electric equipment with batteries that are recharged with wind power, which makes the equipment zero-emission," DeFilippi says.

He purchases renewable wind power from Xcel Energy.

On larger residential and commercial properties where that kind of equipment isn't capable of doing the job, he uses propane-powered equipment.

"It's a much cleaner burning fuel with considerably less carbon dioxide and pollutants as well as being an American resource," he adds.

As a result, ecoLogical Lawn Care's electric mowers emit 3,200 times less hydrocarbons and less than half the carbon dioxide of gas mowers. The company's quieter electric-powered equipment also reduces noise pollution. Gas-powered lawn-care equipment can exceed noise levels of 100 decibels, electric-powered

sound in at 75 percent less.

The company's vehicles run on biodiesel fuel. DeFilippi is currently looking into mounting solar panels onto them so all lawn-equipment batteries can be recharged at the source with solar power.

ecoLogical's lawn-care services range from cutting, trimming and clean-up to organic fertilization, sprinkler repairs and mulching.

"We're trying to keep our costs competitive as we grow our client base even though eco-friendly practices are more costly in labor and in equipment," DeFilippi says. For example, a weekly cut and trim on residential property that's about 3,000 square feet or less of turf costs about \$30.

DeFilippi started the business with about \$30,000 of personal funding and recently established a line of credit with AMG National Trust Bank in Boulder.

"Borrowing money these days is  
 ▶ See **Lawn, 18A**



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COURTESY BOULDER ECONOMIC COUNCIL/GLENN ROSS

Futurist Tom Frey of the DaVinci Institute in Louisville delivered the keynote speech at the Boulder Economic Council's 2010 Economic Summit — Boulder in 2035: Opportunities & Insights.

## Business leaders ponder city of Boulder's future

*Summit speakers take stab at how things might look in 2035*

BY DOUG STORUM  
dstorum@bcbcr.com

BOULDER — Futurist Tom Frey believes today's rapidly evolving technology is providing glimpses of what the world might be like in 25 years.

In his future, Frey wouldn't be surprised if there are driver-less cars that taxi people about, and there could be a vending machine that delivers a bag of chips with the buyer's name on it.

The self-proclaimed idea junkie and executive director of the DaVinci Institute, a nonprofit futurist think tank in Louisville, was the keynote speaker at the 2010 Economic Summit — Boulder in 2035: Opportunities & Insights.

Frey said the time is right for innovation during the current transition from a physical world to a digital world.

"Everything ends, and something else will always replace it," he said. As one era ends and another begins, the overlap creates "Maximum Freud," the term he coined to describe the combination of chaos and opportunity that comes during times of major change.

He cited examples such as mov-

ing from printed books to digital readers such as the Kindle — sending the "ink-on-paper industry into a tailspin," from manual typewriters to wireless laptop computers, from bulky landline telephones and wire-anchored TVs to smartphones, from socializing in person to socializing online. And there will be more digital advances we have yet to conceive.

The digital age has created information overload, and "the ones who can make sense out of the data explosion will take the lead," he predicted.

In Frey's future, there will be no faxes, traditional TVs, sign language and drill-and-fill dentists. Libraries won't have books, and there will be no wires.

"They are on the way out," he said. "No more wires for telephones, cable TV, connecting to the Internet.

"Wireless power — is that possible?" he asked.

"MIT is working on it," he answered.

### Government and capital

In a breakout session on the future of Boulder's clean-tech cluster, panelists' visions were more grounded in present realities.

Access to capital to fund companies trying to take innovative ideas to market is getting harder to come by, and gov-

➤ See **Future, 18A**

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BOULDER COUNTY  
**BUSINESS  
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# NCAR begins work on supercomputing center

*Completion set for spring 2012 in Cheyenne*

BY BUSINESS REPORT STAFF

news@bcbr.com

BOULDER — The National Center for Atmospheric Research in Boulder and its managing organization, the University Corporation for Atmospheric Research, will break ground on the construction of a supercomputing center in Cheyenne, Wyo., on Tuesday, June 15.

The NCAR-Wyoming Supercomputing Center will house one of the world's fastest supercomputers for scientific research. It will provide advanced computing services to scientists across the nation in a broad range of disciplines, including weather, climate, oceanography, air pollution, space weather, computational science, energy production, and carbon sequestration.

It will also house a data-storage and archival facility that will hold, among other scientific data, historical climate records.

The center is a partnership among NCAR, the National Science Foundation, the University of Wyoming, the



COURTESY H+L ARCHITECTURE

An artist's depiction of the NCAR-Wyoming Supercomputing Center to be built in Cheyenne, Wyo.

state of Wyoming, Cheyenne LEADS, the Wyoming Business Council and Cheyenne Light, Fuel and Power.

"Supercomputing is one of the great scientific tools of today and the future, supporting ever more complete models of Earth and its atmosphere that enable us to understand and predict weather, climate, and many other environmental phenomena for the benefit of society," said Richard Anthes, president of UCAR.

"We are excited by this expansion of research capabilities for our university community and the new academic and scientific collaborations this center will enable."

**Advancing research**

Scientists rely on advanced computing to understand complex processes in the atmosphere and across the Earth system. NCAR, whose headquarters will continue to be in

Boulder, has housed supercomputers in its Mesa Laboratory in southwest Boulder for decades, but needs a new facility for the increasingly powerful machines. Approximately 20 technical and support staff are expected to be on site at the center at any given time. Most researchers will interact with the center remotely, via the Internet.

Scientists will use the supercomputing center to accelerate research

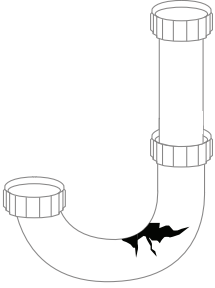
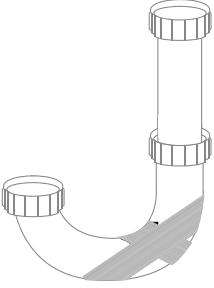
► See **NCAR, 7A**

## DAD'S GUIDE





## TO REPAIRS:

### Plumbing:

<p><b>Problem:</b> Cracked drain pipe</p> 	<p><b>Solution:</b> Duct tape</p> 
---	---

### Welding:

<p><b>Problem:</b> Broken bike seat</p> 	<p><b>Solution:</b> Duct tape</p> 
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## At least dads have good financial advice.

Not everything Dads say is true, but when it comes to money management they're surprisingly accurate. For instance, money really doesn't grow on trees. In light of that, now would be a good time to follow the rest of your Dad's financial advice and "save, save, save."

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





**EGAUGE** from 1A

Greenan said, the time has come to let the cat out of the bag.

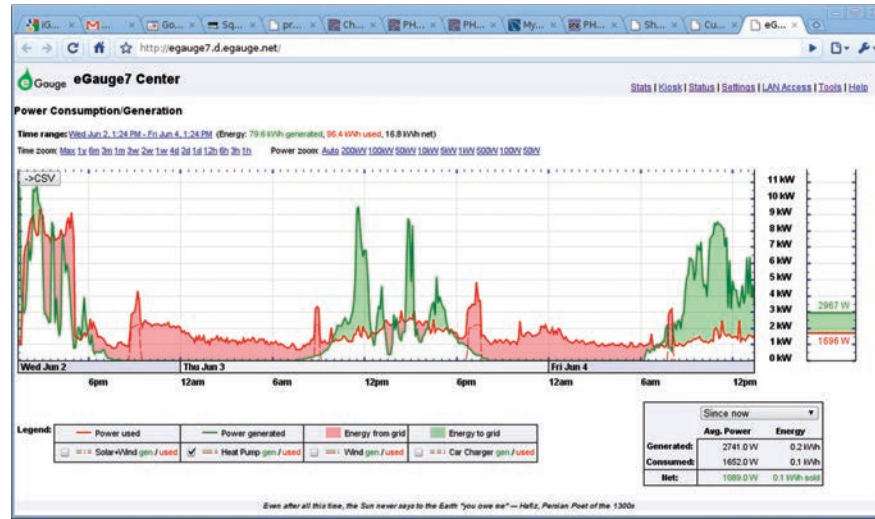
“We’re going to be participating in large international solar shows and actively calling on distributors to sell to solar installers,” he said. “Beyond that we will ultimately be setting up an online store.”

David Mosberger, with a doctorate in computer science and a long record of product development at Hewlett-Packard Development Co. LP, originally designed the device after he found no acceptable energy monitors for a photovoltaic solar system he installed in his home about three years ago. Some of his neighbors were among the first clients for a company that didn’t actually exist until months later, and eGauge had plenty of other users and installers around to test a fledgling product.

eGauge’s monitoring solution works for several kinds of renewable energy, including wind and geothermal power, but the major difference between it and other monitors on the market is the product isn’t limited to measuring only the power generated.

eGauge also monitors the power a home or business takes in from the grid and can monitor separate circuits that may be responsible for the majority of the power use.

“Not only do we tap into what power you are producing and what



COURTESY EGAUGE SYSTEMS LLC

eGauge Systems LLC’s energy-monitoring systems meter total consumption at a home or business, measuring use of appliances, tracking energy production by solar photovoltaic systems or wind turbines, or monitoring consumption of geothermal systems.

you are drawing from the grid, but (with each monitoring device) you can add in nine more circuits to see what else is driving energy demand,” Greenan said. The city of Boulder, “is monitoring solar and usage to stay below peak rates, and they’ve been successful cutting their costs and staying below peak rates.

“Most systems only give you one half of the information you need.”

So the main monitoring unit produced by eGauge can measure energy used for air conditioning and refrigeration or heat, or actually monitor

separate units of an apartment building. Importantly, the units can also be used in combination, so there are an almost unlimited number of uses that can be monitored.

The main pieces of the monitoring solution, which tracks use by the second and can be accessed by personal computers and cell phones, cost about \$700 with installation. Individual current transformers, needed to monitor separate circuits, such as an air-conditioning unit, cost about \$25 each.

“The device fits in the circuit breaker on your house and within

the device are data loggers and Web browser,” Greenan said. “No one else is hosting that information and no one else has to see that.”

In cases where it makes sense the information is easily shared. For instance, the botanical gardens uses the information to create a kiosk display that shows kilowatt hours of electricity generated, carbon monoxide reductions from the atmosphere and how many miles driving a car were offset by the solar-electric generation there.

But installers can access the information of their systems to check on system performance, finding problems even before their client knows anything is wrong. The company also provides a solution — it doesn’t charge for data transfer — for installers to monitor numerous accounts.

Greenan said about a dozen solar installers are using the product now. “Any configuration can be done remotely, so they aren’t up on a roof with a computer. Once it’s installed they get a green light, and they’re done.”

In Boulder, eGauge has four employees, including Greenan and Mosberger, who complete the final assembly, software installation and testing of the units. “But we’ve kept the time needed for that low (at about 15 minutes per device), so we’re ready to gear up very quickly,” Greenan said.



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# Boulder Valley firms make 2010 Companies to Watch

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

Twelve of the 50 Colorado Companies to Watch for 2010 are based in the Boulder Valley.

The watch list recognizes second-stage companies that are developing valuable products and services, creating quality jobs, enriching communities, and creating new industries throughout the state.

The awards program was developed by the Edward Lowe Foundation. The list is compiled by the Colorado Office of Economic Development and International Trade and economic development groups and chambers of commerce statewide and is based on nominations received throughout the year.

The 50 companies will be recognized at an awards event June 18 at the Denver Marriott.

The 12 Boulder Valley companies are:

**Albeo Technologies Inc.**, Boulder — manufactures and markets LED (light-emitting diode) lighting systems for industrial and commercial applications.

**Chocolove**, Boulder — makes premium chocolate bars that are high in cocoa content.

**CoalFire Systems**, Louisville — provides IT audit, security and compliance management solutions to customers in the financial services, government, health-care, education, legal, electric

utility and retail industries.

**Eetrex Inc.**, Boulder — development-stage company formed in 2006 to commercialize proprietary power systems, battery-management systems and power electronics components for battery-electric vehicles, hybrid electric vehicles and plug-in hybrid electric vehicles.

**Evol Burritos**, Boulder — manufactures made-from-scratch natural and organic frozen burritos.

**Funovation**, Boulder — creates attractions that “require brain and brawn,” most notably the patented Laser Maze Challenge, for clients such as Ripley’s Believe It Or Not, Kennywood Amusement Park and International Entertainment in Kuwait.

**InDevR Inc.**, Boulder — develops advanced life science instrumentation and assays for analysis of viruses and other microorganisms.

**Left Hand Brewing Co.**, Longmont — brews and sells craft beer.

**OPX Biotechnologies Inc.**, Boulder — uses biotechnology to convert renewable raw materials into biochemicals and biofuels.

**Product Architects Inc.**, Boulder — manufactures an insulated plastic bottle for sports drinks.

**SurveyGizmo**, Boulder — develops software for online surveys.

**Zolo Technologies Inc.**, Boulder — designs, manufactures and installs laser-based instruments that enable coal-fired power plants to run cleaner and better.

## NCAR from 5A

into climate change, severe weather, the sun and other critical topics. Having advanced computing capabilities can help scientists answer such important questions as:

- How will climate change in coming decades affect agriculture, water resources, energy use and production, and extreme events, including hurricanes?

- Will sea level continue to rise and at what rate?

- Where are the most damaging winds likely to occur in tornadoes, hurricanes, and other storms, and how can they be better forecast?

- What are the forces on the sun that spawn massive solar storms, and how can society better anticipate these disruptive events that affect sensitive telecommunications and power systems on Earth?

- How can we best use observations from satellites and other systems to improve weather forecasts?

In addition, the supercomputers may be used for research into earthquakes, turbulence, hydrological and biological processes, carbon sequestration, aviation safety, and wildfire simulations.

University of Wyoming President Tom Buchanan said the university’s primary use for the supercomput-

ing facility will be to model flow in porous media, in order to understand on a large scale how water and carbon dioxide move through the spaces that exist in rocks. This research is critical to the university’s work in developing methods to keep carbon dioxide from fossil fuels out of the atmosphere.

### Building the center

The center, expected to be up and running in spring 2012, will be funded by the National Science Foundation, the state of Wyoming, and University of Wyoming. It will cost about \$70 million to construct.

The facility will open with a new supercomputer that will be acquired through open competition over the next couple of years. Budget estimates range from \$25 million to \$35 million for the supercomputer. Planning includes an upgrade in technology every two to five years, depending on a number of factors, including budget and market availability.

The facility is projected to be approximately 90 percent more energy efficient than typical supercomputing centers. NCAR is also pursuing LEED Gold certification for the facility, a recognized standard for measuring building sustainability.

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# RMI's Michael Potts to keynote Green Summit

Rocky Mountain Institute chief executive officer to address 'Reinventing Fire'

BY BUSINESS REPORT STAFF  
news@bcbr.com

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

Potts will talk about shifting from fossil fuels to renewable energy, from 8 to 9 a.m. His address, titled "Reinventing Fire: Speeding our Shift from Fossil Fuels to Efficiency and Renewable Energy," kicks off the all-day conference at the Millennium Harvest House Boulder at 1345 28th St. in Boulder.

Potts describes his planned remarks in this way: "Cheap and abundant energy has made possible a way of life unfathomable a century ago. The 20th century saw tremendous growth, new industries and world changing innovations, powered largely by fossil fuels — coal, oil, natural gas. But today, these fuels pose challenges for our economy, environment and security. How do we transition to clean and renewable sources when traditional



Michael Potts

fuels are so entrenched in our energy system?"

