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Serving Boulder and Broomfield Counties
Volume 29 | Issue 14 | June 25 - July 8, 2010



RYAN DIONNE

Peter Hagen, vice president of sales for Boulder Electric Vehicle LLC, explains some features of the company's battery-powered cargo van to Rachel Daly of CBIZ Inc. The van was on display during the Boulder County Business Report's Green Summit held June 15 at the Millennium Harvest House Boulder.

'Green' experts share insights

Talks focus on smart grids, VC, transportation, fuel, construction

BY BUSINESS REPORT STAFF
news@bcbr.com

BOULDER — Proponents of "going green" addressed achievements and challenges facing the movement as business leaders grapple with how to do their fair share in blending business with the environment during the Boulder County Business Report's daylong Green Summit.

About 315 people attended the summit held June 15 at the Millennium Harvest House Boulder.

The following is a recap of breakout sessions on smart grids, clean-tech financing, green building,



transportation and alternative fuels, greenovation and the part federal laboratories based in the Boulder Valley are playing.

Smart Grids: What's next

As keynote speaker Michael Potts pointed out, in the future, energy users will have more choices

■ **Keynote speaker Michael Potts, 9A**

■ **Is Government Going too Far? 11A**

as to how they get their energy and where it comes from.

Jonathan Koehn, Boulder's regional sustainability coordinator, fully agrees with Potts and said smart grids are going to foster that customization, he said during a panel focused on smart grids.

Between smart meters, smart devices and smart appliances, people will be able to better dictate how much energy they use and when — presumably making it cheaper

► See **Green, 9A**

Conoco stretches timeline

Louisville officials plan to speed approval process

BY RYAN DIONNE
rdionne@bcbr.com

LOUISVILLE — Despite delaying the submittal of final plans for its global technology and corporate learning center in Louisville, neither ConocoPhillips Co. nor Louisville officials are concerned.

The energy giant originally planned to submit final site plans by July, but that may be pushed back a month or two, said Louisville City Manager Malcolm Fleming.



Manning

Fleming doesn't expect the plans to be submitted until August or September, though Mary Manning, Conoco's general manager for corporate real estate, said there is no timeline.

"It's going to take us several more months to get to that point," she said.

Manning reiterated that there are no problems or hang-ups in the design process, only that it's taking longer than the company first anticipated to make sure everything is perfect before submitting plans to the city.

"We were probably too aggressive," she said regarding Conoco's timeline.

Still, if the company submits plans to the city this fall, Fleming said city officials will help expedite the process making sure everything is done correctly while allowing ConocoPhillips (NYSE: COP) to begin construction early next year.

The final plan that the city is awaiting provides detailed information about the entire 432-acre campus.

It'll provide building-by-building specs in terms of footprint, number

► See **Conoco, 15A**

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Ball Corp. selling 5 plastic-packaging plants

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

BY BUSINESS REPORT STAFF

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BROOMFIELD — Ball Corp. in Broomfield has agreed to sell its plastic-packaging business to Australia-based Amcor Limited for approximately \$280 million.

The deal price includes \$265 million at closing and \$15 million of contingent payment. Ball's plastics business employs approximately 1,000 at five manufacturing plants in Ames, Iowa; Batavia, Ill.; Bellevue, Ohio; Chino, Calif.; and Delran, N.J.

The transaction is expected to close during third-quarter 2010, depending on the timing of regulatory approval.

The plants manufacture polyethylene terephthalate, or PET, bottles and preforms and polypropylene bottles, as well as associated customer contracts and other related assets.

For the 12 months ended March 28, the business had sales of approximately \$589 million and adjusted earnings before interest and taxes of \$10 million.

Ball (NYSE: BLL) also announced that its board of directors authorized the repurchase by the company of up to 12 million shares of its common stock, replacing all previous authorizations.

BCBRdaily

Hazlitt, two others join HRO

BOULDER — Three lawyers are making a move from Faegre & Benson to Holme Roberts & Owen LLP, a national firm of approximately 230 lawyers headquartered in Denver.

Chris Hazlitt, James Sawtelle and Neal Cohen are now partners of HRO. Hazlitt was the executive partner of Faegre's office in Boulder.



Hazlitt

"The opportunity to join Holme Roberts & Owen was one we could not pass up," said Hazlitt, in a statement. "As a firm that started in Denver over 100 years ago, HRO has deep ties to the Colorado business community. They know our market and they will give us the resources and value our clients want. The Western regional focus, with offices from Colorado to California, is a key differentiator of the firm, and we like their strategic plan of being

an impact player in those markets. We couldn't be more pleased."

Hazlitt works with early stage and middle-market companies in the Rocky Mountain region to buy, sell and finance assets and businesses. His practice has three main areas of focus: technology, natural foods and the outdoor industry.

Sawtelle's practice is nationwide in scope, and representative of clients ranging from individuals, to small businesses, to Fortune 500 companies.

Cohen's practice focuses in the areas of class actions, intellectual property litigation, securities and financial litigation, trade secrets litigation, and probate matters in trust and estate litigation.

Dot Hill Systems cutting costs

LONGMONT — Dot Hill Systems Corp. is closing its California office and reducing employee wages company-wide in an effort to become profitable.

As part of the closure, announced in 2008, an undisclosed number of employees will be relocated to the company's Longmont headquarters, said Hanif Jamal, the company's chief financial officer.

Currently, Dot Hill (Nasdaq: HILL) has about 200 employees at its Longmont campus, and, though he wouldn't disclose current numbers, Jamal said it had about 150 employees

in California at its peak.

In addition to closing its 58,000-square-foot office in Carlsbad, Calif., the company is reducing executives' wages by 10 percent and all other employees' wages by 5 percent. Dot Hill also cancelled its employee bonus program. Jamal said future lay offs have not been ruled out.

"We wanted to accelerate our return to profitability," Jamal said.

Dot Hill anticipates incurring between \$300,000 and \$500,000 in severance costs, but expects to save between \$200,000 and \$350,000 over the next few years by closing its California office, Jamal said.

Longmont firm raises \$2.6 million

LONGMONT — Irrigation Water Technologies America Inc. closed a \$2.6 million series A round of financing from undisclosed angel investors.

The Longmont-based distributor of underground irrigation systems, which also develops related technologies, started raising the round in October, said Collis Woodward, the company's chief financial officer.

Woodward said the company hopes to be cash flow positive before the \$2.6 million is gone, but wouldn't give an exact timeline. He said Irrigation Water plans to use some of the money to develop new technologies, including making

► See **BCBRdaily**, 10A

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RMI pleads guilty to illegal exporting

Lafayette optical firm fined \$1 million, put on 5-year probation

BY DOUG STORUM
dstorum@bcbr.com

LAFAYETTE — Rocky Mountain Instrument Co. based in Lafayette

pleaded guilty to one count of knowingly and willfully exporting defense articles without a license.

The company was sentenced to forfeit \$1 million and spend five years on probation for its criminal conduct.

Attorneys for the corporation appeared in court June 22 to tender the guilty plea to Chief U.S. Dis-

trict Court Judge Wiley Y. Daniel. RMI was originally charged on March 17.

According to court documents, between April 1, 2005 and Oct. 11, 2007, RMI knowingly and willfully exported and caused to be exported from the United States to Turkey, South Korea, the People's Republic of China and Russia, defense arti-

cles without having first obtained a license or written authorization for such exports from the U.S. Department of State.

The items included prisms and technical data related to various optics used in military applications, which were designated as defense articles on the U.S. Munitions List.

► See **RMI, 15A**

Gluten-free beer



JONATHAN CASTNER

Pedro Gonzalez decided to launch New Planet Beer in Boulder that makes gluten-free beer after being diagnosed with celiac disease, an autoimmune disorder that requires a gluten-free diet.

Craft brew making healthy splash in Colorado

BY ELIZABETH GOLD
news@bcbr.com

BOULDER — Seven years ago Pedro Gonzalez received a diagnosis that explained his ongoing health problems: celiac disease. Treatment for the autoimmune disorder requires strict adherence to a gluten-free diet.

"It was good news and tough news at the same time," Gonzalez says. "The good news was that I found an answer to my symptoms. The tough news was that I'd have to do without beer and pizza."

The Celiac Disease Center estimates that the illness affects at least 3 million Americans. Add to that the number of people who suffer from gluten sensitivity, and you've got a good market start for a product.

To meet the need, Gonzalez and his wife, Seneca Murley, launched New Planet Beer with their first product — gluten-free

Tread Lightly Ale, an American Pilsner-style beer — in Boulder in September 2009.



COURTESY NEW PLANET BEER

New Planet Beer's first two gluten-free beers are Tread Lightly Ale and 3R Raspberry.

"The name New Planet is rooted in our desire to do good things for the planet," Gonzalez says. Both he and Seneca come from environment-focused backgrounds.

The plan is to connect each beer

they produce to an organization that focuses on revitalizing the planet and donate portions of the proceeds to that effort. Tread Lightly refers to the responsible use of public lands. The company's second beer — 3R Raspberry — stands for reduce, reuse and recycle.

"Off The Grid IPA will focus on organizations that are doing things to promote alternative energy," Gonzalez says. "We're planning to launch that one on Labor Day."

Organizations like the Wildlands Restoration Volunteers will benefit from New Planet Beer sales. Current funds are slated to support the restoration of the Betasso Preserve west of Boulder.

"We're still deciding on how to pick organizations and what the ongoing percentage will be," Gonzalez says. "The big vision is on how to grow nationally and have local outfits get the benefits."

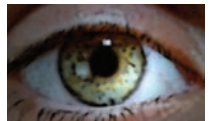
Roy Emmons, retired master
► See **Beer, 10A**

Best buns seal awarded to Rudi's Organic

In a recent taste test of whole wheat hamburger buns, Good Housekeeping Research Institute's Test Kitchen awarded Rudi's Organic Bakery's 100 percent whole wheat buns top honors.

The Good Housekeeping Test Kitchen tasted eight brands to see which were worthy of a summer cook-out. With just 160 calories per serving, tasters appreciated Rudi's buns for their "real whole wheat flavor" and "pleasantly hearty" heft.

THE EYE



"Our 100 percent whole wheat buns provide a nutritious and tasty alternative for anyone looking to make a healthier choice when grilling out," said Doug Radi, vice president of marketing for Rudi's Organic Bakery. "Moms can feel good about choosing our buns, too, because like all of our baked goods, they are made with only the highest quality, organic ingredients. When we say 'we are baked on the bright side,' it means we use all of the good stuff and none of the bad."

According to Good Housekeeping, these whole grain buns are packed with fiber, protein, and other nutrients, which can lower your odds of developing heart disease and type 2 diabetes if you eat three ounces of them every day.

Whole Foods pulled a California company's kombucha tea from its shelves because it's concerned that the tea has "slightly elevated" alcohol levels.

Apparently if the sweetened tea sits too long it'll ferment turning it into what The Eye affectionately refers to as Kom-booze-cha tipsy tea.

In the spicy ice cream department, Boulder-based Bhakti Chai, a maker of teas, has created Bhakti Chai Chip. It uses organic fresh-pressed ginger juice, freshly milled organic cardamom, and Bhakti's signature spice blend. Bhakti had Boulder Ice Cream create the treat studded with chocolate morsels.

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Founder regaining ownership of Alfalfa's Market in Boulder

Whole Foods Market relinquishing natural food store

BY BUSINESS REPORT STAFF
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BOULDER — A-M Holdings LLC, the holding company for Alfalfa's Market, received approval from the Federal Trade Commission to acquire the Whole Foods Market store at 1651 Broadway in Boulder, as well as the Alfalfa's Market name and intellectual property.

This transaction is the culmination of a several-year negotiation between Whole Foods Market Inc. (Nasdaq: WFMI) and the FTC that required Whole Foods Market to divest certain stores and other assets obtained in the 2007 merger with Wild Oats Markets.



Retzloff

The purchase price and other details relating to this transaction are not being disclosed.