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

Christopher Wood, publisher of the Boulder County Business Report, said Potts' remarks will put renewable-energy efforts in the Boulder Valley and worldwide in perspective.

"The entire planet is undergoing a

shift, in the near term and long term, away from fossil fuels," Wood said. "We're very excited to hear Michael's perspective on how and why this shift needs to occur."

The summit also will feature eight breakout sessions on a variety of topics and a luncheon panel. About 30 exhibitors will be on hand to talk about their products, services and ideas.

The day concludes with the Business 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. An 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? Expert panel will discuss VC funding, angel investing, traditional financing, government programs and tax credits.

**Going Green, Saving Green:** Making the economic case for sustain-

## WHEN YOU GO



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

able business practices. How do you calculate the return on investment, or 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 Chal-**

► See **Summit, 9A**

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# Fuel-cell developer Protonex shuts down shop in Broomfield

BY BUSINESS REPORT STAFF  
news@bcbr.com

BROOMFIELD — Massachusetts-based Protonex Technology Corp. is closing its Colorado solid oxide fuel-cell division in Broomfield, Protonex Technology LLC, formerly Mesoscopic Devices.

In April, Protonex said it would not proceed with the introduction of its planned methanol-fueled fuel cell for recreational vehicles, focusing development efforts instead on the propane- and diesel-fueled systems under development in Colorado.

But now, Protonex plans to consolidate its operations at its Southborough, Mass., headquarters by the end of August. Less than a quarter of the 25-person staff will relocate.

The company plans to cancel its admission to the alternative investment market of the London Stock Exchange, going private June 21.

Just last month, Protonex and Cummins Power Generation announced the successful testing of an auxiliary power unit for long-haul trucks with sleeper cabs. This unit would provide quiet, clean and high-efficiency power for heat, lighting and air-conditioning while the truck is parked overnight. Ten times more efficient than idling the main engine on the truck, this

technology could save more than 600 million gallons of diesel fuel per year if widely deployed, according to the company.

Mesoscopic Devices was founded in 1998 by husband and wife Christine and Jerry Martin. Mesoscopic Devices developed a range of products for the fuel-cell industry and was experiencing growth when it was acquired in 2007 by Protonex. The Martins left the firm at the end of 2009.



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## SUMMIT from 8A

**lenges:** What are the most important trends in moving people and products through the Boulder Valley? Public transportation will be examined, including the future of the FasTracks project.

**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.

Lead sponsors for the Green Summit include Holme, Roberts & Owen LLP (platinum sponsor); Western Disposal Inc. (gold sponsor); Cbiz MHM LLC (gold sponsor); and RES Americas Inc. (silver sponsor).



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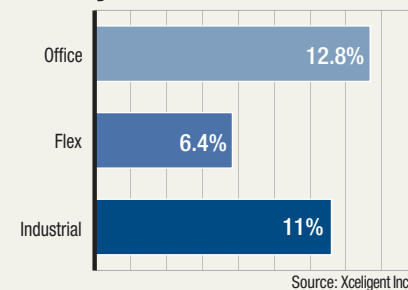
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# BOULDER VALLEY

## Economic Scoreboard

### At a glance: Boulder Valley Vacancy Rates



CITY STATS	Population	Population change	City square miles	City sales tax	Latest home median sales price	Previous year home median sales price	Change in home median sales price	Last updated
Boulder	103,606	1%	25.5	3.41%	\$525,000	\$535,000	-1.9%	03/10
Broomfield	56,000	1.8%	33.6	4.15%	\$317,000	\$348,490	-9.0%	03/10
Erie	18,150	3.7%	17.5	3.5%	\$310,000	\$303,540	2.1%	03/10
Lafayette	26,448	1.9%	9.3	3.5%	\$304,000	\$315,000	-3.5%	03/10
Longmont	86,303	-1.1%	22.3	3.275%	\$220,000	\$220,000	0.0%	03/10
Louisville	19,400	-0.4%	7.9	3.5%	\$359,000	\$355,000	1.1%	03/10
Superior	14,000	0%	4.26	3.46%	\$387,000	\$401,000	-3.5%	03/10

REAL ESTATE	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder/Broomfield counties existing home sales	225	173	30.1%	216	4.2%	398	1.3%	02/10
Boulder County new homes sales	11	14	-21.4%	29	-62.1%	25	-50%	02/10
Boulder County residential and commercial property sales	\$117,826,900	\$171,383,900	-31.2%	\$97,537,800	20.8%	\$117,826,900	20.8%	01/10
Boulder/Broomfield counties foreclosures	144	130	10.8%	118	22.0%	274	26.9%	02/10
Boulder County annual home appreciation rate	-1.45%	-0.68%	-0.77%	2.18%	-3.63%	N/A	N/A	40/09
Boulder County residential building permits	7,357	7,264	1.3%	7,264	1.3%	N/A	N/A	2009
Boulder County residential building permits value	\$216,621,854	\$457,021,248	-52.6%	\$457,021,248	-52.6%	N/A	N/A	2009
Boulder County commercial building permits	974	1,136	-14.3%	1,136	-14.3%	N/A	N/A	2009
Boulder County commercial building permits value	\$184,883,332	\$296,646,562	-37.7%	\$296,646,562	-37.7%	N/A	N/A	2009

BOULDER VALLEY VACANCY RATES	Latest	Previous	Change from previous	Year ago	Change from year ago	Total space surveyed (s.f.)	Change in total space surveyed (s.f.)	Last updated
Office	12.8%	13.5%	-0.7%	13.3%	-0.5%	132,683,392	3.7%	10/10
Flex	6.4%	8%	-1.6%	10.5%	-4.1%	20,335,466	6.1%	10/10
Industrial	11%	10.3%	0.7%	5.4%	5.6%	15,557,801	06.0%	10/10

GROSS CONSUMER SALES	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder	\$1,062,775,377	\$1,092,487,223	-2.7%	\$1,196,751,184	-11.2%	\$2,155,262,600	-9.2%	20/09
Broomfield	\$508,768,369	\$497,420,325	2.3%	\$535,026,546	-4.9%	\$1,006,188,694	-8.9%	20/09
Erie	\$12,848,421	\$14,290,401	-10.1%	\$14,650,617	-12.3%	\$27,138,822	-9.7%	20/09
Lafayette	\$129,035,459	\$179,528,690	-28.1%	\$140,151,607	-7.9%	\$308,564,149	-25.9%	20/09
Longmont	\$581,262,311	\$546,487,880	6.4%	\$574,103,243	1.2%	\$1,127,750,191	-5.8%	20/09
Louisville	\$179,808,671	\$175,216,773	2.6%	\$196,168,211	-8.3%	\$355,025,444	-10.1%	20/09
Lyons	\$11,567,791	\$11,571,768	0.0%	\$20,578,398	-43.8%	\$23,139,559	-46.4%	20/09
Nederland	\$7,782,860	\$6,229,712	24.9%	\$7,524,421	3.4%	\$14,012,572	-9.2%	20/09
Niwot	\$13,670,990	\$7,580,971	80.3%	\$9,135,782	49.6%	\$21,251,961	-1.5%	20/09
Superior	\$82,895,245	\$83,759,642	-1.0%	\$89,500,419	-7.4%	\$166,654,887	-5.8%	20/09
Ward	\$288,383	\$171,887	67.8%	\$184,963	55.9%	\$460,270	37.6%	20/09
Unincorporated Boulder County	\$168,450,146	\$210,460,054	-20.0%	\$252,977,984	-33.4%	\$378,910,200	-18.7%	20/09
<b>Total</b>	<b>\$2,759,154,023</b>	<b>\$2,825,205,326</b>	<b>-2.3%</b>	<b>\$3,036,753,375</b>	<b>-9.1%</b>	<b>\$5,584,359,349</b>	<b>-10.5%</b>	<b>20/09</b>

SELECT CONSUMER SALES	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder/Broomfield counties motor vehicle sales	\$140,943,000	\$125,246,000	12.5%	\$181,959,000	-22.5%	\$307,205,000	-14.4%	20/09
Boulder/Broomfield counties restaurant sales	\$152,260,000	\$140,359,000	8.5%	\$161,548,000	-5.7%	\$301,907,000	-2.7%	20/09
Boulder/Broomfield counties building material sales	\$75,517,000	\$51,903,000	45.5%	\$79,668,000	-5.2%	\$609,112,000	-9.0%	20/09

JOBS	Latest	Previous	Change from previous	Year ago	Change from year ago	Unemployment rate	Change in unemployment rate	Last updated
Boulder County	163,438	161,137	1.4%	165,285	-1.1%	5.9%	-0.5%	4/10
Broomfield County	28,012	27,577	1.6%	28,553	-1.9%	6.7%	-0.7%	4/10
Colorado	2,451,424	2,423,645	1.1%	2,502,833	-2.1%	8.0%	0.1%	4/10
United States	139,455,000	137,983,000	1.1%	140,902,000	-1.0%	9.9%	0.2%	4/10

BANKRUPTCIES	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder / Broomfield Counties	109	79	38.0%	70	55.7%	1250	4.4%	12/09

VENTURE CAPITAL	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder/Broomfield counties	\$35,046,500	\$33,715,200	3.9%	\$41,281,800	-15.1%	\$35,046,500	-15.1%	10/10
Colorado	\$56,947,500	\$132,015,300	-56.9%	\$76,906,900	-26.0%	\$56,947,500	-26%	10/10
United States	\$4,726,918,600	\$5,018,591,300	-5.8%	\$3,003,653,800	57.4%	\$4,726,918,600	57.4%	10/10

LOCALLY BASED BANKS	Total assets	Yearly change in assets	Total deposits	Yearly change in deposits	Total loans	Yearly change in loans	Quarterly income	Last updated
AMG National Trust Bank	\$115,030,000	15.4%	\$96,981,000	16.9%	\$23,772,000	77.3%	\$509,000	30/09
FirstBank of Boulder	\$525,385,000	5.2%	\$484,879,000	14.2%	\$207,727,000	7.2%	\$7,008,000	30/09
FirstBank of Longmont	\$393,241,000	-5.6%	\$359,320,000	4.5%	\$137,535,000	14.3%	\$4,677,000	30/09
FirsTier Bank	\$885,143,000	20.9%	\$734,816,000	23.9%	\$723,033,000	6.4%	-\$8,667,000	30/09
Flatirons Bank	\$96,680,000	97.8%	\$52,222,000	72.1%	\$42,592,000	35.8%	-\$3,000	30/09
Mile High Banks	\$1,296,569,000	-0.25%	\$1,100,860,000	9.6%	\$1,145,769,000	-8.6%	-\$2,141,000	30/09
Summit Bank & Trust	\$99,724,000	40.9%	\$89,131,000	92%	\$58,406,000	6%	-\$2,967,000	30/09

LOCALLY BASED CREDIT UNIONS	Total assets	Yearly change in assets	Total deposits	Yearly change in deposits	Total loans	Yearly change in loans	Quarterly income	Last updated
Ashoka Credit Union	\$2,414,803	8.5%	\$2,142,598	8.3%	\$2,158,091	3.7%	\$20,660	30/09
Boulder Municipal Employees Credit Union	\$56,450,353	6.6%	\$51,573,039	7.2%	\$37,485,731	-4.2%	-\$113,815	30/09
Boulder Valley Credit Union	\$199,408,658	19.1%	\$178,931,055	19.6%	\$109,346,133	1.6	\$957,513	30/09
Community Financial Credit Union	\$115,446,003	7.2%	\$98,191,153	6.2%	\$74,317,647	14.9%	-\$257,409	30/09
Elevations Credit Union	\$922,208,730	7.3%	\$846,026,500	10.3%	\$675,272,482	23.5%	\$6,937,256	30/09
Premier Members Credit Union	\$319,506,273	9.7%	\$284,020,386	10.7%	\$264,534,848	10.2%	\$3,450,683	30/09
St. Vrain Valley Credit Union	\$82,208,572	6.7%	\$74,514,253	7%	\$63,179,317	8.8%	\$401,781	30/09

Compiled by Business Report staff

### BCBRDAILY from 2A

dispensaries. It also requires dispensaries in Colorado to grow at least 70 percent of the marijuana they sell, in essence, putting some marijuana growers out of business.

### DeMane new CEO at Lanx

BROOMFIELD — Michael DeMane has been named chairman and chief executive of Lanx Inc., a privately held medical-device company in Broomfield.

Lanx focuses on developing and commercializing innovative devices for spinal surgery.

Co-founder and former CEO Michael Fulton will take the role of chief technology officer and will continue to guide the company's innovation and new technology initiatives.

DeMane, 53, has established and grown medical-device businesses ranging in size from \$30 million to \$13 billion in global markets. DeMane was formerly chief operating officer of Medtronic Inc. He joined Medtronic in 1999 with Medtronic's acquisition of Sofamor Danek Group Inc. where DeMane was president of Medtronic's spinal systems business.

### Dynamic completes acquisition

BOULDER — Dynamic Materials Corp., Boulder-based a manufacturer of explosion-welded clad metal plates, has completed the acquisition of Austin Explosives Co. in Austin, Texas.

Dynamic Materials (Nasdaq: BOOM) paid approximately \$3.7 million in cash and issued 222,445 shares of Dynamic Materials common stock in a transaction that was structured as an asset purchase.

Austin Explosives, which employs a staff of approximately 25, previously served as the exclusive U.S. distributor for Dynamic Materials' Oilfield Products segment. Austin Explosives recorded 2009 sales of approximately \$10.7 million.

DMC also has purchased the outstanding interest in two Russian joint ventures that were previously majority-owned by the company's Oilfield Products business. Dynamic Materials paid a combined \$2 million for the respective 45 percent and 36 percent outstanding stakes in the Siberia- and Moscow-based businesses, which collectively perform both manufacturing and distribution services. The combined businesses recorded total sales of approximately \$6.5 million during fiscal 2009.

"These transactions come on the heels of our recent acquisition of Alberta-based LRI Oil Tools, and together they illustrate our commitment to the expansion of our Oilfield Products business," said Yvon Cariou, Dynamic Materials' president and chief executive. "Our growing international network of manufacturing and distribution facilities provides us with an important competitive advantage, and positions our Oilfield Products segment to capitalize on what we believe will be increasing long-term demand from the oil and gas industry."



# THE EDGE

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## FOCUS: FINANCIAL MANAGEMENT

# Roth IRA: To convert or not to convert

**Y**ou may have read that tax-law changes went into effect in January that made everyone eligible for a Roth IRA conversion, regardless of income level or tax filing status.

What's so special about a Roth IRA?

The assets you are working hard to build now will become tax-free income in retirement. Rather than paying taxes when you withdraw the funds in retirement, you pay taxes on the assets when you invest in a Roth IRA. If you have a traditional IRA or an employer-sponsored retirement plan, you may be wondering if you should convert those savings to a Roth IRA. There is no one definitive answer to that question, but following are a number of reasons why, depending on your personal financial situation, converting an existing retirement plan to a Roth IRA could help you meet your financial goals.

You don't expect to need all of the funds when you retire. With a Traditional IRA, you must stop contributing and start taking minimum distributions from your account at age 70½. Roth

IRAs have no age restrictions: there's no contribution cutoff, provided income requirements are met, and no rule that you must begin



**GUEST OPINION**  
Arthur T. Polner

that you must begin tapping your account at age 70½. Your funds have the potential to grow tax-deferred as long as you want, and you gain greater control over your income in retirement. You can tailor withdrawal amounts to your actual income needs — or eliminate them altogether in any given year.

If you are past age 70½ and would like to quit taking those required minimum distributions, you may still have the option to convert some or all of your IRA into a Roth, allowing those funds to have the potential to grow tax-free for your own needs later in life or for your heirs. Note that you will need to pay taxes on the taxable amount of the IRA at the time of the

tapping your account at age 70½. Your funds have the potential to grow tax-deferred as long as you want, and you gain greater control over your income in retirement. You can tailor withdrawal amounts to your actual income needs — or eliminate them altogether in any given year.

conversion, so you should review this option carefully with your tax advisor before electing to convert to a Roth IRA. Also, the funds may only be converted after any current year required minimum distributions have been withdrawn.

You want to leave a lasting financial legacy to your heirs. If you won't need your IRA to fund your retirement income, a Roth IRA can be an effective wealth-planning tool, since heirs can enjoy continued asset growth potential without paying taxes when they withdraw assets. By using a "stretch IRA" strategy, you can extend the tax-deferred growth potential and tax-free income benefits of your Roth IRA across multiple generations. This works by taking advantage of the fact that, while the beneficiaries of your Roth IRA (other than your spouse) will be required to take minimum distributions annually after your death, those distribution amounts will be calculated using a life-expectancy factor based on their own age, not your age. This allows more of the funds to remain in the account longer,

continually reaping the benefits of tax-deferred growth potential, and if your beneficiary outlives the account, it can similarly be passed on to the next generation, and so on.

You're concerned about taxes. You're aware that diversifying your portfolio by investing in multiple asset classes, including stocks, bonds and cash, can be a way to mitigate risk. The same logic applies to tax diversification: by spreading your retirement assets across different types of accounts provides diversification. A tax-free Roth account combined with a taxable account, like a brokerage account or mutual funds account, and a tax-deferred account, like a 401(k) or traditional IRA, can give you the flexibility to potentially keep taxes low in retirement. This is especially important if you're concerned about future tax increases or you think that your tax liabilities may be higher in retirement. Converting some of your traditional IRA to a Roth IRA can be an effective strategy that allows you to take income from different

► See **Convert, 23A**

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# PRINTING & GRAPHICS

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## 14A | Commercial Printers

### Expanding creative possibilities

*Photo Craft invests in printer to gain competitive edge*

BY KEELY BROWN  
news@bcbr.com

BOULDER — Photo Craft Imaging in Boulder is celebrating a new arrival — a latest-and-greatest technology that promises to take the art of printing to a higher level than ever before.

This new kid on the printing block is the Acuity UV flatbed printer, a Fuji-made machine that not only prints directly to all types of rigid materials, but also uses UV curable, instantly drying inks.

Roy McCutcheon, Photo Craft founder and chief executive, said the Acuity drastically reduces waste, labor and project turnaround time, while producing the highest, art-quality graphic imaging currently available.

“I don’t believe there’s any machine out there that’s as good as the Acuity,” he said. “It’s great from a green standpoint. And from a customer standpoint you’ve got much faster turnaround time. You can just print and deliver.”

While the Acuity is based on an ink-jet system, part of its magic lies in its UV light technology. As the machine is printing, the UV light hits the ink and instantly dries it, so that a project is completely dry as soon as it comes out of the printer.

This time-and-labor saving element is eco-friendly as well. Ordinarily, the drying process in a traditional ink-jet print job releases volatile gasses from the ink into the environment. A larger scale project, such as a wall mural, has to sit for an entire day in order for this evaporation/drying process — known as “outgassing” — to take place.

But due to the Acuity’s use of “UV curable” inks — inks that can be instantly dried by UV light — the outgassing process is completely eliminated — a huge advantage from an environmental standpoint.

Another advantage offered by the Acuity is that it can print directly onto the surface intended for the project. The Acuity is capable of printing on all types of rigid surfaces — including glass, metals, acrylics and wood — eliminating the usual mounting process. With standard printers, the image first has to be printed onto another surface and then mounted onto the intended surface. This process not only is time and labor intensive, but also involves the use of adhesives



JONATHAN CASTNER

Roy McCutcheon shows a color print job on a piece of plywood produced by Photo Craft Imaging’s new Acuity UV flatbed printer made by Fuji. The \$195,000 machine can print on many types of rigid surfaces— expanding creative possibilities.

“From a commercial standpoint, we’re able to take on projects that require faster turnaround times. And from a creative standpoint, we’re able to do creative projects that weren’t possible before.”

**Roy McCutcheon**  
FOUNDER, CHIEF EXECUTIVE,  
PHOTO CRAFT IMAGING

and liners, materials which typically end up afterward in landfills.

“From a commercial standpoint, we’re able to take on projects that require faster turnaround times,” McCutcheon said. “And from a creative standpoint, we’re able to do creative projects that weren’t possible before.”

Some of these creative projects involve white ink imaging, the ability to layer white ink onto all types of surfaces. The results can be espe-

cially spectacular, McCutcheon said, when white ink is layered onto clear acrylics and Plexiglas, resulting in images that seem to float upon a reflective, see-through background.

By reducing labor and materials, McCutcheon said that UV print technology produces dramatic savings for the client — a savings which can range from 15 percent on up to as much as 50 percent, depending on the project.

► See **Creative**, 13A

### Media Lab improves graphics software

BY KEELY BROWN  
news@bcbr.com

LONGMONT — For savvy website designers, a wait of nearly four years was over this past March, when the highly-anticipated SiteGrinder 3 was released by Longmont-based Media Lab Inc.

Chris Perkins, who co-founded the company with Tom Summerall and serves as chief technology office, said this third incarnation of the popular website development platform has everything offered by earlier versions of SiteGrinder, as well as a whole new content management system with dramatically increased editing capabilities.

#### SITEGRINDER 3

appeals to graphic designers who were trained in traditional print media and don’t yet have maximum computer skills

It enables website builders, graphic designers, photographers, artists and any user with a creative bent, to even more easily transform Photoshop images onto websites, while allowing for even more creative possibilities.

“Because of the content management system, it’s a big change from the other two versions of SiteGrinder,” Perkins said. “They were conceptually simpler.”

“SiteGrinder 3 is making a big change for our clients,” he said. “There are a lot of new layout options, as well as support for features such as animation. We’re seeing that people are really going to town on these things.”

The original version of SiteGrinder, released in January 2005, was designed to run from within Photoshop, and enabled users to create multiple pages and even a full website, all of which could be edited from within the same Photoshop file.

In June of 2006, the second version of SiteGrinder was released, which added e-mail abilities as well as advanced layout features and the ability to work with external media such as video.

SiteGrinder 3 offers users increased flexibility and editing capabilities, Perkins said.

► See **Graphics**, 13A



**CREATIVE** from 12A

But this new technology doesn't come cheap — especially when it's first implemented. When McCutcheon installed the Acuity last March, it cost approximately \$195,000 before installation. But the returns so far, from both a commercial and creative standpoint, have been promising.

"Not everyone is going to have one of these, and we've got clients who were actually waiting for us to get it," McCutcheon said. "There was instant demand, and projects printed by the

Acuity were going out the door 24 hours after we installed it."

While Photo Craft has always considered itself cutting-edge — it first embraced digital printing technology in 1993 — McCutcheon nevertheless waited to install the Acuity until he was satisfied that the technology was developed enough to produce printing projects that would satisfy the high end of the market. Today, the graphics produced by UV flatbed printing are considered to be on par

with the highest standards of fine art printing and photographic imaging.

Founded in Boulder in 1974, Photo Craft specializes in all types of high-quality print projects, including signs, banners and printed artwork for trade show booths (Boulder-based Spyder Active Sports is a regular client) and venues such as Denver International Airport. In addition, Photo Craft also specializes in fine-art printing for artists and photographers.

Now, with the Acuity onsite,

McCutcheon and his staff plan to take their projects to new creative heights. McCutcheon is especially enthusiastic about exploring possibilities with 3-D imaging, layered onto nontraditional, exotic surfaces such as frosted acrylics and brushed aluminums. Toward that end, McCutcheon has been posting images of some of these newest printing projects on the Photo Craft graphics website, www.pcigrafx.com.

"We love to have people come in and ask to take a tour," McCutcheon said.

**GRAPHICS** from 12A

"When you create a page and build on it, it continues to be editable on your site without having to use Photoshop or HTML or Dreamweaver," Perkins said. "If you want to edit or add anything, you can do it right there on the page — it runs right in the browser and you can select the item and edit it right there."

In addition, Perkins said, the system allows users to make new pages by using one of their existing pages as a template. Users can create template pages from any Photoshop page they design, and subsequently use the content from them without having to go back to Photoshop in order to make changes.

Several optional add-ons are also available with SiteGrinder 3, such as the Commerce Add-On, which enables the user to create buttons or

forms for e-commerce. This function ties in to a popular e-commerce shopping cart system, FoxyCart, which appears on the page.

SiteGrinder 3 also has an optional Control Add-On, which allows users to edit something directly on the website from any computer, not just from the computer where SiteGrinder is uploaded. This is particularly appealing, Perkins said, for web designers who have clients wishing to manage their own websites.

"SiteGrinder 3 is a godsend for them because they can create websites that their clients can maintain themselves," he said. "And the Control Add-on is money well-spent, because you only pay once for the add-on, and you can make it accessible to every client you've got," he added.

Perkins said that SiteGrinder 3 is primarily marketed for users who are experienced in working with Photoshop — users such as website designers, photographers and artists.

He pointed out that SiteGrinder 3 appeals to graphic designers who were trained in traditional print media and don't yet have maximum computer skills.

"SiteGrinder 3 is as user-friendly as we've been able to make it, and as accessible as possible to an audience that has no technical background," he said.

SiteGrinder is priced at \$399, but is currently available at a special promotional price of \$349. The Commerce Add-On and Control Add-On are priced at \$199 each, but as part of the summer

promotion will be available for \$149 each, while the promotional price for all three together is \$599. Perkins said that these special promotional prices will last through the end of this summer.

In addition, the Commerce Add-On does require a FoxyCart account, which typically runs \$19 per month.

Perkins said SiteGrinder was designed to work with third-party products, and plans are to continue to expand Sitegrinder's compatibilities with other systems.

Media Lab has already begun an integration partnership with PageLime, which produces a CMS product. With this partnership, the PageLime CMS not only complements the SiteGrinder 3 Control Add-On, but even provides a tutorial for it.

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## COMMERCIAL PRINTERS

(Printers in Boulder and Broomfield counties ranked by revenue. \*)