"We are thrilled to bring Alfalfa's back to our hometown of Boulder in the exact location where it all started," said Mark Retzloff, co-founder of Alfalfa's Market. "As Boulderites ourselves, we will be able to directly address the needs of this community with our passion for natural and organic food, and healthcare products. We are working with a team of seasoned foodies, retail and organic industry pros to develop a new, state-of-the-art retail experience while maintaining the local, all-natural and community market feel Alfalfa's was always known for."

At the end of July, Alfalfa's Market will obtain ownership of the store at Broadway and Arapahoe Avenue, which will close for an extensive remodel. The store is expected to re-open as Alfalfa's Market by the end of 2010.

Founded in Boulder in 1983, Alfalfa's Market grew to be one of the nation's leading-edge natural products retailers throughout the 1980s and 1990s. With 11 stores and an iconic reputation for being a community gathering place filled with an infectious passion for natural and organic

foods, Alfalfa's Market was acquired by Wild Oats Markets in 1996.

Now, 14 years later, Retzloff, Barney Feinblum and Hugo van Seenus have resurrected the Alfalfa's name. Retzloff said the new store will be true to its roots as a Boulder-owned and operated natural foods market. While the store will be modernized, it will retain the same passion, adherence to strict product standards and true community market experience that Alfalfa's was known for.

After Alfalfa's merger with Wild Oats, Retzloff went on to become a co-founder of Horizon Organic Dairy. There he served as chairman, chief executive and president. He then became chairman of Rudi's Organic Bakery where he helped execute a successful turn-around. Most recently, Mark co-founded Aurora Organic Dairy, and currently serves as chairman of the organic dairy products company.

Feinblum currently is a managing director of Greenmont Capital Partners and serves on its investment committee. He is also founder and President of Organic Vintners, an importer of organic wines. Prior to that, he served as president and CEO of Horizon Organic Dairy, and led the company through its initial public offering. Feinblum also spent 17 years at Celestial Seasonings.

van Seenus started as a founding partner of the first two natural and organic food stores in Amsterdam. He moved to the U.S. in 1972 and worked for Erewhon Natural Foods. Erewhon was one of the first vertically integrated companies dedicated to natural foods that contracted with farmers, and managed manufacturing, distribution and retail.

In 1974, Hugo co-founded one of the premier and pioneer natural and organic foods chains, Bread and Circus. Bread and Circus was eventually acquired by Whole Foods Market. Hugo moved to Washington D.C. in 1980 and opened Hugo's Natural Foods Market, which he owned and successfully operated until the store was sold in 1990. He moved to Santa Barbara, Calif. and co-founded Lazy Acres Market in 1990.

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Software tracks false alarms, bills offenders

Boulder firm created way to analyze data, create citation invoice

BY HEATHER McWILLIAMS
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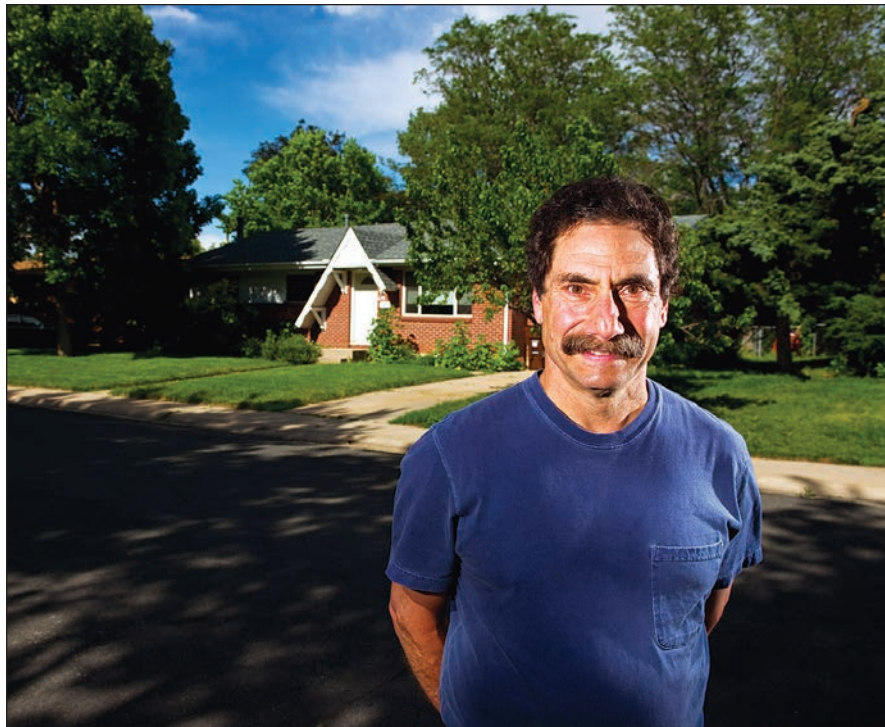
BOULDER — Each day thousands of police officers across the country rush to homes and businesses in response to burglar alarms only to discover an animal or person accidentally tripped the security system prompting a false alarm.

Boulder-based Digital Design Group Inc. combats this false alarm epidemic with software designed to track and bill the worst offenders.

“False alarms are a huge problem in North America and probably a global problem with 95 to 99 percent of alarms being false,” said Norma Beaubien, a nationally recognized expert in curbing false alarms and director of the Montgomery County, Md. police department’s false alarms reduction section.

Each false dispatch wastes officer time, puts officers at risk and costs money, yet tracking and penalizing chronic false alarm offenders is a chore.

“It’s virtually impossible to do manually,” said Beaubien, pointing to the time it takes to analyze the data, enter it



JONATHAN CASTNER

Ben Binder, president of Boulder-based Digital Design Group Inc., created software that connects with a police department’s computer system, tracks true and false alarms by address, organizes the data and can even spit out a citation invoice for offenders customized with the police department’s logo and tailored to an area’s specific false alarm ordinances.

into a spreadsheet and bill offenders.

Digital Design Group’s False Alarm Reduction Software effectively eliminates the human component in tracking false alarms. The software connects with a police department’s computer system, tracks true and false alarms by address, organizes the data and can even spit out

a citation invoice for offenders customized with the police department’s logo and tailored to an area’s specific false alarm ordinances, said Ben Binder, president of Digital Design Group.

The False Alarm Reduction Association, a national organization dedicated to reducing false alarms,

recently recognized Binder and his software for their false alarm reduction efforts.

Launched in 1981, Digital Design Group primarily creates software for large entities, such as the state of Colorado, used to track and manage lands and programs used by oil and gas permitting agencies, Binder said. He first heard of the false alarm epidemic more than a decade ago while attending a Boulder City Council meeting.

“I thought, gee if tracking paperwork is such a big problem, maybe my little firm should build some software to address the problem,” Binder said. He spent time between projects researching false alarm issues, studying alarm ordinances from across the country and attending meetings for law enforcement and public entities interested in the problem. He discovered a niche.

“I was informed there was a need for smaller jurisdictions, smaller municipalities with 5,000 alarm sites,” Binder said. The company designed the software, and Binder made his first sale between ski runs to the Snowmass Village Police Department in 2004. Digital design software is now in use in a handful of areas across the nation.

“The software is meant to work in conjunction with ordinances the city passed,” Binder said. Some city ordi-

► See **Alarms, 8A**

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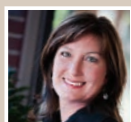
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State law crimps medical-marijuana shops

Municipalities have option to ban or allow sale of pot

BY RYAN DIONNE
rdionne@bcbr.com

BOULDER — Now that the state has spelled out many of its medical marijuana laws, municipalities in the Boulder Valley are figuring out what will work best for them.



MEDICAL MARIJUANA

For some, that means banning pot all together. For others, it likely means changing local laws. And for others, it means extending moratoriums until more details come from the state.

Though there are more intricacies than this, House Bill 10-1284, which was passed in May, requires medical-marijuana dispensaries to grow at least 70 percent of their pot by Sept. 1. It placed a one-year moratorium



BOBR FILE PHOTO/MICHAEL MYERS

A new state law requires medical-marijuana dispensaries to grow at least 70 percent of the pot they stock.

starting July 1 on the state's accepting of applications for new medical-marijuana dispensary licenses, and restricts primary caregivers to five patients.

Already, Superior banned medical marijuana, and Broomfield will likely follow suit.

Bill Tuthill, Broomfield's city and

county attorney, said the city council directed staff to prepare an ordinance that would ban medical marijuana in Broomfield. And there has been very little, if any, outcry from residents — as was the case in Superior.

In the case of Superior, and Broomfield if pot is banned, residents can

collect signatures from at least 15 percent of registered voters who cast ballots in the last general municipal election to get the issue on the November ballot.

If enough signatures are collected from people wanting an ordinance that legalizes medical marijuana, the town board or city council either votes for or against it. If they vote for it, it becomes law. If they vote against it, it's put on the ballot.

But neither Superior nor Broomfield officials expect that to happen.

Both Longmont and Lafayette are taking a backseat approach by extending current moratoriums.

Late last month Longmont extended its moratorium through June 30, 2011 to buy time until the state hands down more directives. And Lafayette is scheduled to have its second reading of a proposed moratorium extension through June 29 for the same reason.

Other local cities like Louisville, which extended its moratorium through June 30, 2011, need to decide whether to ban medical-marijuana businesses or regulate them. At present, Louisville prohibits the growing of medical marijuana.

With the state requiring dispensaries to grow 70 percent of their product, it poses a problem for the businesses.

"They need to figure how to com-

► See **Crimps, 7A**

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RTD hires group for FasTracks rail project

BY RYAN DIONNE
rdionne@bcbr.com

DENVER — The Regional Transportation District signed a \$2 billion contract with Denver-based Denver Transit Partners to finance, design, build, operate and maintain FasTracks commuter rail lines from, primarily, Union Station in Denver to Denver International Airport and Wheat Ridge.

In addition to the East Corridor and Gold Line, the contract also includes two miles of the Northwest Rail Corridor that's slated to extend from Denver to Longmont, about 50 new electric-powered railcars and a rail-maintenance building.

Denver Transit Partners' proposal is \$300 million lower than RTD's budget estimate and it plans to open the line to DIA by January 2016, 11 months ahead of RTD's deadline.

Denver Transit Partners' proposal along with RTD's project costs total \$2.085 billion, compared with RTD's budget estimate of \$2.385 billion.

Irving, Texas-based Fluor Corp. (NYSE: FLR), expects all the financing to be secure by the end of the year. Funding has been the biggest hurdle with the proposed FasTracks commuter rail service.

RTD has experienced major budget shortfalls as tax revenue decreases and the cost of construction increases putting in jeopardy the line's extension to Louisville, Boulder, Gunbarrel and Longmont.

In addition to Fluor, Denver Transit Partners is a consortium comprised of Australia-based Macquarie Group Ltd. as well as others like Denver-based Balfour Beatty Rail Inc. and Burnsville, Minn.-based Ames Construction Inc.

DENVER TRANSIT PARTNERS' proposal is \$300 million lower than RTD's budget estimate and it plans to open the line to DIA by January 2016, 11 months ahead of RTD's deadline.

Early construction work, such as relocation of utilities and freight tracks along the East Corridor, is projected to start by late summer.

Two teams spent the past two years working on proposals. RTD will pay the other team, Mountain-Air Transit Partners, a \$2.5-million stipend in exchange for the intellectual property in its proposal. That gives RTD the

option to use cost-saving ideas from the nonselected proposal.

The two proposals were evaluated for two months by more than 120 people including RTD staff and representatives of cities and counties on the Eagle corridors — Adams County, Arvada, Aurora, Denver, Westminster and Wheat Ridge — along with staff from the Colorado Department of Transportation and DIA. RTD had technical, financial and legal input from consultants Jacobs Engineering, Goldman Sachs, J.P. Morgan and Freshfields Bruckhaus Deringer.

"This is a significant, prestigious and strategic selection," said Patrick Flaherty, head of Fluor's Infrastructure business. "We expect this to be the first of many public-private partnership transit projects procured under the available method in the U.S. in the coming year."

CRIMPS from 6A

ply with the state requirements," said Malcolm Fleming, Louisville's city manager. "I think that provision creates something that the dispensaries have to deal with."