RANK	PREV. RANK	Printer Address Phone/Fax	Revenue 2009 2008	Local employees Companywide employees	Print sales staff Local press operators	Presses: Kind (Number of each)	Specialties	Person in charge Year founded Website
1	4	<b>D&amp;K PRINTING</b> 2930 Pearl St. Boulder, CO 80301 303-444-1123/303-444-1139	\$4,200,000 \$5,000,000	30 30	4 7	Four-color 40-inch press, five-color 40-inch press with coder, 12x18 two-color press, digital press	All printing.	Gary Bennett, Co-owner 1964 www.dkprinting.com
2	3	<b>COLT PRINT SERVICES INC.</b> 2525 Frontier Ave. Boulder, CO 80301 303-449-2760/303-449-2895	\$3,773,080 \$5,239,825	22 22	2 2	4-color Heidelberg, 2-color Heidelberg, 2-color Riobi, 2-color AB Dick (2), Xerox DocuTech (4), Xerox 6060 Digital Color, Xerox iGen3, Xerox Nuvera	Business printer and professional copy center. Short run books, variable data printing, manuals, just-in-time processing and business printing.	Jim Colt, Owner, President Deb Durand, General manager Brenda Hittle, Customer Service Manager, Partner 1975 www.coltprint.com
3	5	<b>DENNIS PRINTING SERVICE LLC</b> 2300 Central Ave., Suite A Boulder, CO 80301 303-443-4413/303-443-7101	\$2,900,000 \$2,850,000	7 7	3 N/A	Large-format and digital printers	Brochures, labels, posters, manuals, publications, promotional products. Print management, offshore printing.	Larry Dennis, Owner 1990 www.dennisprinting.com
4	6	<b>PHOTO CRAFT IMAGING</b> 2901 55th St. Boulder, CO 80301 303-442-6410/303-442-9010	\$1,800,000 \$2,000,000	20 20	8 11	Xerox digital presses, large-format and grand-format printing, UV flatbed	Design, production and installation of large format graphics. Photographic and fine-art printing. Pop-up booths, tabletops, removable-rollable graphics, quick screens and pullups. Pop, murals, backlit, complex large format printing. Airport advertising, hanging banners, info boards and kiosks.	Roy McCutchen 1974 www.pcraft.com; www.pcgirafx.com
5	7	<b>ESTEY PRINTING CO.</b> 2005 32nd St. Boulder, CO 80301 303-444-4321/303-442-8548	\$1,147,000 \$1,600,000	10 10	1 4	Heidelberg - 2 color (29") and letterpress, Komori-5 color with AQ (28"), Hamada - 2 color, Xerox DocuColor; Ryobi 2 color	One- to five-color offset with Aqueous up to 28"; Xerox Digital press up to 12" x 18", letterpress - foil stamping, embossing, die cutting. Contract proofs, film and canvas printing.	Lauri Weaver, Manger Bill Hayes, Owner 1954 www.esteyprinting.com
6	NR	<b>COPYEXPERTS</b> 5345 Arapahoe Road, Suite 2 Boulder, CO 80303 303-448-1111/303-448-1117	\$654,000 \$723,000	10 10	2 8	Konica/Minolta 6501s (2), Canon IR 7095s (2), Canon IPF 8100 and Aficio 240W	Digital color and black and white printing, full-service bindery, large-format printing and foam-board mounting.	Kelly Nowlin, Owner 1997 www.copyexperts.com
7	9	<b>HUSKY SIGNS &amp; GRAPHICS INC.</b> 7340 Valmont Road Boulder, CO 80301 303-442-8262/720-563-0099	\$410,000 \$420,000	4 4	4 4	Seiko Solvent; Mimaki JV3 75; Seiko H74 solvent printer	Full-color digital printing for outdoor applications. Specializes in fleet- and single-vehicle wraps, signs and banners.	Mark Johnson, Owner 1989 www.huskysigns.com
8	10	<b>LANTAFF &amp; ASSOCIATES PRINT MANAGEMENT</b> 1615 Sicily Drive Longmont, CO 80503-4095 303-499-6353/303-499-0979	\$250,000 \$250,000	1 1	1 N/A	Full line of 6 Color Offset, iGen4 Digital	Commercial offset, Web, digital short run.	Bob Lantaff, Owner 1985 www.lantaffprintmgmt.com
9	11	<b>ZO PRINT ENTERPRISES</b> 4845 Pearl East Circle, Suite 101 Boulder, CO 80301 303-473-9582	\$38,000 \$42,000	1 1	1 1	Toko 4700, A.B. Dick 360, AB Dick 9810	Quick printing. Single- to multi-color offset printing, digital four color, vinyl stickers, T-shirts, website and logo design.	Ted Reitsma, Owner 1996 www.zoprint.com
10	11	<b>CIRCLE GRAPHICS</b> 120 Ninth Ave. Longmont, CO 80501-4594 303-532-2370/303-532-2384	N/A N/A	250 250	N/A 60	N/A	Billboards, vinyl products, bus displays, bulletins, posters and mini-posters.	Hank Ridless, President 2001 www.circlegraphicsonline.com
11	13	<b>LEHMAN COMMUNICATIONS CORP./DAILY TIMES-CALL</b> 350 Terry St. Longmont, CO 80501 303-776-2244/303-776-9271	N/A N/A	225 N/A	N/A N/A	Man Roland Unit 75 press	Full-service commercial web offset printing; sheet-fed presses.	Dean G. Lehman, President Dean Lehman, President 1871 www.timescall.com
12	14	<b>SIGNATURE OFFSET</b> 224 Commerce St. Broomfield, CO 80020 303-443-3800/303-443-3120	N/A N/A	70 230	7 12	42 units Goss and Tensor	Newspapers, magazines, catalogs, directories, commercial printing.	A. Lloyd Streit, CEO, President 1970 www.signatureoffset.com
13	15	<b>EIGHT DAYS A WEEK</b> 840 Pearl St. Boulder, CO 80302 303-443-7671/303-546-9676	N/A N/A	10 10	3 4	Canon imagePRESS 1110, Canon imagePressC6000, HP Designjet 5500 and Z6100	Digital imaging, trade show displays, graphic design. Book publishing. Self service iPads.	Sam Sussman, Owner Cheryl Sussman, Owner 1976 www.8days.com
14	18	<b>MINUTEMAN PRESS</b> 1644 Conestoga St., Suite 4 Boulder, CO 80301 303-449-2997/303-449-2998	N/A N/A	10 10	1 2	Ryobi, AB Dick, Xerox, Canon	Offset and digital printing, variable data, mailing services, advertising specialties, mounting and lamination.	Ian Davis, Owner Sandy Davis, Owner 1990 www.mpboulder.com
15	16	<b>MORRELL PRINTING SOLUTIONS</b> 990 S. Public Road, Unit C Lafayette, CO 80026-2346 303-665-4210/303-665-4229	N/A N/A	10 10	N/A N/A	Heidelberg (2), DocuTech (2), DocuColors (2), Neuvera, Xerox 1 GN-4	Digital printing, offset printing, self-published books, copies, design, services, large format color, banners.	Jim Morrell, Manager Janet Morrell 1975 www.morrellprinting.com
16	19	<b>SILVER STAR PRINTING INC.</b> 2810 29th St. Boulder, CO 80301 303-442-1825/303-442-2005	N/A N/A	9 9	N/A N/A	A.B. Dick, Meihle single color, Man Roland 202, Ryobi	Offset printing, brochures, pocketfolders, letterhead packages.	Debbie Thornholt, Owner 1986 www.silverstarprinting.com
17	19	<b>LONGMONT SIGNS INC.</b> 235 Golden Rod Court, Unit A Longmont, CO 80501 303-776-6258/303-776-6299	N/A N/A	8 8	N/A N/A	Wide-format ink jet printer.	Sandblasted signs, real estate signs, electric signs, awnings.	Paul Kelley 1964 www.longmontsigns.com
18	20	<b>ROCKY MOUNTAIN BLUEPRINT &amp; SUPPLY INC.</b> 2460 30th St. Boulder, CO 80301-1232 303-440-0502	N/A N/A	8 8	N/A N/A	OCE color- and black-and-white printer, Canon color copies	All digital. Large format color, black and white plotting.	Dave Blaylock, Owner 1984 www.rmbblue.com
19	17	<b>CENTENNIAL PRINTING CO.</b> 1849 Cherry St., Unit 6 Louisville, CO 80027 303-665-0388/303-665-0389	N/A N/A	7 7	1 2	Four-color Heidelberg DI, four-color Ryobi, two-color Ryobi, one-color Ryobi	Design and marketing, four-color printing, direct mail services.	Ed Yeager, President 1985 www.centennialprinting.com
20	21	<b>BRENTON BUSINESS PRODUCTS</b> 728 Front St. Louisville, CO 80027-1801 303-661-0301/303-661-0307	N/A N/A	5 5	N/A N/A	N/A	Business forms, envelopes, checks, ad specialties, promotional products, books, marketing materials.	Richard Carlisle, Owner, President 1983
21	22	<b>ADVANCE PRINTING CO.</b> 232 Main St. Longmont, CO 80501 303-776-2836/303-678-7911	N/A N/A	4 4	4 4	26-inch four-color, 25-inch single die-color	Pocket folders.	Ronald Peters, Owner 1967 www.advanceprintingusa.com; www.pocketfolders.com
22	23	<b>MINUTEMAN PRESS</b> 300 Nickel St., No. 3 Broomfield, CO 80020 303-940-1150/303-940-1343	N/A N/A	4 4	4 4	Itek 985	Offset printing and copying.	Bryan Smith, Vice President of Operations 1990 www.broomfield.minutemanpress.com
23	8	<b>RON'S PRINTING CENTER</b> 420 Main St. Longmont, CO 80501 303-772-2510/303-772-7561	N/A \$675,000	3 3	3 3	AB Dick 9870, AB Dick C3500, AB Dick 9850, AB Dick 360, Canon imagePRESS	Full-service commercial printing center; digital-color, wide-format printing; wedding invitations, rubber stamps, labels.	Ron Cheyney, President 1978 www.ronsprinting.com
24	25	<b>A&amp;R PRINTING</b> 1200 Diamond Circle Lafayette, CO 80026 303-665-2117/303-604-2044	N/A N/A	2 2	2 2	AB Dick, Harris, Hamada 248	Commercial printing, automation mailing service, vinyl signs, banners	Rich Noterman Janet Noterman, Owners 1995
25	24	<b>DYNAMIC DESIGNS PRINTING</b> 101 Pratt St., Suite B Longmont, CO 80501-6125 303-772-4844/303-772-5174	N/A N/A	2 2	2 2	A.B. Dick 9985 (1), A.B. Dick 9850 (1), Konika 8050 (1)	Brochures, business stationery, carbonless forms, direct-mail flyers, labels, newsletters, pocket folders, postcards, product data sheets.	Rich Crist, President 1992 www.ddprints.com

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

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Beth Edwards



# TECHNOLOGY

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16A | Aerospace Companies

## Keeping an eye on outer space

*Ball Aerospace helped Boeing develop space surveillance system for Air Force*

BY DOUG STORUM  
dstorum@bcbcr.com

BOULDER — Ball Aerospace will have a hand in detecting and tracking satellites, debris and other objects in space that pose a threat to U.S. satellites when a new tracking system is launched July 8 from Vandenberg Air Force Base in California.

### BALL AEROSPACE

developed, designed,  
manufactured, integrated  
and tested the satellite and  
sensor, using an onboard  
processor and software  
from Boeing.

Developed by The Boeing Co. (NYSE: BA) and Ball Aerospace & Technologies Corp. in Boulder, the Space Based Space Surveillance system satellite will monitor debris that could collide with U.S. satellites that provide communications, navigation, weather forecasting and other services.

Some of those other objects in space the system will keep an eye on likely will be other nation's spy satel-

lites, and the data collected will be used by the Department of Defense to support military operations.

The system passed a U.S. Air Force mission-readiness review this past September and was ready for a scheduled launch on Oct. 30. But a hardware issue with the Minotaur IV rocket forced the Air Force to postpone launch until this summer.

The system should improve the way the United States tracks and monitors other satellites and debris in space. It uses a digital sensor mounted on a high-speed gimbal to locate and track objects without having to reposition the entire satellite. A gimbal keeps objects level in unstable environments. It is the first system that allows the Air Force to monitor objects from space rather than by ground-based sensors subject to limitations such as weather and the time of day.

Boeing is the prime contractor for the surveillance system, providing overall systems engineering and integration, the Satellite Operations Center and initial mission operations.

Ball Aerospace developed, designed, manufactured, integrated and tested the satellite and sensor, using an onboard processor and software from Boeing.

Ball Aerospace's sensor is mounted on a gimbal that allows the sensor to pivot to obtain clear lines of sight

► See **Space, 17A**



COURTESY BALL AEROSPACE AND TECHNOLOGIES CORP.

Engineers at Ball Aerospace and Technologies Corp. in Boulder work on the Space Based Space Surveillance system that is scheduled to launch on July 8 from Vandenberg Air Force Base in California.



COURTESY DIGITALGLOBE INC.

This color photograph, taken May 21 by DigitalGlobe Inc.'s WorldView-2 satellite, shows natural gas collected from the Deepwater Horizon wellhead in the Gulf of Mexico being burned off by the drill-ship Discoverer Enterprise

## DigitalGlobe satellite photos chronicling oil spill in Gulf

BY DOUG STORUM  
dstorum@bcbcr.com

LONGMONT — Color photographs of the oil spill in the Gulf of Mexico taken by Longmont-based DigitalGlobe Inc.'s constellation of satellites have been providing authorities, news media and the curious with real-time views of the devastation.

The images are chronicling the massive oil slick created after the April 20 explosion of BP PLC's Deepwater Horizon oil rig in the Gulf.

Earlier this month, the National Geospatial-Intelligence Agency signed a 12-month contract for Dig-

italGlobe's Crisis Event Service that provides timely satellite imagery. The service has been in effect during the oil spill crisis, providing before and after photographs that offer insight into the impact of the spill.

"DigitalGlobe's collection capacity has changed what can be done with geospatial imagery," said David Robinson, DigitalGlobe's senior director of U.S. National Security Programs. "Recent events have demonstrated the potentially life-saving benefits of rapidly available, pre- and post-event satellite imagery, and we are excited to continue

► See **Spill, 17A**





## AEROSPACE COMPANIES

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

RANK	PREV. RANK	Company Address Phone/Fax	Revenue 2009 2008 Fiscal year end	Local employees Local offices Headquarters	Products/services	Person in charge Owner Website Year founded
1	1	<b>LOCKHEED MARTIN INTEGRATED SYSTEMS &amp; SOLUTIONS</b> ① 6304 Spine Road Boulder, CO 80301 303-581-4200/303-581-4250	\$45,189,000,000 \$42,731,000,000 Dec. 31	N/A N/A Bethesda, Md.	A lead systems integrator and information technology company conducting business mainly with the U.S. dept. of Defense and U.S. federal government agencies.	Robert J. Stevens, CEO Publicly held www.lockheedmartin.com 1971
2	3	<b>SPACEDEV INC.</b> ① 1722 Boxelder St. Louisville, CO 80027 303-530-1925/303-530-2401	\$1,000,000,000 \$730,000,000 Dec. 31	N/A 1 Sparks, Nev.	Mechanisms providing critical spacecraft functions.	Faith Ozmen, CEO Eren Ozmen, President, CFO Sierra Nevada Corp. www.spacedev.com 1986
3	2	<b>BALL AEROSPACE &amp; TECHNOLOGIES CORP.</b> 1600 Commerce St. Boulder, CO 80301-2734 303-939-4000/303-939-5367	\$688,000,000 \$746,500,000 Dec. 31	2,636 1 Boulder	Develops and manufactures spacecraft, advanced instruments and sensors, components, data exploitation systems and RF solutions for strategic, tactical and scientific applications, for the Department of Defense, NASA, NOAA and other U.S. government and commercial entities.	David L. Taylor, CEO, President Publicly held subsidiary of Ball Corp. www.ballaerospace.com 1956
4	6	<b>AIR COMM CORP.</b> 3330 Airport Road Boulder, CO 80301 303-440-4075/303-440-6355	\$14,100,000 \$11,000,000 Dec. 31	55 1 Boulder	Climate-control systems for civil and military aircraft.	Keith Steiner, President Privately held www.aircommcorp.com 1987
5	7	<b>COMPOSITE TECHNOLOGY DEVELOPMENT INC.</b> 2600 Campus Drive, Suite D Lafayette, CO 80026-3359 303-664-0394/303-664-0392	\$5,852,303 \$5,807,775 Dec. 31	38 1 Lafayette	Develops disruptive products, enabled by novel materials and unique engineering methods developed by CTD for the space, aerospace, marine, medical, energy, oil and gas, sporting equipment and other markets.	Naseem Munshi, President Privately held www.ctd-materials.com 1988
6	NR	<b>RPC MANUFACTURING SOLUTIONS LLC</b> 460 E. 76th Ave., Unit A Denver, CO 80229 303-417-1500/303-413-8742	\$3,000,000 \$2,000,000 Dec. 31	20 1 Denver	Electro-mechanical assembly services including; custom wire cable assemblies, wire harnesses, box builds, panel builds, PCBA Kits, and complete outsourced manufacturing solutions.	Larry Rohs, President Privately held www.rpcmfg.com 2003
7	10	<b>REDSTONE AEROSPACE</b> 105 S. Sunset St., Suite T Longmont, CO 80501 303-684-8125/303-684-8100	\$1,850,000 \$1,500,000 Dec. 31	5 1 Longmont	Cryogenic subsystems and components and opto-mechanical subsystems and components for science and defense markets.	Robert Levenduski, President Privately held www.redstoneaerospace.com 1998
8	9	<b>STACY MACHINE &amp; TOOLING INC.</b> 2400 Industrial Lane, Suite 700 Broomfield, CO 80020 303-465-3922/303-465-6061	\$1,500,000 \$1,800,000 Dec. 31	16 1 Broomfield	Manufacturing services, product development, prototyping and tooling.	Patrick Stacy, President Privately held www.stacytool.com 1986
9	5	<b>CU LABORATORY FOR ATMOSPHERIC AND SPACE PHYSICS (LASP)</b> 1234 Innovation Drive Boulder, CO 80303-7814 303-492-6412/303-492-6444	N/A \$50,000,000 June 30	420 2 Boulder	Planetary, atmospheric and space sciences research; engineering division designs and builds space flight hardware; mission operations division operates spacecrafts.	Daniel Baker, Director University of Colorado http://lasp.colorado.edu 1948
10	4	<b>PILATUS BUSINESS AIRCRAFT LTD.</b> 11755 Airport Way Broomfield, CO 80021 303-465-9099/303-465-9190	N/A \$243,500,000 Dec. 31	55 1 Stans, Switzerland	Completion and distribution of Swiss-engineered and manufactured single-engine turboprop nine-passenger aircraft; custom aeronautics installations.	Thomas Bosshard, CEO Martha Geissshvesler, CFO Pilatus Aircraft Ltd. www.pilatus-aircraft.com 1996
11	NR	<b>SIMAUTHOR INC.</b> 5775 Flatiron Parkway, Suite 120 Boulder, CO 80301-5730 303-545-2132/303-545-2133	N/A N/A Mar 31	40 1 Boulder	Flight-data analysis and animation software for aviation and military operations.	Charlie Douglas, President QinetiQ North America www.simauthor.com 1997
12	NR	<b>CUSTOM MICROWAVE INC.</b> 24 Boston Court Longmont, CO 80501 303-651-0707 ext. 19/303-651-0706	N/A N/A Dec. 31	36 1 Longmont	Precision design and manufacture of advanced antenna feeds and components. Precision machining and electroforming Hi-Rel plating silver, gold, nickel.	Clency Lee-Yow, President Privately held www.custommicrowave.com 1965
13	8	<b>ST. VRAIN MANUFACTURING INC.</b> 819 S. Lincoln St. Longmont, CO 80501 303-702-1529/303-702-1534	N/A \$2,678,555 Dec. 31	25 1 Longmont	Precision machining of space flight hardware for the aerospace industry.	Bob Bergstrom, President Privately held www.stvrainmfg.com 1995
14	NR	<b>ABSL SPACE PRODUCTS</b> 2602 Clover Basin Drive Longmont, CO 80503 303-848-8078	N/A N/A Dec. 31	24 1 Longmont	Supplier of lithium batteries for spacecraft and launch vehicles.	Chris Pearson, Vice President Privately held www.abslspaceproducts.com 2005
15	NR	<b>ALLIANCE SPACESYSTEMS LLC</b> 5775 Flatiron Parkway, Suite 200 Boulder, CO 80301 303-881-5087	N/A N/A Dec. 31	10 1 Boulder	A provider of robotics, custom design and fabrication in composites structures, mechanisms, mechanical systems engineering and mechanical analysis for systems operating in extreme environments.	Carl Buck, General Manager MacDonald Dettwiler www.alliancespacesystems.com 2006
16	NR	<b>COLDQUANTA INC.</b> 5470 Conestoga Court Boulder, CO 80301 303-440-1284/303-974-1117	N/A N/A Dec. 31	10 1 Boulder	Makes a portable atom chip vacuum cell.	Rainer Kunz, President Privately held www.coldquanta.com 2007
17	NR	<b>FRONTLINE AEROSPACE INC.</b> 14004 Quail Ridge Drive Broomfield, CO 80020 720-887-8171/720-887-8239	N/A N/A Dec. 31	10 1 Broomfield	Unmanned aerial vehicles and a product for fuel efficiency in airplanes.	Ryan S. Wood, CEO, President Privately held www.frontlineaerospace.com 2007
18	NR	<b>BACH RESEARCH CORP.</b> 2200 Central Ave. Boulder, CO 80301 303-444-3602/303-444-3633	N/A N/A Dec. 31	9 2 Boulder	Custom precision optics and diffraction gratings for research applications.	Eric Bach, President Privately held www.bachresearch.com 2003
19	11	<b>LEFT HAND DESIGN CORP.</b> 7901 Oxford Road Longmont, CO 80503-8704 303-652-2786/303-652-2021	N/A \$951,837 Dec. 31	9 1 Longmont	Precision positioning components; fine-steering mirrors, fast-steering mirrors, active isolation systems, motion simulators, linear electro-magnetic actuators, pointing systems.	Lawrence Germann, President Privately held www.lefthand.com 1993
20	NR	<b>AEROSPACE TECHNOLOGIES INTERNATIONAL INC.</b> 2945 Center Green Ct. South, Suite C Boulder, CO 80301-5412 303-449-1003/303-449-1221	N/A N/A Oct. 31	7 1 Boulder	Providers of aerospace components and services to the domestic and international aviation communities.	Debbie Halevi, President Privately held www.atintl.net 1993
21	NR	<b>ADVANCED ALLOYS INC.</b> 600 S. Sunset St., Suite B Longmont, CO 80501 303-702-1997/303-702-1998	N/A N/A Dec. 31	6 1 Longmont	Precision welding, fabrication, prototype and production for the aerospace industry.	Stan Neighbors, President Privately held www.advancedalloys.com 1992
22	NR	<b>APPLIED DESIGN CORP.</b> 211 Meadow View Parkway Erie, CO 80516 303-444-3125/303-444-3126	N/A N/A Dec. 31	6 1 Boulder	Technology product branding, market assessment, technology transfer, and IP protection and exploitation via patents, trademarks and licensing, technical risk assessment and management.	Michael Messaros, CEO, President, Principal Sharlene M. Messaros, Chairwoman Privately held www.applieddesigncorp.com 2001
23	NR	<b>COMPUTER ACCESS LLC</b> 317 Bross St. Longmont, CO 80501 303-684-9555/303-684-9669	N/A N/A Dec. 31	5 1 Longmont	Satellite engineering, information technology and telecommunications.	Bill Sims, Manager Diane Kirkpatrick www.phosci.com 1996
24	NR	<b>MORGAN TECHNOLOGIES</b> 8101 I-25 Frontage Road, Unit 4 Erie, CO 80516 303-651-1990/303-651-2017	N/A N/A Dec. 31	5 1 Erie	Manufacturer of aerospace parts.	William Morgan, President Privately held N/A N/A
25	NR	<b>KEVRON INC.</b> 1500 Cherry St., Suite L Louisville, CO 80027 720-226-0553/720-221-3725	N/A N/A Dec. 31	4 1 Louisville	Designs, manufactures and sells laser marking systems for marking and asset tracking. Also provides contract laser marking services.	Kevin Warman, President Privately held www.kevron.com 2004
26	NR	<b>TECHNOLOGY APPLICATIONS INC.</b> 5700 Flatiron Parkway, Suite 5701A Boulder, CO 80301 303-443-2262 ext. 125/303-443-1821	N/A N/A Dec. 31	N/A 1 Boulder	Cryogenic and thermal management systems research and development for aerospace and commercial applications. Also thermal analysis and design services for challenging thermodynamic systems or subsystems.	Mike Anderson, Vice President of Marketing Brian Sperry, President Privately held www.techapps.com 1994
27	NR	<b>VALIDATED SOFTWARE CORP.</b> 2590 Trailridge Drive E., Suite 102 Lafayette, CO 80026 303-531-5290	N/A N/A Dec. 31	N/A 1 Lafayette	Software development, testing services and validation suites with emphasis on mission-critical and safety-critical systems meeting national and international standards; experience with FAA requirements (RTCA DO-178B) and IEC-61508 for software development.	Scott Nowell, President Privately held www.validatedsoftware.com 1999

N/A: not available. Number of local employees is the secondary ranking criteria. 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. 1 Revenue of parent company.

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Beth Edwards



**SPILL** from 15A

to support the NGA by offering timely access to critical insight and information that aids in planning and relief efforts.”

DigitalGlobe’s photographs were used extensively in the aftermath of January’s devastating earthquake in Haiti to assess damage and identify areas of need. Satellite imagery has proven to be a useful decision-support tool when on-ground accessibility is difficult or dangerous.

For the spill in the Gulf, DigitalGlobe’s photos are being taken by its QuickBird, WorldView-1 and WorldView-2 satellites. WorldView-2’s orbit is the highest altitude of the

“Up until this point, DigitalGlobe’s imagery of the oil spill in the Gulf has offered the ability to monitor the spread of the oil — not only in the Gulf itself but also the southern U.S. and Mexico.”

**Steve Woods**

VICE PRESIDENT OF U.S. DEFENSE SALES AND BUSINESS DEVELOPMENT,  
DIGITALGLOBE INC.

three at about 448 miles above the Earth’s surface.

“Up until this point, DigitalGlobe’s imagery of the oil spill in the Gulf

has offered the ability to monitor the spread of the oil — not only in the Gulf itself but also the southern U.S. and Mexico,” said

Steve Woods, DigitalGlobe’s vice president of U.S. defense sales and business development.

“With our three-satellite constellation, we have intraday revisit capabilities, allowing us to capture new imagery day after day.”

Woods expects as time goes by and the oil continues to wash up on shore, DigitalGlobe’s eight-band multispectral technology will play an increasingly critical role.

He said the photographs will provide enough detail to allow analysts to determine the impact of the spill on plants and the ecosystem as it penetrates the shoreline.

**SPACE** from 15A

increasing the accuracy of identifying objects in space.

“Ball Aerospace is proud to have developed an on-orbit dedicated sensor for situational awareness and delivered it to the Air Force and Boeing for its anticipated July 8 launch,” said David L. Taylor, president and chief executive of Ball Aerospace & Technologies Corp. “I believe once SBSS is on orbit and operational, it will prove to be a giant step forward in knowledge and security for our space assets and architecture.”

“A ground-breaking program like SBSS takes a tremendous amount of teamwork and dedication to succeed,” said Craig Cooning, vice president and general manager of Boeing Space and Intelligence Systems. “The fact that we were ready to deliver this satellite for launch

less than three years after the critical design review is a testament to the commitment of every person on the team.”

The vast majority of the estimated tens of millions of pieces of space debris includes slag and dust from solid rocket motors, surface degradation products such as paint flakes, coolant released by nuclear powered satellites and objects released due to the impact of micrometeoroids. Impacts of these particles cause erosive damage, similar to sand-blasting.

Unprotected parts of a spacecraft, like solar panels and optical devices such as telescopes, or star trackers are subject to constant wear by debris and micrometeorites. When the orbits of these objects overlap the trajectories of spacecraft, debris becomes a collision risk.

**ON THE JOB**



Clasby Sandstrum Smutzler

The Legal Aid Foundation of Colorado in Denver added lawyers to its board of directors including **Rebecca Alexander** of Baker & Hostetler, **Jon Steeler** of Isaacson Rosenbaum, **Larry Treece** of Brownstein Hyatt Farber Shreck, **Marisa Hudson-Arney** with Reilly Pozner, **Michael Goldman** of Goldman Robbings & Nicholson in Durango and **Pat Carrigan** of Boulder.

**NONPROFIT**

**Natalie Smutzler** has joined Imagine!’s board of directors. Smutzler is a senior instructor in the psychology department at the University of Colorado. Imagine! provides support services to more than 2,500 people in Boulder and Broomfield counties who have developmental disabilities.

**REAL ESTATE**

**Betsey Martens**, executive director of the Boulder Housing Partners and the senior vice president of the National Association of Housing and Redevelopment Officials, testified on May 25 before the House Financial Services Committee in Washington D.C. on behalf of NAHRO on HUD’s proposed Transforming Rental Assistance Initiative.

Marianna’s L’Esthetique Medi Spa in Boulder hired **Tina Zurcher** as client relations manager and **Sarah Ellis** as spa coordinator.

**OTHER**

Boulder-based Seismic Skate Systems signed 2009 IGSA World Cup Champion **Mischo Erban**, 26, to a multiyear contract. It will support the Canadian downhill skateboard racer’s training and pursuit of international victories.

*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.*

**ADVERTISING, COMMUNICATIONS**

Producers **Paul Sutton** and **Anthony Nelson** have rejoined Crispin, Porter + Bogusky in Boulder. Sutton spent the last two years as senior integrated producer at 180 LA, where he managed digital production for Sony Electronics, Boost Mobile and adidas. Nelson returns from the integrated production company Superfad, where he served as executive director.

Sterling-Rice Group in Boulder hired **Mae Cheng** as account director, **Christie Wood** and **Olivia Omega** as senior account managers, **Aimee Lutz** as interactive designer, **Surf Melendez** as senior art director and **Miguel Hernandez** as a copywriter.

**BANKING, FINANCE**

Superior-based Key Equipment Finance promoted **James B. Gulka** to vice president of portfolio management. Gulka will be responsible for domestic and international portfolio monitoring activities, including annual reviews, asset quality reports and other transaction specific activities.

**LAW**

Michael A. Sandstrum and John J. Clasby have joined Donelson Ciancio & Goodwin PC in Broomfield. Sandstrum will serve as special counsel for the firm’s litigation group and specialize in construction, real estate and intellectual property litigation, contract disputes, business torts and personal injury. Clasby joins as an associate for the litigation group, specializing in general civil, commercial and criminal litigation.

**Congratulations to the Honorees of the SUPERIOR CHAMBER OF COMMERCE AWARDS**

**BASKIN-ROBBINS** was awarded the Independent Business of the Year, presented by The Camera.

**SUMMIT BANK & TRUST** was awarded Large Business of the Year.

**COOL RIVER CHURCH** was awarded Service Group of the Year, presented by Town of Superior.

**DR. JERRY ANDERSON**, principal of Monarch High School, was awarded Educator of the Year, presented by Staufer Team Real Estate.

**JULIE WATSON-SMITH** was awarded Superior Achiever of the Year, presented by Chick-fil-A at Flatirons.

**CHRIS HANSON** was awarded Volunteer of the Year presented by Key Equipment Finance.

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COURTESY BOULDER ECONOMIC COUNCIL/GLENN ROSS

David Driskell, executive director of community planning and sustainability for the city of Boulder, pointed out that when businesses grow, they leave the city. He said a keen eye will need to be kept on redevelopment efforts. Other members of a panel on Key Strategies for Shaping Boulder's Future were Susan Graf, president of the Boulder Chamber, and Ric Porreca, The University of Colorado's senior vice chancellor and chief financial officer.

## FUTURE from 4A

ernment policies will dictate how the industry addresses things such as climate change and the development of renewable-energy sources in the coming years.

"It's more political than R&D," said Carl Koval, co-director of CU's Renewable and Sustainable Energy Initiative. "Legislation has to be enacted to let it happen, and is there enough capital investment out there to see it through?"

Dave Gold, a partner with venture-capital firm Access Ventures, ranks Boulder on the second-tier of cleantech clusters in the United States, along with Austin, Texas, but behind Silicon Valley and the Boston area.

The clean-tech industry is all about creating products or services that improve performance and productivity while reducing costs, energy consumption, waste or pollution.

Mary Fisher, vice president of strategic technologies for Xcel Energy, said policy and investment will drive change and energy efficiency. But she pointed out that while new technology is nice, it comes at a price.

"All new gadgets require energy," she said.

All three panelists agreed that the federal government will create a carbon tax; it's just a matter of time and a matter of how much. "If it's \$60 a ton it might work," Fisher said. "But if it's \$10 to \$20 a ton, companies will buy their way out."

Other breakout sessions covered biotech, digital media, and the natural, organic and outdoor industries.

## Economic outlook

Economist Richard Wobbekind, executive director of the Business Research Division at the Leeds School of Business at the University of Colorado at Boulder, cushioned his predictions, saying most economic forecasts don't go beyond five to 10 years, but he made an exception to fit the theme of the summit.

With tongue in cheek, he said, "Based on current growth rates, Boulder's economy will be anchored by jobs in health care, government and medical-marijuana dispensaries."

But on a more serious note, he said Boulder's prosperity will be hinged to advanced technology with key sectors

being professional and tech services, manufacturing and information. He warned that the growth of manufacturing jobs will slow, and high-tech employment will be negatively affected because of "more output with less people."

He said an aging population will put a strain on health-care services and transportation.

While real estate in Boulder is "stable" now, a big challenge will be redeveloping space to handle a population growth rate of 20 percent and redevelop buildings to keep companies that require space to expand.

"With most building taking place outside the city of Boulder, it could hamper the city's current affordable-housing goals," he said.

## Boulder in 2035

The next 25 years may very well be spent trying to reinvent Boulder's landscape, finding some middle ground to keep businesses here while maintaining a no-growth philosophy to preserve open space.

"We don't have land for business growth," said David Driskell, executive director of community planning and sustainability for the city of Boulder, pointing out that when businesses grow, they leave. A keen eye will need to be kept on redevelopment efforts.

Susan Graf, president of the Boulder Chamber, would like to see existing office spaces be redeveloped in "flexible ways" to keep businesses from leaving. "Make them green, create a sense of space," she said. "The chamber might be able to create a transactional hub for space, like Craigslist, call it Susanslist that could provide information on available space."

Ric Porreca, CU's senior vice chancellor and chief financial officer, brought up the old idea of a much needed conference center to handle large gatherings.

"CU and the city might be able to create a community conference center to attract people who want to work with the university and local businesses," he said.

About 300 people attended the economic summit presented by the Boulder Economic Council and the University of Colorado.

## AMGEN from 1A

speculate on how the two local campuses will be involved with Prolia in the future other than the sites will have quality-support and process-development roles.