Nederland is having an issue too.

Another state law prevents medical-marijuana businesses from operating within 1,000 feet of a school

or day care center. But because Nederland is a small community, that's nearly impossible, said Nederland mayor Sumaya Abu-Haidar.

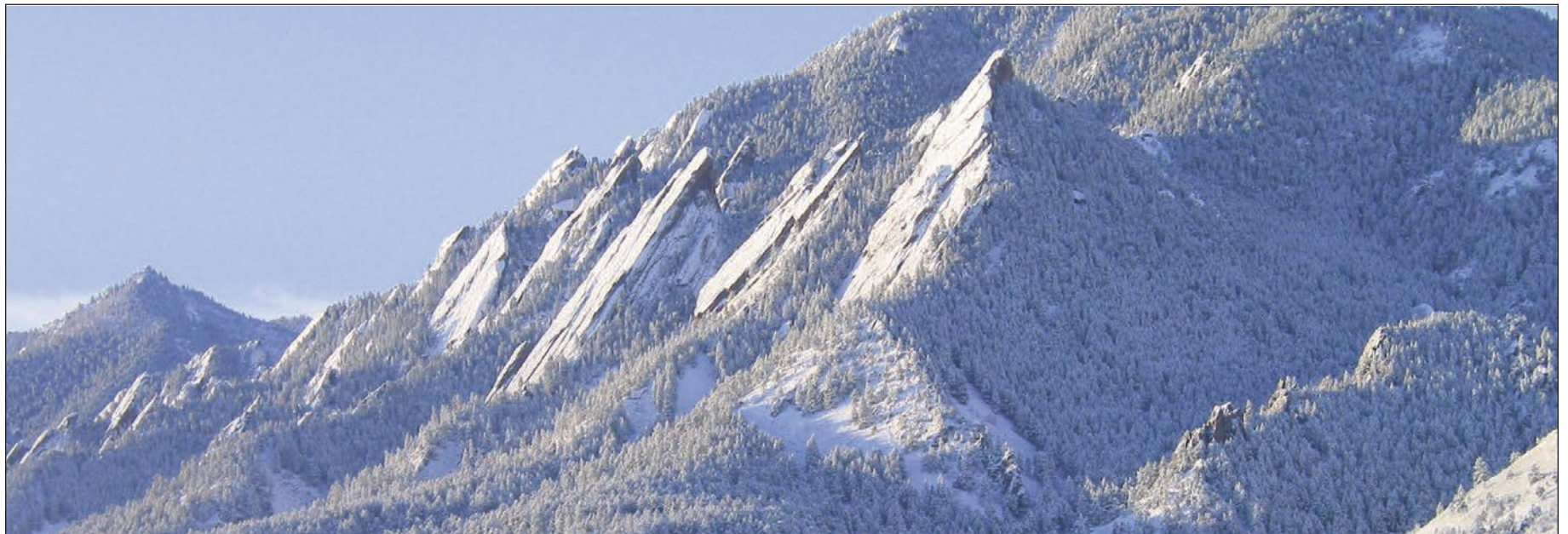
Fortunately, the House Bill includes a provision enabling municipalities to implement their own laws — such as reducing the distance between dispensaries and schools or day care

centers, she said.

But Kathy Haddock, Boulder's senior assistant city attorney, said the wording is still unclear, leaving cities and towns to interpret the law for themselves. If the state law says one thing and hundreds of municipalities throughout the state say something else, knowing who will enforce what is difficult, she said.

Boulder's in the midst of deciphering the bill and figuring out how to mesh it with the city's existing laws, but it's not easy for the city officials or medical-marijuana businesses.

"Even when you're trying to do the right thing, how do you know what that is," Haddock said regarding marijuana businesses.



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Registration begins for Corporate Challenge

LOUISVILLE - The fourth annual Freeman Myre Corporate Challenge is scheduled for Wednesday, July 28, at the Colorado Technology Center in Louisville.

The race, which determines the fastest company in Colorado and promotes both teamwork and exercise among local companies in the Boulder and Denver area, will encompass a Sunset 5K, one-mile walk and an Elite Criterium 5K. Proceeds from the race benefit the "I Have a Dream" Foundation of Boulder County.

The Corporate Challenge, open 5K and individual walking division will begin at 6 p.m., followed by the

Elite Criterium 5K at 6:45 p.m. An awards ceremony and post-race party will follow. Participants are also invited to join in the Bella Energy Business Expo from 5:30 to 7:30 p.m.

The corporate challenge is a competition among individuals and companies, within the Sunset 5K. Four team categories include: male, female, coed and future employees.

A "Future Employees" division for those currently in a job transition is also available. The first 10 teams to register for this division will receive a discount. Individual runners are also encouraged to register. Some of the fastest, local professional runners and triathletes will

compete in the Elite Criterium race for \$2,600 in prize money.

Team registration will close Tuesday, July 27, at midnight. Mail-n registration must be received by Saturday, July 24. Online registration will close Tuesday, July 27, at midnight. Walk-in registration begins June 28 through noon Monday, July 26, for teams and individuals at Solepepper Sports in Louisville, Road Runner Sports in Westminster, and Fleet Feet and Boulder Running Co. in Boulder.

For more information on the race or to register, visit www.fmcorporatchallenge.com. For information on booth space, please contact 720-837-1122.

ALARMS from 5A

nances detail the number of permitted false alarms per address and outline consequences for habitual offenders, such as a monetary charge. Digital Design's software can be adjusted for each city's regulations.

False alarms don't just waste officer time; they can be dangerous as well. Multiple false alarms give officers a false sense of security when going out on an alarm call.

"You do 20 of those, and you naturally assume it's another false alarm," Binder said. "You let your guard down, and you show up to one and find an armed felon."

Financially, each false alarm costs up to \$100 considering the officer, dispatcher and cruiser time, Binder said.

For a city with 2,000 false alarms per year that's a potential \$200,000 savings.

Boulder police faced a false-alarm rate more than 99 percent last year, said Chief Mark Beckner of the Boulder Police Department. Everything from pets, owner re-entry, cleaning crews, user error, thunder, wind, moving store displays and even birds can trip alarms.

Boulder police began working closely with the alarm industry several years ago, Beckner said, in an effort to reduce the incidence of false alarms. They now require alarm companies to verify alarms by calling several phone numbers before officers are dispatched.

Previously, many alarm companies made only one call to the home or business, and then notified police. Now they call a secondary number, such as a cell phone, a process known as enhanced call verification.

"This gives the person a chance to say, 'Oh, yeah, the roofer is there,'" said Beaubien. In 2009, Boulder racked up 2,007 alarms. Nearly 1,500 were verified as false before police dispatched an officer. Officers responded to 765, and only 19 proved actual intrusions or attempted intrusions, Beckner said.

Beckner isn't opposed to city ordinances targeting false alarms, but cites the personnel time needed for tracking, billing and collections as a deterrent from that system. Just the problem Binder's software aims to solve. Even for cities already using enhanced call verification, false alarm software can further reduce the problem, Binder said.

"If the program is run well it will reduce false alarms by another 40 to 50 percent," Binder said.

Larry Halpern, president of Safe Systems, a Front Range security system company, said a team approach between law enforcement, the security industry and consumers is essential, and even tax payers have a stake in fixing the problem because of the expense involved in false alarm dispatches. He worked closely with Boulder police to on its false alarm reduction plan, Halpern said.

"With resources changes in recent years, false alarms are everybody's problem," Halpern said.



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GREEN from 1A

for the user and better for the energy company and environment.

Every year, businesses collectively lose about \$800 billion per year because of outages, Koehn said. Smart grids are supposed to alleviate that.

In the coming years, panelists said real-time energy, gas and water monitoring will significantly improve, which will increase user participation and make it easier to implement.

One problem that needs to be addressed in the meantime is compatibility. Because different smart grids are set up different ways, it's harder for appliance, device and application makers to create universal products that can be used across all platforms.

— Ryan Dionne

Clean-tech finance

Panelists in the Clean-Tech Finance session outlined a variety of options for financing of clean-tech ventures. John Hughes, a partner with Clifton Gunderson LLP, outlined numerous incentive programs offered by local, state and federal governments, including incentives for clean-tech companies, as well as energy-efficiency incentives for businesses and consumers.

Using one hypothetical example of a company taking advantage of multiple incentives and tax breaks, Hughes estimated potential tax savings of more than \$56,000.

Trent Yang, director of entrepreneurship and business development at the University of Colorado's Renewable and Sustainable Energy Institute, said there has been a significant decline in venture capital available nationally for clean-tech ventures, and that the decline has been even more significant in Colorado.

But he highlighted innovations that still emerge from federal laboratories and research universities. He said it's key for clean-tech entrepreneurs to seek funding from out of state and strategic investors, as well as to lobby for federal funds.

Ken Fugate, founder and senior vice president, venture banking Rocky Mountains, Square 1 Bank, and David Moll, co-founder, Infield Capital, said lenders for clean-tech ventures sometimes rely on the due diligence of equity investors. Sound relationships with equity investors allow a company to bring on more debt.

Additionally, clean-tech companies that are using funds for a pilot plant will require greater equity investment, as will companies targeting a consumer space vs. enterprise, or business, applications.

The panel was moderated by Mark Weakley, a partner with Holme, Roberts & Owen LLP.

— Chris Wood

Green building

Each of the panelists at Green Building: 40 Things You Should Know, offered 10 things to know when considering green building.

Elizabeth Vastka, business sus-

Potts on energy: 'Changes have to happen'

BY DOUG STORUM

dstorum@bcbr.com

BOULDER — It's going to take a new way of thinking to shift from fossil fuels to energy efficiency and renewables, according to Michael Potts, president and chief executive officer of the Rocky Mountain Institute in Boulder.



Potts delivered the keynote speech, kicking off the Boulder County Business Report's third annual Green Summit on June 15 at the Millennium Harvest House Boulder.

"Our problems are complex, and we need new ways of solving them," he told a crowd of about 250 people. "Changes have to happen," he said, pointing out that current energy sources and delivery systems are inefficient and problematic.

He said the 20th century will go down as the fossil fuel age.

"We have incredible abundance, a huge victory. Hooray for us," he said, referring to the advances the country has made in the last 100 years, citing food delivery systems, large homes and "flying wherever you want to go. ... But we have issues," such as

sustainability coordinator for the city of Boulder, discussed the Commercial ClimateSmart Loan program through the city and county of Boulder that offers business rebate incentives up to 70 percent or \$10,000 for energy efficiency and renewable energy measures.

Of the \$25 million Boulder County received from a Department of Energy grant in April, \$5 million will go into Boulder County's commercial building sector.

Another program being implemented is EnergySmart@Work, a countywide energy-efficiency program for property owners and tenants that offers financial incentives and technical assistance to help businesses improve energy efficiency.

Yael Gichon, residential sustainability coordinator for the city of Boulder, discussed the Two Techs and a Truck program, a climate-action program through the city that will use \$7 million of the \$25 million from the Department of Energy.

The program includes two techs and a truck, microloans, simplified energy retrofits, a central call center, services for all building types and ownership situations, subsidized energy audits and an energy concierge service for residential and commercial property owners.



RYAN DIONNE

Michael Potts, president and chief executive officer of the Rocky Mountain Institute in Boulder, said, "Our problems are complex, and we need new ways of solving them," during his keynote speech at the Green Summit.

climate change, how we access oil and how we go about changing the way we go about solving these problems.

He said experts contend that 70 percent of the climate-change problem is due to dependence on fossil fuels. And that 75 percent to 90 percent of fossil fuels used are wasted along the delivery system through inefficiencies at the power plant, distribution systems to the equipment needing the fuel.

"The challenge we face is implementing existing wind, solar and other renewable energy sources into bigger systems. It's going to take whole-systems thinking and team-

Ron Flax, associate and project manager for Rodwin Architecture in Boulder, addressed the residential side of green building. On his list of ten things to know are: avoid burning fossil fuels to heat and cool a home; put money into the part of a house that separates the inside from the outside; build a house that will be around 70 years from now; and build no more than needed.

According to Mike Moger, president of the Boulder Area Realtor Association, home values in Boulder are steady. Even though building green is popular, no one knows yet how geothermal, solar and wind measures affect a home's value. But, he said homeowners want to build and update a home in consideration of the community's greater good rather than individual tastes or gain.

— Beth Edwards

Greenovation

Colorado ranks third in the nation for clean-tech investments, according to Chris Shapard, executive director of the Colorado Cleantech Industry Association.

But despite that, funding is still sparse making it the biggest challenge for local entrepreneurs, panelists said.

From carbon capture companies

work," including collaboration among competing companies and industries to transition to clean and renewable sources when traditional fuels are so entrenched in our energy system.

He said areas we should focus on are transportation, buildings, engineering and electricity.

He said the auto industry needs to retool and redesign all types of vehicles; that retrofitting old buildings for energy efficiency would be a great thing; how engineering is taught and practiced must undergo a revolution; and coal and nuclear power as a main source for electricity generation must be replaced with renewable energy. "We need new technologies to harness solar," he said.

"We need to rethink our systems, starting with the end-users and work our way back. When use is diminished we may not even need the system that currently is in place," he said. He said we must reduce demand on systems to create efficiency and then replace the system. "You must eat your efficiency vegetables before you get your renewables dessert."

Potts said there probably will need to be a transitioning in the American lifestyle to reach these goals. "I personally think we can be much happier with less stuff," he said.

The Rocky Mountain Institute is an independent, nonprofit organization. It is a group of industry experts and engineers that work with companies worldwide to drive a profitable transition from coal and oil to efficiency and renewables.

to biofuel businesses and solar developers, the Boulder Valley has about 30 green-related startups, said Sam Weaver, Cool Energy Inc.'s president and chief executive officer.

Many small green-related companies in the area are dependent on government funding because their endeavors don't have the quick, sizable return that many investors want.

While money is money no matter where it comes from, government grants don't pay to commercialize products, said Kate Tallman, the University of Colorado's technology transfer director.

Tallman said money or programs to help with commercialization would help the local green scene and help keep startup companies in the area.

— Ryan Dionne

Transportation, alternative fuel

The projected funding gap for 2017 is \$2.4 billion to finish the FasTracks commuter rail project by 2019.

The deficit may be funded by a sales tax increase in 2012, according to John Tayer, public affairs manager of Roche Colorado and RTD board of directors representative for District 0.

FasTracks initially was scheduled for completion in 2017. If voters do

► See **Green, 11A**

ON THE JOB



Baumunk



Cochran



Gillogly



Johnson



Pin

HIGH TECH

Boulder-based Confio Software, a developer of database performance solutions, hired **Thomas**

LaRock, considered an SQL server expert within the industry.

MANUFACTURING

Tennis-racket manufacturer Babolat based in France hired **Jérôme Pin** as managing director of Babolat USA. Pin will oversee the sales, marketing, logistics/supply chain and administrative departments for the company's operations based in Boulder.

REO Inc., a Boulder-based manufacturer of high-volume precision optical solutions, has appointed **Mark Notarfrancesco** to the newly created position of vice president of manufacturing operations. Notarfrancesco will direct all aspects of the company's optics fabrication, thin-film coating and optomechanical assembly operations. Prior to joining REO, Notarfrancesco developed and implemented multiple technology capabilities to support microelectronics manufacturing at Intel Corp.

NONPROFIT

eTown, a national radio broadcast and nonprofit media company in Boulder, appointed veteran fundraiser **Patricia Prevost** as director of development. Previously, Prevost was vice president of development for Colorado Public Radio.

Impact on Education, a nonprofit organization supporting education, added new members to its board of directors. They are **Heather Balsler**, city of Louisville deputy city manager; **Angelique Espinoza** of Wealth Baristas and former Boulder city council member; and **Emilio Suarez**, software engineer with Atrato Inc. Leaving the board are **Becky Gamble** and **Ann Goldman**. Officers for 2010-11 are **John Wyatt** of Wyatt Construction, board chairman; **Sol Halpern** of Highlander Wealth Services, chairman-elect; **Rick Nelson** of Wells Fargo, secretary; and **Mike Devery** of Silicon Valley Bank, treasurer.

Alan Kaplan is the new director of Colorado Immigration Rights Coalition based in Denver. Kaplan replaces Chandra Russo.

OTHER

Tim Dahltorp has joined vcfo Inc. as managing director of the Texas-based company's Colorado office located in Denver. Dahltorp will manage the overall operations of the Colorado office, build the team, and refine and extend the local vision and vcfo brand. vcfo is a professional services firm offering finance, recruiting and HR solutions.

BEER from 3A

brewer for Rock Bottom Brewery, serves as brew master for Planet Beer's gluten-free libations. "It was harder than he thought to come up with gluten-free beer," Gonzalez says. "Sorghum is bitter but not like hops. We're crafting traditional taste and character out of untraditional grains."

As a contract brewer, New Planet started brewing batches with Twisted Pine in Boulder. When production increased, the company decided to move the brewing process to Fort Collins Brewery in April.

New Planet beers are now in 25 liquor stores and restaurants in Boulder and 375 stores and restaurants statewide. The company sells about 1,500 cases a month and is distributed by the Republic National Distribution Co.

"Up until RNDC, we were distributed from the back of my truck," Gonzalez laughs. "It was fine in the winter when it was cold, but the summer was going to be a challenge."

He describes the distribution model as an "offer for sale," meaning they tell prospective buyers about the products and ask if they'd like to order some rather than setting sales quotas and goals first.

"We want to grow in the more traditional craftbrewers sense," he explains. "That means we'll introduce one label and sell it and then introduce another — and respond to people from other states saying they want our beer there."

The model means they'll listen

to customers and provide what they want rather than developing a plan to sell in a certain number of states, he adds.

"A real craftbrewer creates more than one product and relies on this kind of organic growth."

Because of this approach, Gonzalez says it's hard to make sales projections. "I don't know where we'll be next year, but we'll certainly be breaking even by the end of 2010."

The startup shows great promise at this point. Within six weeks the company went from 35 customers to 375. It currently is only available in Colorado with future plans to expand beyond state lines.

Each batch of New Planet Beer is tested for gluten at Microbac Laboratories Inc. in Boulder, a division of Hauser Laboratories, and because of the gluten-free label, the beers are regulated by the FDA. That means the actual ingredients and a nutritional panel comes with each beer.

As co-founders, Gonzalez and his wife started the company with \$250,000 — a collection of personal funding with help from friends. They currently have one employee and work with various contractors and a board of advisers.

Gonzalez's background includes eight years in finance with the Nature Conservancy and seven years as the business manager of Friends' School in Boulder. Seneca worked as a business manager for the Rails-to-Trails Conservancy in Ohio.

BCBRDAILY from 2A

the irrigation system fully automated.

The company also plans to hire sales and marketing, field operations and warehouse employees in the next few months. Currently 14 people are employed there.

Irrigation Water Technologies America has an agreement with Australia-based Irrigation & Water Technologies Pty Ltd., which developed the system. Besides distributing and overseeing the installation of the underground systems, the company develops its own technology with, and apart from, the Australian company.

Wall Street on Demand acquired

BOULDER — Wall Street On Demand in Boulder will be acquired by London-based Markit Group Ltd. for an undisclosed amount, the companies announced Wednesday.

Wall Street, previously owned by Goldman Sachs Group Inc., likely will keep its name and continue operating as a separate entity with all its employees remaining in Boulder, said Jim Tanner, Wall Street's president and chief executive officer.

"Markit is buying us to do what we do," Tanner said.

He said Goldman was approached by "a handful" of companies interested

in buying the Boulder company. At that time, Goldman initiated a sales process, and Markit won the bid, Tanner said.

Financial details of the deal were not disclosed.

Though the deal hinges on normal closing conditions, Markit, a financial information services provider, expects it to close "in the coming weeks."

Wall Street On Demand designs, develops and hosts websites, reports and tools for the financial services industry.

TeamSnap raises \$700,000

BOULDER — TeamSnap Inc., a Boulder-based startup that helps organize teams and events, raised a \$700,000 series A round of financing led by Centennial venture capital firm eonBusiness Corp.

Dave DuPont, TeamSnap's founder and chief executive officer, said the company could have raised more money but didn't need to. "We actually turned down some," DuPont said.

The company, which was profitable until recently when it decided to invest more money in new features, is still making enough money to break even operationally, he said.

Some of those new features include developing a mobile solution to allow

users to stay in touch while at the event or game, as well as to better integrate with clubs and leagues.

Founded in May 2009, TeamSnap helps organize and keep track of team members, team communications and team events before, during and after the event.

Naropa cuts budget, staff

BOULDER — Naropa University in Boulder has laid off 23 employees from its administrative and academic support staff as a result of a \$1.2 million cut from its \$22 million annual budget.

Employees were notified June 15.

"Several individuals were offered the opportunity to stay with the university in a different role," said Barbara Schmid, assistant vice president at Naropa.

A number of vacated faculty positions will remain unfilled as the Division of Academic Affairs continues to work on a long-term academic reorganization plan. Tuition was not increased beyond the annual 6.5 percent increase approved by the Board of Trustees in February.

"This has been a very difficult time for the Naropa University, but, these are necessary changes that align our expenses with our income," said Stuart Lord, president. "We can now

move forward on a fiscally responsible, sustainable path to ensure a positive future for a great institution rich in history and promise."

Lijit raises \$6 million in VC

BOULDER — Lijit Networks Inc. in Boulder closed a \$6 million series D round of financing led by three Boulder venture capital firms.

The round, led by Boulder-based Foundry Group LLC, Boulder Ventures Ltd. and High Country Venture LLC., will be used to continue company operations, said Todd Vernon, Lijit's chief executive officer. He suspects the money will last into second-quarter 2011.

This spring the company hired direct-sales personnel in New York, Chicago, San Francisco and plans to hire some in Los Angeles. Past that, Vernon said he doesn't foresee hiring new employees in the near future.

With the recent \$6 million, Lijit has raised roughly \$17 million since being founded in 2006 and likely will raise more, Vernon said.

The company provides search-powered applications for blog publishers and publishing networks.

The company provides search-powered applications for blog publishers and publishing networks.

Panelists disagree on government's role

BY DOUG STORUM
dstorum@bcbr.com

BOULDER - A panel of four was split on the topic of whether or not government has gone too far passing laws, regulations and codes related to green building, conservation and alternative energy.

Boulder businessman Bob Greenlee and Sheila Horton, executive director of the Boulder Area Rental Housing Association, took the "too far" stance, and Boulder County Commissioner Will Toor and Pam Kiely, program director for Environment Colorado Research and Policy Center, took the "not far enough" stance.

The panel discussion took place during lunch June 15 of the Boulder County Business Report's Green Summit at the Millennium Harvest House Boulder.

Horton said the city of Boulder's new law requiring property owners of rental properties to retrofit their buildings to meet energy-use requirements is "costly, absurd and unprecedented."

"I can understand codes and regs for new homes and people who want to do a remodel. (Referring to Boulder County's SmartRegs.) Those regs are in place, and it's up to the individual to decide whether to build or remodel or not. But this is a different



RYAN DIONNE

Bob Greenlee, president of Centennial Investment & Management Co. Inc. and former Boulder mayor, believes the goal of increasing conservation and reducing energy use is achievable and worthwhile, but he doesn't want government taking punitive action to get there.

approach. This is breaking a covenant the city had with the owner at the time the building was built. We don't have a choice. We (landlords) feel put upon, singled out."

Greenlee, president of Centennial Investment & Management Co. Inc. and former Boulder mayor, believes the goal of increasing conservation and reducing energy use is achievable and worthwhile, but he doesn't want government taking punitive

action to get there.

"Use incentives, education, don't punish," he said. "We don't need a nanny government telling us we are over consuming," he said.

Toor said the places that get clean energy right will be the ones that survive.