She said the local facilities produced their last batch of the drug during fourth-quarter 2009. Now the local campuses are focused on other drugs, she said.

Prolia is an inhibitor that slows down cells that break down bone tissue. It is administered via injection every six months in 60-milligram doses.

Prior to approval, the FDA delayed the drug in October to collect more information on Prolia's potential use for the treatment of postmenopausal osteoporosis. Among other requests, the FDA sought more information about a program to monitor the drug once on the market.

But the drug isn't just in the U.S.

On June 8, Amgen (Nasdaq: AMGN) received word that the drug was approved in Australia. And in late May the European Commission approved the drug for treating osteoporosis in postmenopausal women at increased risk of fractures as well as men with prostate cancer who experience bone loss.

With that, the company is cleared to also sell the drug in all 27 European Union member states plus Iceland, Liechtenstein and Norway.

Prior to the FDA's announcement June 1, Amgen's stock closed at \$51.78 per share. The day of the announcement, shares closed at \$50.76, but increased to \$56.32 per share on June 2 with 26.2 million shares being traded compared to the company's norm of fewer than 10 million. On June 8 shares closed at \$53.82.

According to Thomson Reuters, analysts estimate that Prolia could reach \$3.3 billion in sales in 2014.

## LAWN from 3A

challenging, but banks seem interested in loaning to businesses in the green business sector more than others," he says. "Some are actually seeking eco-friendly businesses. I think they view this as a growth industry."

DeFilippi anticipates revenue for calendar year 2010 to be \$85,000 to \$100,000, and for the calendar year 2011 to be \$250,000 to \$325,000. Customer projections are to have 150 by the end of this season, 250 by June 2011 and 500 by the end of next season.

Currently, the company has about 50 customers.

One way DeFilippi has kept costs down is to start ecoLogical Lawn Care like he did his last business, a local moving and storage company: in his garage.

He started The Right Move Inc., in July 1988 with one truck and one employee. Sixteen years later it grew to multiple locations, a fleet of trucks and more than 100 employees.

"At our height we were doing

And if Prolia is approved for other uses, such with cancer patients, the potential sales increase dramatically in a multibillion-dollar industry.

Currently the drug is being studied for use in prostate, ovarian and breast

**PROLIA IS AN INHIBITOR that slows down cells that break down bone tissue. It is administered via injection every six months in 60-milligram doses.**

cancer patients.

In August, an FDA advisory committee gave a partial nod to Prolia as a cancer drug.

The FDA's Advisory Committee for Reproductive Health Drugs reviewed the drug's use in preventing bone loss in patients undergoing hormone ablation therapy for prostate or breast cancer.

The committee approved the company's drug for treating prostate cancer.

However, it didn't approve it in treating breast cancer patients undergoing hormone ablation because not enough data was available. Also, the committee didn't approve the drug for low-risk patients in either category.

"There are no currently approved treatments for bone loss due to hormone ablation therapy," Roger Perlmutter, Amgen's executive vice president of research and development, said in a statement at the time.

Since then, it's received good marks from various cancer-related trials compared to the standard of care.

local, national and international moving," DeFilippi says. "But we got hurt in the '99-2000 tech bubble bust, and business almost dried up over night."

He sold The Right Move in 1991.

With a current staff of four in addition to himself, DeFilippi is sole owner of ecoLogical Lawn Care. He's been doing direct e-mail marketing to former clients as well as posting door hangers, networking and using social media to reach new clients.

"We're also building brand identity with our van. I put a full vinyl wrap on it, and people frequently stop when they see it and ask for brochures."

Winter plans include purchasing equipment, hiring and developing commercial clients.

"There are a lot benefits for businesses and rental property owners to use an earth-friendly lawn-care company. It shows that they're doing the right thing for the environment and may even help them rent space."



## NONPROFIT NETWORK

### BRIEFS

Boulder-based **Elevations Credit Union** has established the Elevations Foundation that will serve as the credit union's official charitable arm. The foundation takes the place of the credit union's Community Relations Committee, which in the past decade awarded more than \$1 million in scholarships, grants, volunteer time and donations to people and nonprofit organizations in Boulder and Broomfield counties. The foundation will receive and administer funds exclusively for charitable and educational purposes. Elected officers for the foundation are Jo Hetherington, chairwoman; Rachael Maag, vice chairwoman; Carol Krismann, treasurer; and Cris Jones, secretary.

### FUNDRAISERS

The **Holes of Hope Golf Tournament** to benefit the Tebo Cancer Center will be held from 7 a.m. to 1 p.m., Monday, June 21, at the Lake Valley Golf Club, 4400 Lake Valley Drive in Longmont. The fundraiser includes an 18-hole scramble tournament with cart, continental breakfast, gift bag, buffet lunch, awards ceremony, prizes and gift certificates. To register, visit [www.lakevalley.com](http://www.lakevalley.com) and click on Holes of Hope.

The **Hair 4 Hunger** challenge will be held on Wednesday, June 16 and Friday, Aug. 13 from 4 to 6 p.m. at Still Frame Gallery, 372 Main St. in Longmont. For a minimum contribution of \$25, head shots of shaved heads will be made by Debbie Adams Photography. The event benefits the Our Center in Longmont. For more information, e-mail [jnlytton@prepaidlegal.com](mailto:jnlytton@prepaidlegal.com)

or visit [www.hair4hunger.com](http://www.hair4hunger.com).

The **Golf 4 Kidz Drive** will be from 7 a.m. to 1:30 p.m., Friday, June 25, at The Broadlands Golf Course, 4380 W. 144th Ave. in Broomfield. The event benefits the Bal Swan Children's Center. For more information, visit [www.balswan.org](http://www.balswan.org).

The **Over the Rainbow's Turtle Float** fundraiser will be from 3 to 4:30 p.m., Sunday, June 27, at Barker Reservoir in Nederland. Hundreds of rubber turtles are released into the creek by Ace Hardware, 74 Highway 199 S. in Nederland and collected in Barker Reservoir. Each turtle is a \$5 donation. The event benefits Over the Rainbow community preschool in Nederland. For more information, visit [www.nederlandchamber.com](http://www.nederlandchamber.com) and click on events or [www.overtherainbow-preschool.org](http://www.overtherainbow-preschool.org).

### GOOD DEEDS

Bob and Judy Charles and their children Janice, Dale, Bob III and his wife, Dianne, donated \$100,000 toward the construction of Imagine!s Longmont SmartHome. The home uses technology to improve the lives of people with cognitive disabilities. In honor of the gift, the home will be named the Charles Family SmartHome.

Kristi Ekern of Fall River Elementary in Longmont has been awarded a \$10,000 grant as a recipient of the 2010 Amgen Award for Science Teaching Excellence in Colorado. Since the program's inception in 1992, Amgen has awarded more than \$2.5 million to educators who have made exceptional science-teaching contributions and have impacted the lives of students.

## AWARDS



Sturm

**Susan Sturm**, chief financial officer of American National Bank, received recognition as the CFO of the Year for Large Private Companies from the Denver Business Journal on May 20. Honored as one of six recipients in given business categories, Sturm was selected by a panel of three judges for her outstanding performance in her role as a corporate financial steward.

**Dr. Mark W. Hinman** in Longmont received a 2010 Excellence in Prevention through Health Information Technology award from the Colorado Foundation for Medical Care. Practices that won the award demonstrated a commitment to excellence in health information technology and a focus on process improvement. A total of 13 practices were recognized across the state. The awards program is sponsored by CFMC, the Centers for Medicare & Medicaid Services-designated Quality Improvement Organization for Colorado.

**Boulder Housing Partners** received three awards from the Colorado Chapter of the National Association of Housing and Redevelopment Officials. BHP received the Affordable Housing Project award for Broadway Apartments at 3120 Broadway in Boulder. BHP board of commissioners member **Betty Hoye** received the Commissioner of the Year award, and the BHP website

received the Administration Innovation award. It can be viewed at [www.boulderhousing.org](http://www.boulderhousing.org).

Louisville-based **LightLouver LLC** was one of four companies that received an Innovation Award at the LightFair International Convention in Las Vegas, May 12-15. The award recognized LightLouver's Daylighting System that redirects daylight with a patented reflective slat that eliminates glare and directs sunlight onto work surfaces.

Boulder-based **Sunflower Farmers Market** received the 2010 Hot Retailers Award from the International Council of Shopping Centers. Winners were chosen based on the results of an annual survey sent to more than 55,000 council members who were asked to name the concepts they considered to be the "most original and innovative" in the industry. The grocery chain's concept is to provide shoppers low price points on natural, organic foods.

The **Superior Chamber of Commerce** held its Annual Dinner and Awards Night on June 8 and recognized the following individuals and businesses: Baskin-Robbins was named Independent Business of the Year, Summit Bank & Trust was named Large Business of the Year, Cool River Church was named Service Group of the Year. Educator of the Year was Dr. Jerry Anderson, principal of Monarch High School, Julie Watson-Smith was named Superior Achiever of the Year and Chris Hanson was named Volunteer of the Year.

## PRODUCT UPDATE

Louisville-based **Sound Surgical Technologies** has updated its Vaser Lipo System. The new system is a re-engineering of the original Vaser System that was designed to provide patients with smooth, predictable results and fast recovery, while also allowing physicians to perform a wide array of body contouring applications. The new system, the company said, improves the overall experience for physicians and provides greater versatility for body contouring procedures. The ultrasonic energy has been tuned to break apart fatty deposits while preserving important connective tissue and maintaining fat-cell viability.

Broomfield-based **Toppers With Glitz**, a cake topper designer, added new fonts for its monogram cake toppers bringing the number of different fonts to 43. The company also plans to add four-inch numbers for birthday cakes and monograms to its offerings.

Boulder-based **Gaiam Inc.**, a lifestyle media producer, launched its newest version of Safari, a video that contains various story lines about African animals. The DVDs, which are currently available, sell for \$14.98 each.

Longmont-based **Sopris**, a division of Cambium Learning Group Inc. (Nasdaq: ABCD), released Dibels Next, the newest version of its dynamic indicators of basic early literacy screening and progress-monitoring system. The new version helps determine exactly in what areas of education students kindergarten through sixth grade are struggling.

Boulder-based **Spectra Logic Corp.**, a storage device producer, began shipping its LTO-5 drives and LTO-5 media cartridges in its T-series tape libraries. The new devices enable the libraries to be faster, use less power and store more data.

## FRANCHISE from 3A

\$3.9 million in revenue collected via the franchise.

It would likely make that up by charging the utility an occupation tax – much like it does Qwest – which Xcel could then pass to customers in the same way it passes on the franchise fee, Gehr said.

But, if talks continue as they are, the city and Xcel could have a new franchise agreement lined up before voters head to the polls in November.

"The nuts and bolts of the franchise

are pretty much done," Gehr said. "Ultimately the council will decide whether or not it's a good enough deal."

On June 1, the council had its first reading of the proposed agreement and will likely read it again Aug. 3 and again, for a final reading, later that month.

If everything goes as planned, the fate of a new franchise agreement could be in the hands of Boulder voters on the November ballot — something both Xcel and the city have said they want to make happen.

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## BOULDER VALLEY REAL ESTATE WATCH

**Highest-Priced Home Sales in Boulder County**

April 2010

Sale Price	Buyer, Address
\$3,000,000	Andrew Stone, 707 Kalmia Ave., Boulder
\$2,300,000	Gregg C. Popovich, 819 Sixth St., Boulder
\$2,020,000	Stacy Tucker, 1705 Sunset Blvd., Boulder
\$1,950,000	David S. and Tracy T. Nassar, 7431 N. 73rd St., Longmont
\$1,795,000	Kevin and Laurie McGraw, 1910 Stony Hill Road, Boulder
\$1,425,000	Kenneth W. Pope, 2250 Sixth St., Boulder
\$1,400,000	William and Sarah Marx, 6385 Snowberry Lane, Longmont
\$1,395,000	Paul and Carol Daw, 626 17th St., Boulder
\$1,192,000	Brian and Linley Biffle, 2424 Bitterroot Circle, Lafayette
\$1,150,000	Christa Gloge, 3100 Sixth St., Boulder

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

**Top-Selling Boulder County Single-Builder Subdivisions**

Year-to-date April 2010

Subdivision	Builder	City	Average Price	Recorded Closings
1. Landmark Lofts	Chanin Development	Boulder	\$406,200	17
2. The Peloton	Cityview Peloton	Boulder	\$352,300	16
3. Northfield Commons Townhomes	Markel/Coast to Coast	Boulder	\$160,000	7
4. Canyon Creek 6	Richmond American Homes	Erie	\$293,000	5
5. Erie Village 1 Cottages	Boulder Creek Builders	Erie	\$262,700	5
6. 15 Pearl Condos	Coburn Development	Boulder	\$778,800	4
7. The Flats	1201 Balsam LLC	Boulder	\$383,800	4
8. Northfield Duplex Condos	Markel Homes	Boulder	\$695,000	3
9. Northfield Commons Row Houses	Markel/Coast to Coast	Boulder	\$489,900	3
10. Fox Meadow 3 Fairview Condos	Engle Homes	Longmont	\$124,300	3
11. Pleasant Valley Condos	Colorado Oaks	Longmont	\$298,900	3
12. Silver Creek 1	Markel Homes	Lafayette	\$309,900	3
13. Village at Uptown Broadway	Village @ Uptown	Boulder	\$312,000	3

Source: Home Builders Research

**Foreclosures in Boulder Valley**

May 1-31, 2010

City	Foreclosures Filed	Deeds Issued
Allenspark	0	1
Broomfield	26	10
Boulder	14	11
Eldorado Springs	0	0
Erie	4	1
Golden	1	1
Jamestown	0	0
Lafayette	14	0
Longmont	32	27
Louisville	1	1
Lyons	2	0
Nederland	3	0
Niwot	0	1
Superior	4	0
Ward	0	0
<b>TOTAL</b>	<b>102</b>	<b>52</b>
Year-to-date 2010	670	349

Source: Public trustees of Boulder and Broomfield counties

**Top 10 Boulder County Builders**

Year-To-Date April 2010

Builder	Home Sales	County Market Share
1. Chanin Development	17	16.2%
2. Cityview Peloton	16	15.2%
3. Markel Homes	13	12.4%
4. Markel /Coast to Coast	10	9.5%
5. Boulder Creek Builders	7	6.7%
6. Richmond American Homes	5	4.8%
7. Coburn Development	4	3.8%
7. 1201 Balsam LLC	4	3.8%
9. Colorado Oaks	3	2.9%
9. Engle Homes	3	2.9%
9. Village @ Uptown	3	2.9%
Remaining homebuilders	20	18.9%
<b>Total</b>	<b>105</b>	<b>100%</b>

Source: Home Builders Research

# Plexus Corp. signs 7-year lease in Louisville

BY BUSINESS REPORT STAFF

news@bcbr.com

Plexus Corp., a Neenah, Wis.-based global electronics manufacturer, signed a seven-year lease for about 24,000 square feet of space at 285 Century Place in Louisville.

The new office, which will occupy suites 100 and 210, will house the company's design center, currently located at 361 Centennial Parkway in Louisville, and model shop, currently located at 555 Burbank St. in Broomfield.

Lisa Ritchie, a Plexus project manager, said the company plans to move its operation at Centennial Parkway to Century Place on Aug. 27 and move its operation in Broomfield to Century Place in September or October.