"If we don't get it right, we are likely to see China as an economic power," he said. Toor believes when new regs are put in place the market will be

able to respond with innovations to accommodate them. "The appropriate regulations, the right mix, will unleash the power of innovation," he said.

TOOR BELIEVES

when new regs are put in place the market will be able to respond with innovations to accommodate them.

He pointed out Boulder County made changes to recent green regulations after hearing opposition from residential homebuilders and owners. "We didn't get it quite right. We made two rounds of changes."

Toor drew a round of applause when he said there needs to be a carbon tax, and that there must be investment in clean-energy research and development.

Kiely believes the country and the world is at a crossroads with energy.

"We can keep going down the same old dirty path or chart a new course with clean energy," she said.

"We can move forward with government leading the way. But partnerships with business must take place."

GREEN from 9A

not approve the 2012 0.4 percent increase, Tayer said the completion could be as far off as 2042.

Tayer was joined by Audrey Debarros, executive director of 36 Commuting Solutions, as part of a four-person panel focused on the transportation trends and challenges – including the U.S. Highway 36 FasTracks project and alternative fuels.

Debarros emphasized that U.S. 36 is not only outdated and in need of repair, but the "usership of our corridor is expected to double over the next 35 years." The multimodal solutions of the project are reflected in the recent completion of the Broomfield bus stop that is saving commuters approximately 15 minutes on the corridor.

FasTracks may be a project with an ambiguous foreseeable future, but taking advantage of alternative fuels couldn't come fast enough for Shari Merrow of Ecana Oil & Gas (USA) Inc. and Carter Brown of Boulder Electric Vehicle LLC.

There is a real opportunity to improve our trade deficit and improve transportation needs through natural gas and electric vehicles, Merrow said.

— Brittany Rauch

Co-Laboration

When the National Oceanic and Atmospheric Administration decided to locate its, now, largest research division

in Boulder, many scientists didn't want to relocate from Washington, D.C.

They thought Boulder was a "scientific Siberia," said Donald Mock, NOAA's executive director, during a panel discussion on federal laboratories operating in the Boulder Valley.

Now, little can be done in the scientific world without being scrutinized or aided by a scientist at a local lab including NOAA, the National Renewable Energy Laboratory or National Center for Atmospheric Research.

Tracking relationships between water supplies and fish populations, being able to predict what the snow pack will be in 30 years, and developing new renewable energy technologies to alleviate the country's oil dependence are a few focuses of the local labs, panelists said.

The biggest problem many scientists face is communicating their message to the general public. With limited numbers of science-specific journalists and media outlets to help translate scientific lingo, many people don't understand what the labs are doing and why they should care.

But Greg Holland, NCAR's Earth Systems Laboratory director, said scientists are learning to be better communicators out of necessity.

— Ryan Dionne

AWARDS

Foothills United Way presented several awards during its Live United 2010 event: Support of the Community, Best Campaign Ambassador: **Dianne Mutchler**, Medtronic; Support of the Community, Best New Campaign, less than 50 employees – **EKS&H**; Support of the Community, Best New Campaign, more 50 employees – **Mountainside Medical**; Support of the Community, Best Campaign Committee – **IBM Boulder**; Spirit of the Community, Partnership/Collaboration: **Boulder County Human Services Strategic Plan**; Spirit of the Community, Individual: **Carol Lathrop**; Corporate Spirit of the Community: **Ball Corp.**; BeBe Price Award: **Carly Hale**, Longmont Meals on Wheels.

Philip Zak, manager of Colorado business development for CBIZ MHM LLC, was named the Construction Financial Management Association's Colorado Chapter Associate Member of the Year for the third time in four years.

Boulder-based **Parascript LLC** received a Star Supplier Award from Lockheed Martin for exceeding mail-processing requirements for the United States Postal Service. The company was recog-

nized for providing its AddressScript software for handwritten address recognition and interpretation on letter mail pieces.

The Colorado Renewable Energy Society presented the Larson-Notari Award to **Amory Lovins**, founder of the Rocky Mountain Institute in Boulder. The award is named after Ronal Larson and Paul Notari, two original staff members of the Solar Energy Research Institute, now known as the National Renewable Energy Laboratory in Golden. The award recognizes Coloradans for distinguished service and exemplary contributions to the field of renewable energy.

Greeley-based radio station KUNC reporter **Grace Hood** received a national Edward R. Murrow Award for excellence in broadcast journalism from the Radio Television News Directors Association. Hood won in the Feature Reporting category for a report profiling the efforts of two Boulder couples to have a baby. Greeley-based radio station KUNC broadcasts along the Front Range at 91.5 FM, 102.7 FM in Boulder and 91.7 FM in Golden as well as through a network of stations and translators around the state.

PRODUCT UPDATE

Broomfield-based **Gorilla Logic Inc.**, an information technology consulting firm, launched the beta version of FlexMonkium, a plug-in that enables automated testing of Adobe Flex applications.

Boulder-based **Confio Inc.**, a database performance software developer, launched IgniteFree. The product, available for Oracle, SQL Server, Sybase and DB2/LUW, is a pared down version of Ignite 8 while still offering the basic database monitoring features.

Boulder-based **OneRiot Inc.**, makers of a real-time search engine, expanded its search to include publicly shared links on Facebook. The company is also launching an advertising program that determines what ad should be displayed based on the user's Web behavior.

Boulder-based **Rally Software Development Corp.** launched its Rally Unlimited Edition Agile lifecycle management application. The new application includes the new Rally Idea Manager that makes it easier for companies to solicit ideas from their customers, prioritize features and communicate progress.

Longmont-based **Rebit Inc.**, makers of PC backup software, launched NetSmart, a fully automatic backup solution that supports network attached storage, is available in the U.S.

Boulder-based **Trada Inc.** released the next generation of its pay-per-click marketplace. The new release enables ad agencies to easily add ad campaigns, review and approve ad copy and keywords, communicate directly with Trada optimizers and make custom reports.

CONSTRUCTION & ARCHITECTURE

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JONATHAN CASTNER

Owner Steve Beck stands in a portion of Automatics & Machinery Co. Inc.'s 19,500 square feet of space in Longmont that was retrofitted with an energy-saving lighting system. "When you look at the lighting as opposed to six months ago, it's so much brighter and presents the equipment so much better," he said. "And it's spread much more evenly throughout the building."

A&M Co. cashes in on lighting retrofit

Rebates help Longmont firm upgrade system, reduce monthly bills

BY KEELY BROWN
news@bcbr.com

LONGMONT — When entrepreneur Steve Beck wanted to improve the lighting system in his business in Longmont, Automatics & Machinery Co. Inc., he anticipated a big price tag.

Initially, Beck planned to pay \$8,000 to upgrade just one section of his 19,500-square-foot manufacturing plant, which includes a warehouse and showroom area, as well as administrative offices.

But with the help of rebates offered by the Longmont Power and Communications and the Platte River Power Authority, he ended up paying just a fraction over that amount to upgrade the entire facility, including a small welding workshop next door.

"If it wasn't for the money coming from the city and county we couldn't have done this, because it would have been way over our budget," Beck said.

The total bill for the entire lighting retrofit was \$20,268.38. Rebates upfront included \$7,068 from the Platte River Power Authority and

\$5,000 from Longmont Power and Communications' matching grant rebate program. After rebates, Automatics & Machinery paid a total of \$8,200.38 for the entire job.

Ilene Marquardt, Automatics & Machinery's accountant, said the rebate process was painless for the company, since everything was already done for them.

"The thing that impressed me the most — other than having a \$20,000 project cost only \$8,000 — is how effortless it was for us," she said, explaining that the authority and the power company handled all the paperwork.

And the returns keep coming in. The first electricity bill since the retrofit — a partial electricity bill received midway through the monthly billing cycle — was \$150 less than the previous month, Beck said.

"Our bills used to range from \$600 to \$800 a month, depending on the time of year," he said. "Now, I've got three times the light at a little more than 30 percent of the cost. It's a gigantic difference."

Doing the homework

What made all the difference, Beck said, is that he did his homework first. After making a few phone calls and inquiring about rebates, he enlisted the help of Partners for a Cleaner

Environment, or PACE, a Boulder County program offering technical advice to businesses in the county. On the advice of PACE specialist Mary Wiener, Beck got an energy audit from the Brendle Group, a Boulder-based engineering consulting firm specializing in sustainable management.

After the initial audit, Wiener provided Beck with a list of approved vendors, which included Energy Solutions Unlimited, a Loveland (formerly Fort Collins) company specializing in lighting retrofits.

Since 2003, Energy Solutions Unlimited has upgraded lighting systems to become more energy efficient and cost-effective for all types of businesses, from large corporate headquarters to warehouse facilities and small businesses. According to marketing director Paula Megenhardt, the lighting retrofit industry has taken on a new life of its own, thanks to the host of rebate programs now available.

"Because of all these rebates, the price tag isn't nearly as big as most people think it will be," she said.

Beck told Megenhardt his reasons for wanting to upgrade — he was tired of constantly changing bulbs and was concerned about several dark spots where the fixtures weren't evenly spread out, in a building that was originally built in the 1960s and added onto until the 1990s.

“If it wasn't for the money coming from the city and county we couldn't have done this, because it would have been way over our budget.”

Steve Beck

OWNER,
AUTOMATICS & MACHINERY CO. INC.

"In those days, if you needed more light, you just added more light," he said. "We wanted to get a higher quality of lighting so we could better present the equipment in our showroom. And we wanted to get that same high quality of light throughout the entire building."

After hearing about the rebates available to him, Beck opted to have a retrofit for the entire facility — a project that took nearly three weeks instead of the usual 10 to 14 days, not because it was difficult, but because of the diversity of lighting in the facility.

► See **Retrofit**, 15A

ROTARY INTERNATIONAL

Service above self



COURTESY ROTARY INTERNATIONAL

Rotarians Sara Lucena and Bob Hildreth (foreground) install a bio-sand water filter in Carmen de Rosario's home. About 19,000 filters have been installed in homes, schools, and clinics in the Dominican Republic, and Rotarians all over the world have contributed to projects promoting community education about clean water and sanitation.

Rotary clubs embrace humanitarian causes

Rotarians build trust through service, fundraising

BY KEELY BROWN

From its humble beginnings in 1905, when the first meeting was held in a coal dealer's office in downtown Chicago, Rotary International has grown to a membership of 1.2 million Rotarians, serving in 33,000 clubs in more than 200 countries.

That first Rotary Club of Chicago was founded by Paul P. Harris, an attorney who wanted to recreate the small-town businessmen's clubs of his youth (the name Rotary comes from the early practice of rotating meetings at different member's offices).

The Rotary ethic of goodwill and fellowship — while doing some community good as well — spread quickly to other cities, and by 1921, there were Rotary Clubs in six continents. By 1925, Rotary had grown to 200 clubs with more than 20,000 members.

It was during the 1920s and 1930s that Rotary International began to truly develop its motto, Service Above Self, to include local, national, and international fundraising and volunteer projects to serve those in need all over the world. It was also during this time that Rotary began attracting the interest of some of the world's leading humanitarians and leaders, including Albert Schweitzer, author Thomas Mann, and, during World War II, British prime minister Winston Churchill.

During the 1930s, Rotary member Herbert J. Taylor first created the four-question code of ethics that became the template for each Rotarian to consider in their thoughts, words or actions: Is it the truth? Is it fair to all concerned? Will it build goodwill and better friendships? Will it be beneficial to all concerned?

Building on this code of ethics, Rotarians follow Five Avenues of Service: Community, Club, International, Vocational, and New Generations (which involve youth services and recruitment). According to Boulder Rotary Club member Sue Deans, pursuing these avenues will

lead a Rotarian down many different paths.

"I've read to children at Boulder Day Nursery, put school supplies in backpacks for kids who can't afford them, and painted fingernails to raise money to eradicate polio," she said. "You don't just give money; you have a real chance to participate."

The projects are endless. In education, Rotary not only gives out local scholarships, but also sponsors 1,000 scholarships each year for students to study abroad. Locally, Rotary's RYLA (Rotary Youth Leadership Awards) program sends students every year to participate in week-long leadership camps. In addition, Rotary sponsors up to 110 Rotary World Peace Fellows each year to participate in international studies in peace and conflict resolution. On the literacy front, Rotary works to develop both local and international programs teaching children and adults to read.

Rotary Clubs also initiate thousands of humanitarian service projects each year, helping to wipe out diseases (such as polio, for which Rotary has provided more than 2 billion vaccine doses worldwide), as well as eradicate world hunger and other conditions of poverty. Rotary also installs wells and develops water-treatment systems and distribution in developing countries, and sends shelter boxes — tents with supplies and food for a number of people — to countries ravaged by natural disasters such as earthquakes and floods.

One of Rotary's great strengths is its trust factor. Because there are no administrative costs, donors know that the money they give goes directly, 100 percent, to the recipient for whom it was intended. Rotary International will not sponsor a project in another country unless there is a local Rotary Club on site to monitor and manage the project and the funding.

"More than any other organization, Rotary has a worldwide reputation for being non-political and non-religious," said Boulder Valley Rotary president Chris

Johnson. "When the cyclone hit Myanmar a few years ago, Rotary was one of only three organizations allowed in the country. That's because you can trust Rotary to do the work, without trying to do anything else."

"So many times, you don't know where the money goes — but Rotary International has a reputation for using the money towards the purposes it's intended for," agreed incoming Broomfield Rotary president Bob Davis. "And by using other Rotary Clubs throughout the world, we're able to really leverage what we do."

To make the most out of its donations, Rotary leverages its funding by matching dollars with other clubs, so that one donation can be multiplied many times over.

"How many events can you go to and put in a dollar, and know that it can become four?" said Chris Johnson. "Rotary is amazing in that it can take your dollar and double it again and again, whether for local or for international projects. In terms of efficiency of dollars being raised and given to people who need help, I don't think there's any other organization on the planet that does as much good as Rotary does."

Rotary presidents serve a one-year term, but make a three-year commitment, of which the first and last years are dedicated to making the transition in administration as smooth as possible.

"The goal is continuity," said Boulder Rotary president Darla Schueth, who this month will finish her year as president. "You serve on the board the first year, and the last year you continue on the board and wrap things up. This consistency is so that the programs can continue successfully."

Rotary members each pay regular dues — which are different, according to each club — and make a commitment to participate heavily in fundraising, volunteering, or donating throughout their membership. For many years, it was a male-only club, which, in the public eye, seemed to be dominated by businessmen in suits.

"When I attended my first Rotary Club meeting in Kansas, I thought it would be all bankers and lawyers,"

➤ See **Clubs, 7B**

Rotary clubs push local, global giving

Rotarians fund variety of charitable projects, causes

BY KEELY BROWN

Rotary International offers a host of giving opportunities to its members. From local projects such as providing school scholarships and raising funds for food banks, to international efforts such as water projects in underdeveloped countries and shelter boxes (tents filled with enough supplies for 10 or more people, sent to nations traumatized by natural disasters), each club participates in funding these traditional Rotary projects.

But each Rotary Club is individual as well, having its own personality and its own areas of interest, whether local or international.

Now in its 91st year, the 275-member Boulder Rotary Club was the very first Rotary Club established in Boulder. According to club president Darla Schueth, Boulder Rotary is truly well rounded in its Rotary goals, but nevertheless maintains a particularly strong commitment toward serv-

ing the world community — which it demonstrates by putting a special focus on the many international projects sponsored by Rotary.

One of Boulder Rotary's most renowned achievements on the international front has been a project in Rabour, Kenya, created by club member Darryl Brown, which paid for 500 chickens, nine dairy goats and a porridge flour mill, all used to feed children orphaned by AIDS.

Each year, the club alternates between funding either a local or an international major project. Most of the money comes from Boulder Rotary's main fundraising event, its annual Oktoberfest, which typically allows the club to give \$25,000 to \$30,000 each year to its focus charity.

This past year, \$27,000 went to Special Transit, a Boulder nonprofit that provides transportation for the mobility impaired. Next year, the money raised will pay for shelter boxes to send to Haiti.

These types of projects, whether local or international, are an example of why Rotary Club members are passionate about their Rotary involvement, Schueth said.

"First and foremost, Rotary offers

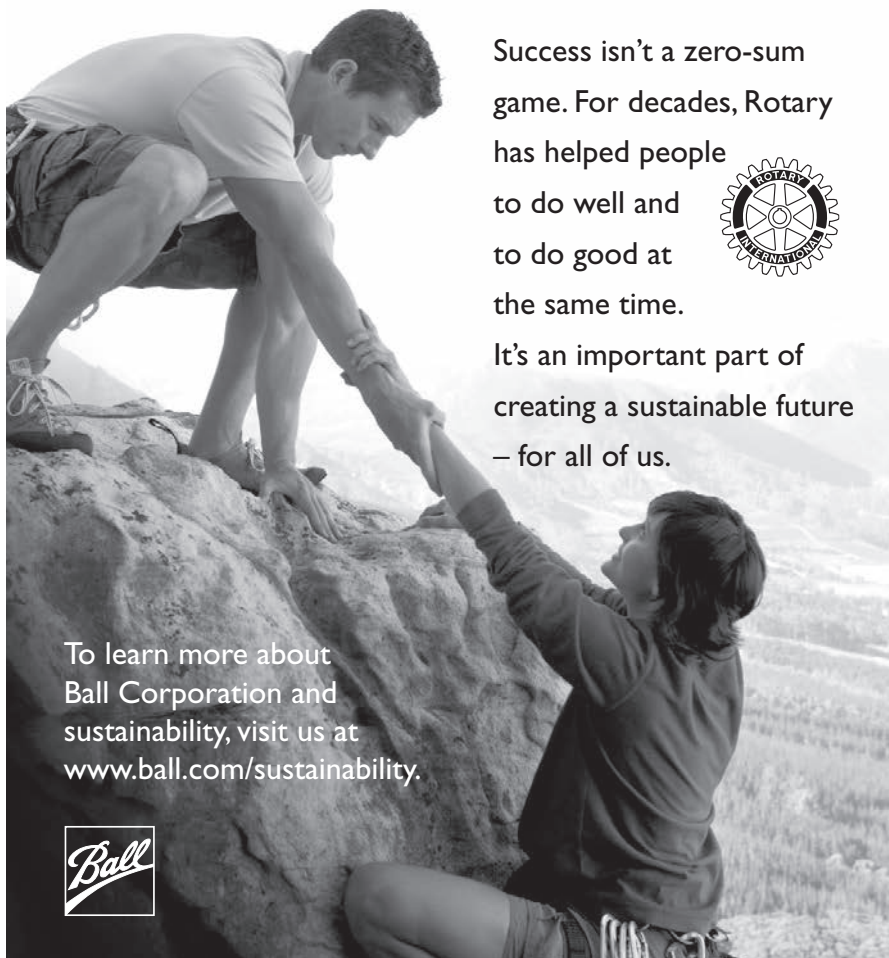
► See **Giving, 3B**



COURTESY ROTARY INTERNATIONAL

Preschoolers walk from their old facility to the new Khethakhule Preschool in South Africa. Rotarians donated school supplies, sleeping mats, kitchen utensils, teacher training, books, toys, and gardening tools.

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GIVING from 2B

the opportunity to be bigger than yourself, in giving back to the community," Schueth said.

Founded five years ago, the 15-member Erie Rotary Club is particularly proud of its participation last year in a project that gave away a deluxe dictionary, with color pages, to every third grader in Erie.

The Erie Club has several fundraisers each year, ranging from selling boxes of Palisade peaches to participating in the Longmont Duck Race. At the Erie town fair, the club sets up a shelter box — complete with tent and all supplies — to show how they are used for survival (the Erie club gives one to Haiti every year).

In addition to lighting up the town for Christmas, Erie Rotary also has a new fundraiser — the Polar Bear Bike Ride — on New Years Day.

According to Erie Rotary president Scott Schroller, the little things — such as borrowing golf carts and driving senior citizens to Erie's high school graduation each year, or taking leftover flowers from the Denver Flower Show to senior homes — are just as heart-warming for club members to participate in as the big international projects.

"It's the gratification of giving back," he said. "You can't physically see the faces of the kids getting the polio shots in a Third World country, but you know the money's going

there."

Chartered in 2008, the Niwot Rotary Club was the first in the district to initiate a "Rotarians at Work Day," where club members take on all-day community projects, such as cleaning up the Niwot Trailhead and Whistle Stop Park.

While the club does its share of international events — they've sent three shelter boxes to Haiti and five to Chile — they are especially proud of the fact that Niwot Rotary is taking complete charge of the town's annual Fourth of July Parade this year — an event that, instead of raising funds, will raise good will and fellowship for the community.

This year, the Niwot Club had its first wine, cheese and chocolate tasting event, a successful fundraiser that promises to become a new tradition. But the biggest fundraiser of the year is the club's annual Oktoberfest, which will be held Oct. 2 this year.

According to Niwot Rotary president Jo Kirkenaer, the best thing about being in Rotary is that it gives people the opportunity to serve their local community, and serve the world as well.

"You start off with fabulous local events like the Fourth of July parade, and it expands," he said. "Soon, you're raising matching grants for AIDS orphans in South Africa, and supporting an orphanage in the Philippines."

Chartered in 1985, the 75-member Boulder Valley Rotary Club made the decision last year to identify five potential needs to focus on each year. Last year, the focus was world hunger; this year, the focus is on early childhood development.

In addition, Boulder Valley funds several international projects, such as three separate water projects in Nicaragua.

According to Boulder Valley Rotary president Chris Johnson, one of the best things about Rotary Clubs is the way clubs can work together to multiply donations.

In a recent project, the \$5,000 raised by the Boulder Valley club was matched by both the Twin Peaks and Meade Clubs, and then matched again by Rotary International — growing the initial \$5,000 into \$60,000.

"We did five local projects, and each one was matched dollar-for-dollar by the district," Johnson said. "I don't think there's any other organization on the planet that does this the way that Rotary does."

Boulder Valley's big fundraiser is its annual Golf Tournament — unique because it's held at night. Last year, it raised \$10,000 — an amount the club hopes to triple during this year's event Sept. 10.

Founded a decade ago, the 33-member Boulder Flatirons Rotary hosts a myriad of local fundraisers

each year, including fruit-box sales, a popular beer tent at the Boulder Creek Festival, and one major fundraiser, a Festival of Trees at Christmas, where local businesses donate decorated trees to be put on exhibit and raffled off.

Club president Paul Haney said Boulder Flatirons has a local tradition that is participated in at each weekly meeting and aptly named "Happy Dollars."

"For the price of a dollar, members can get up and tell us why they're happy," he said.

One pet project for Boulder Flatirons is raising funds for Escuela Lamina (a school in the mountains of Ecuador, which was started by a retired Boulder teacher). The club also raises money for local organizations such as Meals on Wheels of Boulder, the Boulder Valley Humane Society, Kid Links, a summer rehab program for children, and Attention Homes, which provides housing and counseling for at-risk youth.

"Rotary gives you the knowledge that you really can make a difference in this world," Haney said. "As an individual, you think you can't have an effect on problems because they're so big, but if you're in Rotary, you really can make a difference."

This year, the Broomfield Rotary

► See **Giving, 5B**

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Longmont's Sekich takes helm as district governor

New leader hopes to attract younger members

BY KEELY BROWN

For Karen Sekich, the coming year will be a particularly exciting one in her journey as a Rotarian. Starting July 1, Sekich will start her term as district governor, which, by Rotary tradition, will end a year from now on June 30, 2011. Her jurisdiction will be over District 5450, which serves central Colorado, including the Denver area and Boulder County (Colorado's other two Rotary Districts are District 5440, serving northern Colorado, and District 5470, serving western Colorado).