Ritchie said the move allows the company to have all local employees in one location that's suitable for office-type work as well as machining parts and developing prototypes. It also saves money on leased space because two offices will be consolidated into the new location, which is less than 1,000 square feet larger than the old Louisville office alone.

The new space, which is part of the 69,145-square-foot Centennial Valley

II building owned by Westcore Properties, will have 74 cubicles and 15 private offices that will accommodate 71 of the company's roughly 80 local employees. Some employees work from home.

Ritchie said the company plans to hire about 10 employees within the next 18 months.

Frank Kelley and Blake Harris of CB Richard Ellis represented Westcore, and Todd Papazian and Doug Bakke, also of CB Richard Ellis represented Plexus.

John Fefley, senior director of leasing for Westcore, said the recent transaction brings Centennial Valley II's occupancy to 65 percent.

**BOULDER**

**OZO COFFEE:** Ozo Coffee Co. has taken 3,000 square feet of space at 1015 Pearl St. to open a coffee shop this fall. The space previously was occupied by Bart's CD Cellar and Music Shop. Justin Hartman started Ozo Coffee in 2007 and operates a store at 5340 Arapahoe Ave. focusing on roasting exotic blends and coffee education for customers.

Terry Kruegel of The Colorado Group and Dryden Dunsmore of Dean Callan and Co. brokered the lease.

**BROOMFIELD**

**PIZZA PARLOUR:** Regency Centers, a national owner, operator and developer of grocery-anchored and community shopping centers, has leased restaurant space to Dastgeer Pizza Etc., at the Shops at Quail Creek in Broomfield.

Dastgeer specializes in New York-style pizza and Italian food. It leased 1,400 square feet of restaurant space and is slated to open for business in September.

Shops at Quail Creek is located at 136th Avenue and Zuni Street.

**LONGMONT**

**BANK TO SCHOOL:** The Institute of Business and Medical Careers has purchased the former New Frontier Bank building at 2315 North Main St. in Longmont for its fourth college campus.

Rich Laub, chief executive and owner of the institute, said the 8,834-square-foot building is in good shape after going through an extensive remodel by New Frontier in 2004. The purchase price was not disclosed.

Fort Collins-based ThunderPup Construction will begin the remodel from bank to college campus in the next few weeks.

Steve Steele, president of the insti-

tute, said the first phase of construction will be classrooms, a library, massage clinic rooms and administrative offices. He said the second phase will add 6,000 to 8,000 square feet to the west of the current building.

"We are so excited to finally be in Longmont," Laub said. "We identified the need for career training in Longmont years ago. Students have been commuting to our Fort Collins campus from this area for the last 22 years. We are delighted that we will be able to offer a more convenient campus location and to further serve the students and employers in the community."

Steele commended Wendi Nafziger of the Longmont Area Economic Council for her efforts in assisting the institute during the campus site selection.

Steele expects to add to the institute's staff of 190 employees by the time classes begin in September.

The institute offers certificate, diploma and associate degree programs in medical assisting, pharmacy technician, medical billing and coding, paralegal, business administration and accounting, administrative assistant and therapeutic massage.

► See **Real Estate, 21A**



**REAL ESTATE** from 20A

**SUPERIOR**

**WORK STOPPAGE:** Boulder Creek Life and Home on Tuesday said it will suspend construction, sales and marketing efforts on Calmante, a residential housing project in Superior.

Project owner Calmante Residential Investments LLC based in Louisville requested the suspension due to ongoing and unresolved bank financing issues.

Boulder Creek, a Boulder-based home builder, will continue to provide warranty services to homeowners and the Calmante homeowners association, as well as work with the project owner in the search for financing solutions to move the project forward.

“We have already met with the homeowners and expressed our commitment to them and the community moving forward,” said David Sinkey, Boulder Creek’s director of marketing. “This decision is not a reflection on the Calmante product or team, which we still believe in very much, it’s another example of the current economic challenges facing new home construction and the breakdown of the credit markets.”

Boulder Creek is building in five other Front Range communities and has a track record of taking on challenging projects and turning them around.

Boulder Creek became involved in Calmante in 2009, and was contracted by Calmante Residential Investments to build out the luxury townhomes

**GOING UP**

*Bioscience building takes shape on CU campus*



DOUG STORUM

Construction continues on the University of Colorado’s Jennie Smoly Caruthers Biotechnology Building at 3415 Colorado Ave. in Boulder. Kansas City, Mo.-based JE Dunn Construction is the general contractor for the 257,000-square-foot building that is scheduled to be completed in October 2011. The bioscience building will be used by researchers, professors, graduate and undergraduate students, as well as elementary, middle and high school teachers and students both to learn about new biotechnologies and develop them.

and oversee sales efforts. Over the last year, Boulder Creek sold all of the available homes at Calmante.

The Calmante community received the 2009 Bar Award from the Home

Builders Association of Denver for the best Active Adult Home of the Year for the Cascade Model.

“Calmante will be completed; it’s just a question of how and when,”

Sinkey said. “This action will have no impact on construction at any of our other communities, nor will it materially affect our financial position.”

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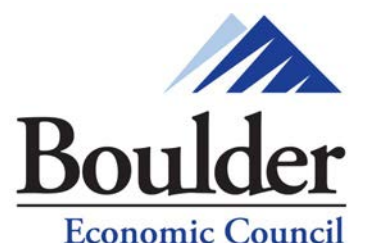
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OPINION

EDITORIAL

**Bioscience firms in Boulder Valley making progress**

**B**oulder Valley civic and government leaders have long lamented lost opportunities in growing the bioscience sector in the region. Despite bioscience being a target at the state level — and a strength in Boulder and Broomfield counties, the Denver area and Northern Colorado — the Front Range has yet to emerge as a true national center for bioscience.

As companies developed locally have grown, many have been purchased, only to see their operations consolidated to other parts of the country.

Recently, however, several announcements in the bioscience sector offer cause for optimism, at least for now. Among the news:

- Biotech giant Amgen Inc. has received approval from the U.S. Food and Drug Administration for Prolia, used to prevent fractures in postmenopausal women. The approval came just days after the drug was approved in Europe. Amgen's facilities in Boulder and Longmont played key roles in the development and manufacture of the drug.

- Boulder-based Clovis Oncology Inc. signed a \$209 million deal to develop an anti-cancer drug for Avila Therapeutics Inc. of Waltham, Mass. Clovis will develop Avila's program working on a drug to treat non-small cell lung cancer. Clovis in November had signed a \$380 million deal to develop a pancreatic cancer drug for Norway-based Clavis Pharma ASA.

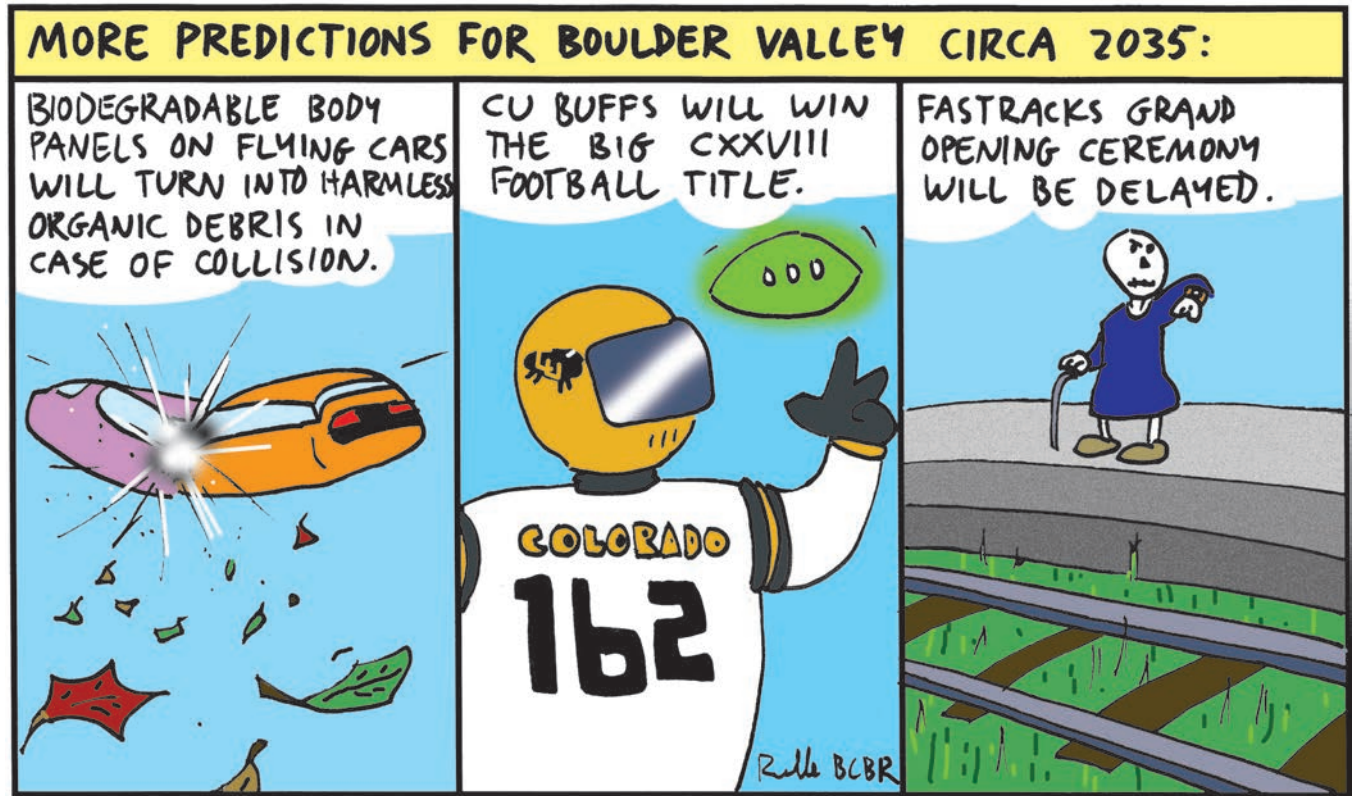
- Array BioPharma Inc. of Boulder in early June released its phase 1 clinical trial results for the company's myeloma-fighting drug, with plans to begin a phase 2 clinical trial.

- The University of Colorado Boulder's Colorado Initiative in Molecular Biotechnology recently received a \$15 million grant through the American Recovery and Reinvestment Act of 2009 toward ongoing construction of the Jennie Smoly Caruthers Biotechnology Building, a biotech and biomedical research facility on the East Campus.

These announcements come as several other bioscience startups are raising money and expanding their operations locally.

All are good signs. Colorado boasts a wealth of biotech talent, including research programs at the University of Colorado and Colorado State University. Economic-development groups throughout the state have formed collaborative efforts aimed at boosting the sector's prominence.

The Boulder Valley is still a long way from leading the nation in bioscience. We're simply not as large a market as other parts of the country. But it's gratifying to see the progress that's being made.



**Reagan, Helen Thomas and me**  
*Veteran reporter's career deserved better end*

**A**sking White House correspondent Helen Thomas for an interview was somewhat intimidating when I was a mere 20-year-old journalist back in 1984. But when I had already tried and failed to get an interview with President Ronald Reagan, fear of rejection didn't phase me.

The occasion was President Reagan's state visit to China in April 1984. Back then, I was a journalist in the U.S. Marine Corps, writing articles of every type for the weekly Hawaii Marine newspaper. Reagan had stopped in Hawaii on his way to China, and, as part of the public-relations staff at the Marine Corps Air Station — now Marine Corps Base — in Kaneohe Bay, I was tasked to cover the visit, as well as serve as liaison for the White House press corps.

It was a fun, exciting time. (Steve Bell, news correspondent for Good Morning, America, asked me to validate his parking ticket. Chris Wallace, then a correspondent for NBC News, once waved for me to get out of his shot.) Ahhh ... claims to fame.

But back to Thomas, who had covered every president since John F. Kennedy. Thomas resigned as a columnist for Hearst Newspapers, June 6, after fallout over her anti-Semitic statements about Israel. It's hard to

reconcile Thomas' reprehensible remarks with the kindness shown to me when she was at the pinnacle of her career as White House correspondent for United Press International.

As I asked Thomas for an interview, I don't think I told her that she was playing second fiddle to the president, whom aides indicated was too busy for an interview with a Marine corporal. But Thomas very courteously agreed, and we scheduled what was probably an hour to talk about her storied career.

This week, amidst the fallout over her Israel remarks, I pulled out a musty binder with my Marine Corps articles, and memories of those days — and of Thomas' qualities as a journalist — came flooding back.

"Truth is elusive," Thomas told me then. "You always have to struggle for facts. They don't tell you anything they don't want you to know. But the greatest triumph is when truth finally breaks through. It takes a lot of digging, and you don't always triumph

because there's always a move to suppress. But there is a constant search for truth."

Since 2000, Thomas has worked as a columnist for Hearst. Her questions at White House press conferences have become laced with opinions, so much so that some journalists have questioned — rightly — whether an opinion columnist should get a front-row seat.

Up until the Hearst gig, Thomas had fought to keep her opinions out of print.

"The American people should know the facts, and the chips can fall where they may," she told me those years ago. "I don't deny myself the right to have an opinion, but I write for a wire service, and we're supposed to just present the facts and let the people decide."

In the end, it was an opinion — a bigoted opinion for which she expressed her regret — that caused Thomas' professional demise.

Personally, I will always remember Thomas' willingness to give her time, with no thought of reward. I'll remember her kind words of encouragement to an aspiring journalist.

Sadly, I'll also remember the hardened journalist who sought the truth, but in the end, couldn't find it.

*Christopher Wood can be reached at 303-440-4950 or via e-mail at cwood@bcbr.com.*



**PUBLISHER'S NOTEBOOK**  
*Christopher Wood*

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- PUBLISHER**  
Christopher Wood..... cwood@bcbr.com
- EDITOR**  
Doug Storum..... dstorum@bcbr.com
- STAFF WRITER**  
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
- BUSINESS DEVELOPMENT MANAGER**  
Jason Henderson.. jhenderson@bcbr.com
- SENIOR ACCOUNT EXECUTIVE**  
Kim Oremus..... koremus@bcbr.com
- ACCOUNT EXECUTIVES**  
Marlena Rich..... mrich@bcbr.com  
Louise March..... lmarch@bcbr.com
- EVENTS MANAGER**  
Emily Trayers..... etrayers@bcbr.com
- CONTROLLER**  
Cindy Nosko..... cnosko@bcbr.com

- CIRCULATION MANAGER**  
Rhonda Doyle..... rdoyle@ncbr.com
- CONTRIBUTING WRITERS**  
Keely Brown, Elizabeth Gold, Jeff Thomas
- CONTRIBUTING PHOTOGRAPHERS**  
Jonathan Castner, Michael Myers

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## CALENDAR

## JUNE

**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 Denver. 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.

**12** The Lafayette Chamber of Commerce is hosting a Family Fun Fest from 10 a.m. to 3 p.m. at Atlas Valley Shopping Center, 95th Street and Arapahoe Road in Lafayette. For more information, contact Pat Vero at 303-666-9555 or e-mail admin@lafayettecolorado.com.

**14** The Girls in Tech Saturday Summit will be from 10 a.m. to 2 p.m. at Boulder Digital Works, 1011 Walnut St. in Boulder. The workshops focus on tools for successful multigenerational mentorship while cultivating a community to support and increase the number of women and girls seeking careers in technology. For more information, contact Kate Brown at 303-875-5297 or e-mail girlsintech303@gmail.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.