For Sekich, the appointment is the culmination of decades of service as a Rotarian. She first became aware of Rotary in the 1960s, when she was asked to visit the Rotary Club of Longmont while she was still a student at Longmont High School. At the time, Rotary was still an all-male organization (women weren't permitted to become Rotary Club members until the 1980s). Nevertheless, Sekich said that the image of seeing a group of business people meeting for the sake of doing good in the local community left an indelible impression on her, and gave her an ideal that has stayed with her throughout her life.

As soon as women were allowed to become Rotary Club members, Sekich joined the Rotary Club of Longmont Twin Peaks. In 2000, she became the club's first woman president, after which she served as an assistant district governor for three years.

As to why she has been so passionate about Rotary for so many years, Sekich said that it all goes back to Rotary's motto, "Service Above Self," which aptly describes the Rotarian's ethic of putting the needs of others above his or her own needs.

"Someone once told me that some people are 'hard-wired' to do service above self," she said. "I think everyone has this tendency, but most of us can't find an outlet for this need to help others. Rotary provides this outlet. We have projects in Africa, India, Central America, Mexico, South America, Christmas Island — the list goes on and on, and this



COURTESY LONG TWIN PEAKS ROTARY CLUB

Rotarians Karen Sekich and Marika Baris (Longmont Twin Peaks Rotary Club) pose with Mary Thomas, a local polio survivor.

is just in District 5450," she added.

Sekich pointed out that, as with Rotary Clubs worldwide, each of the 66 clubs in District 5450 is involved in multiple projects within its own community, as well as international projects. In addition, clubs within a district often partner with each other on joint projects, whether local, national or international.

This commitment toward working together for the greater good of humankind is the best realization of today's truly global community, Sekich said.

"A new member to Rotary recently said that Rotarians do things, not just talk about doing things," she said. "Personally, I've gained an immense sense of love and respect for all people because of my involvement with Rotary. It's so wonderful to be able to work with someone in India or Brazil and see how much we are alike. My club and my husband's club, Boulder Valley Rotary, have been working in the highlands of Nicaragua helping with water and sanitation.

Because of this, we have friends there now. We know the children and have seen how they've grown from visit to visit. We actually get to know the people we're working with in other parts of the world."

Sekich said anyone who has a special commitment to service within their heart can find instant gratification through working with Rotary.

"People who have this longing in their hearts to do "Service Above Self" should look into joining Rotary," she said. "We reach out to business people who want to make a difference in their own communities and the world. I often compare this longing to that feeling you get in high school that you want to change the world. Well, in Rotary, you can."

Among Sekich's many duties will be to oversee the financial and administrative functions of the district, as well as serving the various clubs throughout her area. She said that she is honored to be chosen to serve as district governor in a

Rotary district that is ranked in the top 10 percent nationally.

As part of her mission, Sekich hopes to encourage younger people to become a part of Rotary International by joining the Rotaract and Interact Clubs, which are designed for a younger age demographic. Another part of her own personal mission, she added, will be to help regional Rotary members continue the splendid work they've done in Rotary's prime areas of focus, including improvements in literacy, health, and nutrition for children throughout the world.

"My job is to keep the train on the track for this coming year, but to also pick up a few new passengers on the way," she said. "Anyone is welcome to visit a Rotary Club —

but first, they have to know how to find us. We are making an effort this Rotary year to let our light shine, so that more of our local people can get to know us and join in our efforts toward "Service Above Self."

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GIVING from 3B

Club is starting a new venture, "Celebration of Heroes." Held this Sept. 11, the music and food-filled event will benefit Broomfield's 9/11 memorial, as well as the Broomfield Veterans Museum, which showcases historical items from the nation's wars and honors Broomfield's veterans.

While the majority of Broomfield Rotary's money goes to local projects, the club also funds water projects in the Dominican Republic and sends shelter boxes to Haiti.

The Broomfield Rotary Club was founded in 1958 and has 80 members. According to longtime club member and past president Vance Rasmussen, when it comes to giving, he feels Rotary is one of the best organizations in the world.

"In an era like this, when clubs are having trouble getting support, Rotary is actually growing," he said. "And we're getting a lot more younger members — it's a real resurgence."

This May, Broomfield Rotary held its seventh annual golf tournament to raise money for injured and fallen police and firefighters in Broomfield. This year's event raised \$20,000.

Incoming president Bob Davis said that Broomfield Rotary is in a unique position, because most of its members are successful retired businesspeople who want to give back to the community — and have both the time and means to do it.

"A lot of the clubs have the people to do things but don't have the money — and now, our club has both," he said. "We want to keep that unique aspect going for us."

Chartered in 1990, the Coal Creek Rotary Club has nearly 50 members — of which half, according to past club president Ilene DuBey, are women. DuBey, who joined the Coal Creek Club in 1993, said that Rotary is a "best-kept secret" among charitable organizations.

"I believe that everything is a gift and you should give back — and that's the feeling Rotary gives you, to be thankful for what we have," she said.

DuBey, who is in charge of fundraising for the club, said that Coal Creek members also do a lot of "sweat equity," hands-on type projects, such as showing up at the home of a recently widowed local woman and painting her house.

This year, the Coal Creek Club will be hosting its first Oktoberfest — an event that the club hopes will raise \$20,000.

DuBey said the Coal Creek Club tends to focus more on local projects, although this past year it also funded six shelter boxes, built solar ovens in Ethiopia, and purchased books for a school in Nepal that was founded by one of the club members.

In addition to funding scholarships, Coal Creek also raises money for local organizations such as Meals on Wheels, Clinica Campesina (a Lafayette family health clinic), and the Sister Carmen Community Center food bank.

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Rotary spearheads drive to eradicate polio

Disease could be eliminated in coming years

BY KEELY BROWN

In 1985, Rotary International created PolioPlus, a program dedicated to eradicating the polio virus from the face of the earth. By raising funding to immunize children worldwide with the polio vaccine, Rotary has become a major force in the worldwide fight against the disease.

A crippling and sometimes fatal disease that affects the nervous system and usually strikes children, poliomyelitis (polio) is still a threat in parts of Africa, Asia and the Middle East. Countries especially affected include India, Pakistan, Afghanistan and Nigeria.

Although the spread of the polio epidemic was significantly halted several decades ago in economically developed areas such as the United States and Europe, it is still a problem in economically developing nations. Yet many Americans are unaware of the fact that the polio epidemic still exists.

“As a young nurse, I used to give polio vaccinations, and it was so simple,” said Boulder Rotary Club president Darla



Ray Klingensmith, 2010-11 President-elect, receives an “end polio” hockey jersey from Rotarian, Stephanie Smith and son Caleb.

COURTESY ROTARY INTERNATIONAL

Schueth. “But this is just not the case in so many parts of the world.

“We don’t see that it’s over there, and

we don’t hear about it. But we live in a global society, so it wouldn’t take much for us to see a raging epidemic again,”

she added. “That’s why it’s so important to completely get rid of it — and that’s why

► See **Polio, 7B**

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POLIO from 6B

we're working hard to finish the job."

So far, Rotary has contributed \$800 million — as well as countless volunteer hours — toward protecting the world's children against the ravages of the polio virus. And Rotary's efforts have recently gotten a tremendous boost from Microsoft founder Bill Gates, who, with his wife Melinda, founded the Bill and Melinda Gates Foundation, an organization dedicated to bringing innovations in health and learning to the global community.

In the last several years, the Gates Foundation has committed hundreds of millions of dollars to polio eradication efforts worldwide — and now they've joined forces with Rotary International as well. Rotary is currently working to raise \$200 million toward a \$355 million challenge grant issued by the Gates Foundation.

The funds raised will not only pay for thousands of polio vaccinations all over the world, but will also provide laboratory and medical equipment, additional staffing, and educational materials for health workers, children and their parents.

Over the years, Rotary has also done much to influence wealthier, donor nations to channel funds toward eradication of polio in poorer countries. Toward this effort, Rotary has helped raise more than \$4 billion by working in conjunction with individual national health ministries, as well as the World Health Organization, UNICEF, and the U.S. Centers

for Disease Control and Prevention.

Rotary International encourages its members to do more than just raise money for PolioPlus. Rotarians also recruit volunteers, assist in transporting the vaccine, and even help administer the vaccine to children.

According to Rotary International, from a monetary standpoint, the eradication of polio could result in a savings as high as \$1.5 billion per year worldwide. And from the humanitarian standpoint, the savings in human lives would be too great to even begin to count.

While much good has been accomplished — with less than 2,000 new polio cases reported worldwide in 2008, as opposed to 350,000 children being paralyzed by the disease each year as little as two decades ago — there is still work to be done. But according to Karen Sekich, Rotary District 5450 Governor serving central Colorado, the miracle of complete disease eradication is being accomplished, thanks to Rotary International and a host of humanitarians around the world.

"Rotary has been in a 20-year battle to eradicate polio, and we are down to four countries where the polio virus is still active," she said. "I think that we will see the eradication of this dread disease in the next few years. It's because of the people of Rotary International — who are helping to immunize children — that we, the world, have come this far in fighting polio."

CLUBS from 1B

said Erie Rotary president Scott Schroller. "Instead, half the members were farmers — so it wasn't all suits and ties."

According to today's Rotarians, it's not your grandfather's Rotary Club. The first major demographic change came in the late 1980s, when women were invited to join. And the ethic of digging in and getting the job done through sweat equity is more a part of the clubs than ever before.

"When I was first invited to join, it was supposed to be a huge honor, because it used to be by invitation only, and meetings were attended by bank presidents and attorneys," said Boulder Flatirons president Paul Haney. "Now, it's more open to everyone, to people from everywhere. Now, it's more about people rolling up their sleeves and working on building Habitat for Humanity houses and delivering shelter boxes to people in Haiti."

However, in the public's eye, some of the old image of a static business club still may remain, because of Rotary's traditional reluctance to step into the limelight and take credit for its astonishing roster of good deeds.

"For many years, Rotarians felt that they should not seek publicity for what they do," said incoming District 5450 governor Karen Sekich. "They kept their light under a basket and worked silently. This has not served Rotary International well because people, not directly involved, did not know about us and so

didn't want to be part of our wonderful organization."

However, in recent years, Rotary has created a push in public relations, so that the public may more truly understand what it is that Rotarians really accomplish.

"Rotarians tend to do their own work quietly and not expect returns — but we've realized that in order to get more members and have successful fundraising events, you need to toot your own horn and tell the community," said Niwot Rotary member Jo Kirkenaer. "If people know what you're doing, then they'll open their wallets and come to the events and help out."

Rotary also has begun to reach out to younger people through two Rotary-sponsored service clubs, Interact (for people 12-18) and Rotaract (for men and women 18-30).

While Rotary is all about Service Above Self, it's about fun and fellowship as well. Rotary clubs meet every week, usually for breakfast, lunch or dinner, and often a guest speaker is invited to make a presentation, on topics ranging from politics and current affairs to the arts and literature.

"Those that play together serve better together," said Boulder Valley Rotary president Chris Johnson. "The best organizations are those that interact socially as well. By providing opportunities within our membership to be serving or playing together, we better service the community."

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at A Spice of Life Event Center,
5706 Arapahoe Rd, Boulder
President: Michael Weatherwax,
michael@wxwax.com,
303-554-7074.

BOULDER VALLEY

Meets Tuesday at noon
at A Spice of Life Event Center, 5706
Arapahoe Rd., Boulder
President: Chris Johnson,
cjmj12@msn.com
303-494-4867.

COAL CREEK

Meets Thursday and noon
at the Lodge at Balfour, 1331 Hecla Dr.,
Louisville
Judy Blum 720-939-8900
Ilene DuBey 303-641-3667

NIWOT

Meets Thursday at 7:10 a.m.
at The Left Hand Grange,
195 2nd Avenue, Niwot
President: Jo Kirkenaer,
jkirkenaer@niwotrotary.org
760-579-3873.

BOULDER FLATIRONS

Meets Wednesday at 7:15 a.m.
at the East Boulder Rec Center,
5660 Sioux Dr., Boulder
President: Paul Haney,
phaney810@aol.com
303-440-8015.