**16** The Louisville Chamber of Commerce is hosting a Spaghetti Open Golf Tournament from 7:30 a.m. to 1 p.m. at Coal Creek Golf Course, 585 W. Dillon Road in Louisville. The \$110 admission fee includes a hole-in-one contest, breakfast and lunch. For more information, call 303-666-5747 or e-mail info@louisvillechamber.com.

**17** The American Subcontractors Association of Colorado is hosting Design Risk: Disclaimers from 8 to 9 a.m. at Berg Hill Greenleaf & Ruscitti, 1712 Pearl St. in Boulder. Admission is free for members and \$75 for nonmembers. For more information, e-mail ffoster@asacolorado.com or visit www.ASAColorado.com.

**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.

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.

**21** The Business Growth Network Leads group is meeting from noon to 1 p.m. at the Boulder Chamber, 2440 Pearl St. in Boulder. For more information, contact Charlie Fitzsimmons at 303-875-7148.

## CONVERT from 11A

sources to potentially keep taxes low in retirement.

You think that you might need some of the money before you retire. If you withdraw funds from a traditional IRA before age 59½, not only will you be taxed on the value of the funds withdrawn, you will also be subject to a 10 percent early-withdrawal penalty unless an exception applies. With a Roth IRA, you can withdraw the original contribution at any time, without penalty. You can even withdraw earnings, but if you do not meet the requirements listed above regarding the length of time held, age and other considerations, you will be taxed on the earnings when you withdraw the funds.

Is a Roth right for you? We have touched on some key benefits of con-

**22** The Longmont Chamber of Commerce is hosting a Leads for Success from 11:45 a.m. to 1 p.m. at The Dickens Tavern, 300 S. Main St. in Longmont. Admission is free. For more information, contact Shelley McLeod at 720-864.2878 or e-mail smcleod@longmontchamber.org.

**23** The Boulder Chamber's Women Who Light The Community luncheon will be from 11:30 a.m. to 1 p.m. at the Millennium Harvest House Hotel, 1345 28th St. in Boulder. For more information, contact Erin Work-Chou at 303-938-2079 or e-mail erin.work-chou@boulderchamber.com.

The Longmont Chamber of Commerce is hosting a Small Business Leads Group from 3 to 4 p.m. at the St. Vrain Valley Credit Union Training Center, 2050 Terry St., First Floor in Longmont. Admission is free. For more information, contact Shelley McLeod at 720-864-2878 or e-mail smcleod@longmontchamber.org.

**24** The Longmont Chamber of Commerce presents Lattes and Leads from 8:15 to 9:30 a.m. at Vic's Espresso, 600 S. Airport Road, Building A, Unit D in Longmont. For more information, contact Amanda Hansen at 720-864-2878 or ahansen@longmontchamber.org.

The Broomfield Chamber of Commerce presents One Toke Over the Line: Medical Marijuana at Work from 3 to 4:30 p.m. at Sill-TerHar Motors, 150 Alter St. in Broomfield. The event will discuss what it means for Colorado companies and employees to allow legal medical marijuana use. Admission is free. For more information, e-mail Info@BroomfieldChamber.com or visit www.broomfieldchamber.com and click on events.

The Erie Chamber of Commerce is hosting a Job Fair from 4 to 6:30 p.m. at Rocky Mountain Christian Church, 5860 Majestic St. in Frederick. For more information, call 970-346-7983.

**25** The Erie Chamber of Commerce is hosting a Chamber Round Table Discussion from 11:30 a.m. to 12:30 p.m. at the Erie Chamber, 235 Wells St. in Erie. For more information, call 303-828-3440 or e-mail Elle@eriechamber.org

The Louisville Downtown Street Faire will be from 5 to 10 p.m. at Steinbaugh Pavillion, 824 Front St. in Louisville. The event features local and national bands, vendors, food, drinks and children's entertainment. For more information, visit www.louisvilledba.com.

The Lyons Good Ole Days will be from 5 to 11 p.m. on Friday, June 25, and from 10 a.m. to 11 p.m. on Saturday, June 26, on High Street in Lyons. The event features food, beverages, games, rides, a softball tournament, pancake breakfast, street dance, community picnic and children's events. For more information, call the Lyons Department of Parks, Recreation & Cultural Events, 303-823-8250.

**28** The Business Growth Network Leads group is meeting from noon to 1 p.m. at the Boulder Chamber, 2440 Pearl St. in Boulder. For more information, contact Charlie Fitzsimmons at 303-875-7148.

**30** The Erie Chamber of Commerce is hosting a Commerce Membership Family Picnic from 5:30 to 7:30 p.m. at Coal Miners Park, 470 Cheesman St. in Erie. For more information, call 303-828-3440.

verting to a Roth IRA, but for many individuals a Roth conversion may not be the best strategy. If one or more of the following apply to you, it might be best for you to avoid conversion or to only convert a portion of your retirement account:

- You expect that your tax bracket will be the same, or lower, in retirement.
- You only have a short time frame to take advantage of tax-free compounding before retiring.
- You have projected income needs equal to or greater than the required minimum distributions of the IRA.

Arthur T. Polner is a senior vice president/investment-management consultant/financial adviser at Morgan Stanley Smith Barney in Boulder. He may be

## BUSINESS DIGEST

## OPENINGS

Louisville-based **DaVinci Institute** has opened The Vault, a co-working facility at 511 E. South Boulder Road in Louisville, the former home of Valley Bank & Trust. The Vault will feature both permanent spaces and "nomad spaces" where members pick an available space, set up their laptop and begin work. There will also be a small number of office suites where people will have a key to their own office. In addition to the work spaces, The Vault will offer free Wi-Fi, a coffee bar, conference room and a fully equipped classroom where a full range of small business-related classes are being planned. Members will be given 24/7 access to the space and the front desk will be manned on weekdays from 9 a.m. to 5:30 p.m. Membership prices will range from \$250 per month for the Nomad level to \$600 per month for the largest office suite. For more information contact Deb Frey at 303-666-4133.

## BRIEFS

General Motors Co. reinstated **King Buick GMC** in Longmont as a GM dealership. GM had terminated the dealership during the auto debacle last year. The dealership is operated by Yale King and King Auto Group. Last month, GM reinstated Longmont-based **Hajek Chevrolet** as a dealership.

**Boulder Digital Arts** is partnering with Boulder-based **Chimera**, a designer and manufacturer of lighting products for film, video and still photography. Chimera will provide lighting equipment. to Boulder Digital Arts while Boulder Digital Arts will put Chimera in touch with its network of digital professionals, filmmakers and technology enthusiasts.

Commuters on U.S. Highway 36 and the Diagonal Highway can participate in an incentive program that pays cash for each day they bicycle, carpool, ride transit, vanpool, telework or walk to work instead of driving solo. Participants can earn \$2 per day, as much as \$75 in a 60-day pledge period. For information on how to sign up, visit **36 Commuting Solutions'** website at 36commutingsolutions.org and click on the Drive Green, Earn Green icon.

Denver-based **Graebel Companies Inc.** is using Boulder-based JNBridge's JMS Adapter for .NET with its .NET-based SOA infrastructure in order to implement durable messaging between a broad spectrum of .NET applications and JMS. Graebel is a global relocation and moving services firm.

**Brother Mobile Solutions** in Broomfield launched its new "At your side" Channel Partner Program, which is designed to enable its channel partners to help mobile workforce customers become more productive when providing services in the field. On June 1, Brother Mobile Solutions became 100 percent partner-driven, with the full implementation of its authorized partner structure.

## CONTRACTS

Engineering firm **Stratom Inc.** in Boulder has secured a licensing agreement with the Department of Defense for the development and sale of a small timed firing device that is used to initiate charges and tools. The agreement is through the DOD's Technical Support Working Group and is for Stratom's Tactical Timed Firing Device. Terms of the agreement were not disclosed. The device eventually will be used in the field to neutralize unexploded ordnances and improvised explosive devices.

Longmont-based **Intrado Inc.**, a provider of 911 equipment and emergency communications products, signed the state of Vermont as a customer. The firm, a subsidiary of West Corp., said it will enhance Vermont's 911 emergency telephone system, to help improve emergency response. Intrado said the new system will be based on Internet protocol networking. Intrado said the deployment is expected to be complete by mid-year 2011.

Boulder-based **Justin's** all-natural nut butter is now available in 550 Seattle's Best Coffee cafes.

Boulder-based **Encision Inc.**, a medical-device

maker, signed a purchasing agreement with Brentwood, Tenn.-based HealthTrust Purchasing Group LP to have contractual access to its member facilities. The products designated in the agreement are laparoscopic safety instruments.

The **National Renewable Energy Laboratory** in Golden will help research and test new wind-power technology created by global power-generation company Alstom. NREL will test the performance of Alstom Wind's Pure Torque design, a rotor support concept for wind turbines. The testing will take place at NREL's National Wind Technology Center near Boulder. Financial terms of the collaboration were not released. The research is scheduled to begin in fall 2010 and be completed by mid-2011. After these initial steps, the parties intend to continue their research and development relationship. Alstom Wind, based in Barcelona, Spain, with its North American wind-power business based in Richmond, Va., is a division of France-based Alstom.

Surya Pharmaceutical Ltd. has signed an exclusive marketing agreement to sell Niwof-based **Crocs Inc.**'s "medical" footwear throughout India. Crocs (Nasdaq: CROX) has developed the Crocs Rx Medical shoe, designed for people with general foot problems, and foot conditions created by diabetes and arthritis.

Broomfield-based **Level 3 Communications Inc.** (Nasdaq: LVLT) signed a contract for an undisclosed amount with GlobeNet to provide high-speed Internet service to South America. Level 3 will offer its high-speed Internet delivered via Boca Raton, Fla.-based GlobeNet's underwater cable that connects North America and South America. Level 3 also will provide the content delivery network that will be used by online game publisher UTV True Games.

The National Geospatial-Intelligence Agency has entered a one-year contract to use Longmont-based **DigitalGlobe Inc.**'s Crisis Event Service. DigitalGlobe (NYSE: DGI), a provider of high-resolution earth images, created the service last year to provide timely and accurate pre- and post-event satellite imagery to aid in emergency planning, response and recovery. Terms of the contract were not disclosed.

## GRANTS

The **Colorado Cleantech Industry Association** has received an \$80,000 grant from the U.S. Department of Commerce's Economic Development Administration to develop a clean-tech road map for Colorado. The grant rounds out the \$200,000 needed for the state clean-tech analysis and comprehensive road map. Other funding entities of the plan include the Colorado Economic Development Commission, the Colorado Governor's Energy Office, the Metro Denver Economic Development Corp., the University of Colorado and Colorado State University. The association plans to hire a consulting firm that will examine the state's clean-tech ecosystem, including the research and business strengths, funding landscape, state and local incentives and policies, work force, technology development and laboratory presence that are vital to growing the industry.

## MERGERS &amp; ACQUISITIONS

Broomfield-based **Vail Resorts Inc.** (NYSE: MTN) acquired Mountain News Corp., which operates the online snow sports portal, OnTheSnow.com. Terms of the acquisition were not disclosed. Following the acquisition, Chad Dyer will remain with MNC, continuing to oversee the operations as global managing director. Craig Altschul will continue as global editor-in-chief of the site. After a 30-year career with MNC, Publisher Rob Brown will be retiring from his position, but will be assisting Vail Resorts and MNC through the transition.

## SERVICES

**Creation Songs** in Longmont is offering weekly health and performance meditation classes and practice sessions to the public and businesses. For more information visit online www.creation-songs.com/workplace.php.

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303-466-0013





Tuesday, June 15, 2010  
 Millennium Harvest House Hotel, Boulder  
 8 a.m. - 3:30 p.m. - \$49 per person (includes  
 breakfast and lunch)

Registration begins at 7:30 a.m., followed by the keynote  
 breakfast presentation.

The Green Summit will include panel discussions  
 throughout the morning and early afternoon.

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### 8-9 a.m. - Keynote Address

Reinventing Fire: Speeding our Shift from Fossil Fuels to Efficiency and Renewable Energy.



#### MICHAEL POTTS, PRESIDENT & CEO, ROCKY MOUNTAIN INSTITUTE

Cheap and abundant energy has made possible a way of life unfathomable a century ago. The 20th century saw tremendous growth, new industries and world changing innovations, powered largely by fossil fuels—coal, oil, natural gas. But today, these fuels pose challenges for our economy, environment and security. How do we transition to clean and renewable sources when traditional fuels are so entrenched in our energy system? Michael Potts, CEO of Rocky Mountain Institute, will discuss these challenges and how a whole-systems view reveals opportunities available to transition to an efficient and renewable energy future

### 9:15-10:15

**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.

MODERATOR: **Liz Hansen**, business liaison, city of Boulder

PANELISTS: **Kent Dickson**, senior vice president of engineering, Tendril Networks Inc.  
**Jonathan Koehn**, regional sustainability coordinator, city of Boulder  
**John LoPorto**, president & CEO, Power Tagging Technologies Inc.  
**Michael Reid**, research analyst, E Source, and author of the My Smart Grid Home blog

**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, government programs and tax credits.

PANELISTS: **John Hughes**, partner, Clifton Gunderson LLP  
**Trent Yang**, director of entrepreneurship and business development, University of Colorado Boulder's Renewable and Sustainable Energy Institute

### Noon to 1:45 - 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?

MODERATOR: **Frances Draper**, executive director, Boulder Economic Council

PANELISTS: **Bob Greenlee**, former Boulder mayor  
**Sheila Horton**, executive director, Boulder Area Rental Housing Association  
**Barb Halpin**, public information officer, Boulder County

### 10:30-11:45

**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?

MODERATOR: **Eric Lombardi**, executive director, Eco-Cycle Inc.

PANELISTS: **John Heckman**, director, Five Winds International  
**Tim Krueger**, CEO, PEI  
**Patton Lochridge**, sales and design, Independent Power Systems

**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 fill in confronting climate change?

MODERATOR: **Cindy Schmidt**, chairwoman, CO-Labs

PANELISTS: **Greg Holland**, director, National Center for Atmospheric Research Earth System Laboratory  
**Donald Mock**, deputy director of Earth Science Lab, National Oceanic & Atmospheric Administration

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

MODERATOR: **Martha Roskowski**, program manager, GO Boulder

PANELISTS: **Carter Brown**, CEO, Boulder Electric Vehicle Inc.  
**Audrey Debarros**, executive director, 36 Commuting Solutions  
**Sherrie Merrow**, external relations lead, natural gas economy strategic planning, Encana Oil & Gas (USA) Inc.  
**John Tayer**, public affairs manager, Roche Colorado

### 2-3:15

**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.

MODERATOR: **Chris Shapard**, executive director, Colorado Cleantech Association

PANELISTS: **Deane Little**, CEO, New Sky Energy, Boulder  
**Kate Tallman**, director of technology transfer, University of Colorado at Boulder  
**Sam Weaver**, CEO, Cool Energy Inc., Boulder

**Green-Building: 40 Things You Should Know** — 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.

MODERATOR: **Scott Rodwin**, founding principal, Rodwin Architecture

PANELISTS: **Ron Flax**, project manager, Rodwin Architecture  
**Mike Moger**, president, Boulder Area Realtor Association

### 3:30-5 p.m. - Eco-Heroes Awards

Celebrate with the Boulder County Business Report as it honors seven Eco-Heroes — individuals who are contributing to sustainable business practices.

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