BROOMFIELD

Meets Thursdays at 6:30 p.m.
at the Broadlands Golf Course,
4380 W. 144th Ave., Broomfield
President: William Berens,
billberens@msn.com
303-655-7790

ERIE

Meets Wednesday at 7:30 a.m.
at the Colorado National Golf Club,
2700 Vista Parkway, Erie
President: Terri Juvan-Hubert,
303-332-4853

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Construction slated for NREL energy facility

BY DOUG STORUM

dstorum@bcbcr.com

GOLDEN—The National Renewable Energy Laboratory will begin construction in spring 2011 on the 175,000-square-foot Energy Systems Integration Facility in Golden.

The project team includes architectural firm SmithGroup based in Michigan and general contractor JE Dunn Construction Group Inc., based in Kansas City, Mo., with offices in Denver and Boulder.

Housing labs and offices for up to 250 researchers and support staff, the \$135 million facility will support megawatt-scale testing of all components and strategies for deploying renewable energy and other energy-efficiency technologies into the electric grid.

The building will include a high-performance computing and data center that will expand NREL's capabilities in modeling and simulation of renewable energy technologies and their integration into the existing energy infrastructure.

Researchers will engineer, design, test and analyze components and systems to enable economic, reliable integration of renewable electricity, fuel production, storage and building efficiency technologies with the U.S. electricity delivery infrastructure.



COURTESY NATIONAL RENEWABLE ENERGY LABORATORY

NREL's new Energy Systems Integration Facility in Golden is scheduled to open in late 2012.

The multistory building will be located to the east of the existing Science and Technology Facility on the NREL campus.

The project will be designed and constructed to meet a LEED Gold sustainable design certification. Completion is expected in late 2012.

"We are proud to be a part of this project that will significantly support NREL's research and development efforts and look forward to this one-of-a-kind opportunity," said Rodd Merchant, vice president and design-build manager for JE Dunn.

Other projects

NREL's South Table Mountain campus and National Wind Technology Center will be busy with construction activity for the foreseeable future.

Construction is under way on the Integrated Biorefinery Research Facility in Golden. It will expand NREL's capabilities to develop new cellulosic ethanol technologies. The facility will allow the researchers to work simultaneously on multiple projects with multiple partners. Construction is scheduled to be completed this year.

The laboratory moved into the new Research Support Facility June 9 after more than 16 months of construction.

The 222,000-square-foot facility is a model for sustainable, high-performance building design, and will provide Department of Energy-owned work space for administrative staff who currently occupy leased space in the nearby Denver West Office Park.

It makes substantial use of daylighting, reducing energy use and providing a pleasant and productive working environment.

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ARCHITECTURAL AND DESIGN FIRMS

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

RANK	PREV. RANK	Company Address Phone/fax	Revenue 2009 Revenue 2008	No. of licensed architects: In Boulder and Broomfield counties Elsewhere No. of staff: In Boulder and Broomfield counties Elsewhere	Percent of business: Local Outside counties	Percent time: Architecture Construction management Interior design/Landscape/ Planning Other	Percent business: Commercial Residential Government Other	Person in charge Year founded Headquarters Website
1	1	OZ ARCHITECTURE 1805 29th St., Suite 2054 Boulder, CO 80301 303-449-8900/303-449-3886	\$23,000,000 \$43,450,000	26 51 54 85	15% 85%	85% 1% 8%/0%/6% 0%	25% 31% 40% 4%	Eduardo Illanes, President Kelly Davis, Managing Principal 1964 Boulder www.ozarch.com
2	2	BOULDER ASSOCIATES ARCHITECTS 1426 Pearl St., Suite 300 Boulder, CO 80302 303-499-7795/303-499-7767	\$14,500,000 \$16,500,000	18 10 48 20	2% 98%	40% 2% 55%/0%/3% 0%	100% 0% 0% 0%	Craig D. Mulford, President 1983 Boulder www.boulderassociates.com
3	3	ERIC SMITH ASSOCIATES 2241 17th St. Boulder, CO 80304 303-442-5458/303-442-4745	\$4,200,000 \$4,600,000	8 1 11 2	40% 60%	70% 0% 0%/30%/0% 0%	36% 60% 0% 4%	Eric P. Smith, President 1973 Boulder www.esapc.com
4	NR	DTJ DESIGN INC. 3101 Iris, Suite 130 Boulder, CO 80301 303-443-7533/303-443-7534	\$3,280,000 \$7,700,000	4 0 30 0	5% 95%	20% 0% 0%/30%/50% 0%	15% 75% 10% 0%	Mike Beitzel, President David S. Williams, Principal Lori Cady, Marketing Director 1988 Boulder www.dtjdesign.com
5	5	ANIMAL ARTS 4520 Broadway, Suite E Boulder, CO 80304 303-444-4413/303-444-1759	\$2,656,608 \$2,360,000	5 0 12 0	5% 95%	100% 0% 0%/0%/0% 0%	90% 5% 5% 0%	Mark R. Hafen, AIA, Principal 1979 Boulder www.animalarts.biz
6	6	DESIGN CONCEPTS CLA INC. 211 N. Public Road, Suite 200 Lafayette, CO 80026 303-664-5301/303-664-5313	\$2,100,000 \$2,000,000	15 0 17 0	25% 75%	0% 0% 0%/70%/30% 0%	0% 0% 0% 0%	Carol Henry, Principal 1981 Lafayette www.dclainet
7	NR	KNUDSON GLOSS ARCHITECTS/PLANNERS 4820 Riverbend Road Boulder, CO 80301 303-442-5882/303-442-5888	\$1,300,000 \$3,747,629	5 0 9 0	15% 85%	100% 0% 0%/0%/0% 0%	0% 100% 0% 0%	Jerry Gloss, Principal Marty Beauchamp, Principal Jerry Gloss, Vice President John Knudson, President 1977 Boulder www.kgarch.com
8	NR	ENVIRONMENTAL SYSTEMS DESIGN LLC 6897 Palute Ave., Suite 4 Niwot, CO 80503 303-652-2572/303-652-2510	\$1,055,000 \$625,000	1 0 2 0	80% 20%	20% 60% 0%/0%/20% 0%	40% 60% 0% 0%	Robert L. Parich, President 1974 Niwot N/A
9	8	FLETEMEYER & LEE ASSOCIATES 2505 Walnut St., Suite 200 Boulder, CO 80302 303-443-3750/303-443-3903	\$1,000,000 \$1,192,000	4 0 5 0	30% 70%	30% 0% 0%/23%/47% 0%	90% 8% 0% 2%	Jim Fletemeyer, President 1978 Boulder www.flaboulder.com
10	NR	SCOTT COBURN & ASSOCIATES ARCHITECTS 256 McCaslin Blvd., No. 104 Louisville, CO 80027 303-489-0619/303-443-0143	\$900,000 \$800,000	1 1 35 0	75% 25%	75% 10% 10%/0%/5% 5%	30% 60% 0% 0%	Scott Coburn, President 1980 Boulder N/A
11	7	STEPHEN SPARN ARCHITECTS PC 1731 15th St., Suite 250 Boulder, CO 80302 303-442-4422/303-442-4471	\$822,000 \$1,307,000	3 0 6 0	80% 20%	65% 0% 5%/0%/30% 0%	5% 95% 0% 0%	Stephen Sparn, President 1975 Boulder www.sparn.com
12	11	PEH ARCHITECTS INC. 1319 Spruce St., Suite 207 Boulder, CO 80302 303-442-0408/303-447-1905	\$674,140 \$820,155	2 1 4 0	45% 55%	50% 0% 10%/10%/10% 0%	45% 25% 0% 15%	Peter Heinz, Owner 1985 Boulder www.peharchitects.com
13	13	BVZ ARCHITECTS 3445 Penrose Place, Suite 210 Boulder, CO 80301 303-442-0295/303-442-0296	\$579,000 \$539,500	3 0 5 0	25% 75%	80% 0% 5%/5%/10% 0%	20% 70% 0% 10%	Gary Brothers, AIA James VanderVorste, AIA 1988 Boulder www.bvzarchitects.com
14	15	GEORGE WATT ARCHITECTURE 726 Pearl St., Suite C Boulder, CO 80302 303-443-4848/303.443.2190	\$400,000 \$450,000	1 0 3 0	50% 50%	80% 0% 0%/0%/20% 0%	20% 80% 0% 0%	George Watt, Owner 2003 boulder http://gwattarchitect.com
15	NR	TRES BIRDS WORKSHOP 4520 Broadway, Unit A Boulder, CO 80304 303-442-3790/303-444-1983	\$320,000 \$180,000	2 1 4 1	0% 100%	60% 10% 0%/10%/10% 10%	35% 20% 30% 15%	Mike Moore, Founder 2000 Boulder www.tresbirds.com
16	17	ARCADEA ARCHITECTURE 741A Pearl St. Boulder, CO 80302 303-449-6605/303-449-2148	\$280,000 \$320,000	3 0 3 0	50% 50%	83% 0% 15%/2%/0% 0%	25% 75% 0% 0%	David Biek, Principal 1995 Boulder www.arcadea.com
17	18	VAST ARCHITECTURE 1720 15th St. Boulder, CO 80302 303-442-3700/303-447-0307	\$206,420 \$298,265	1 0 5 0	90% 10%	60% 5% 25%/5%/5% 0%	35% 40% 0% 25%	C. Joseph Vigil, Architect V. Brandy LeMae, Designer/LEED A.P. 2000 Boulder www.VaSTarchitecture.com
18	14	OLSON ARCHITECTURE INC. P.O. Box 1024 Niwot, CO 80544-1024 303-652-2668/303-652-2717	\$203,774 \$508,466	1 0 7 0	50% 50%	100% 0% 0%/0%/0% 0%	35% 65% 0% 0%	Anne Postle, AIA, President 1994 Niwot www.olsonarchitecture.com
19	21	ARCHITECTURAL PARTNERSHIP INC. 4843 Country Club Way Boulder, CO 80301 303-442-8202/303-442-8267	\$172,398 \$216,300	1 0 1 0	50% 50%	100% 0% 0%/0%/0% 0%	0% 100% 0% 0%	John Woodward Mink, AIA, Architect / President John Woodward Mink, AIA, AIA 1992 Boulder www.architecturalpartnership.com
20	23	URBAN WEST STUDIO 1701 15th St. Boulder, CO 80302 303-817-2533/N/A	\$150,000 \$150,000	1 0 2 0	50% 25%	80% 0% 10%/0%/10% 0%	90% 10% 0% 0%	Leonard Thomas 2008 Boulder N/A
21	10	RDS ARCHITECTURE 8713 Baseline Road Lafayette, CO 80026 303-880-2899/N/A	\$125,000 \$840,000	1 0 2 0	100% 0%	50% 50% 0%/0%/0% 0%	0% 100% 0% 0%	Doug Baumgartner, Owner 1990 Lafayette www.rdsarchitecture.com
22	NR	KEIRA RITTER DESIGN CO. 1720 15th St. Boulder, CO 80302 303-442-3252/N/A	\$45,000 \$140,000	1 0 2 0	80% 20%	40% 10% 30%/10%/0% 10%	20% 80% 0% 0%	Keira Ritter, Architect AIA LEED AP 2005 1720 15th Street, Boulder, CO 80302 www.krdesignco.com
23	NR	WILDER ARCHITECTURE & PLANNING PC 104 E. Simpson St. Lafayette, CO 80026 303-665-5034/303-666-7067	\$42,765 \$75,600	1 0 0 0	50% 50%	80% 2% 10%/1%/7% 0%	25% 75% 0% 0%	Patricia Wilder Dallarosa, President 2003 Lafayette www.wilder-architecture.com
24	NR	WORKSHOP8 - ARCHITECTURE, PLANNING, INTERIORS 1720 15th St. Boulder, CO 80302 303-449-0750/303-447-0307	N/A N/A	3 0 11 0	50% 50%	45% 5% 15%/15%/15% 5%	50% 50% 0% 0%	Brandy LeMae, Studio Manager Ali Gidfar, Architect Joseph Vigil, Architect JV DeSousa, Architect 2010 Boulder www.workshop8.us
25	NR	SURROUND ARCHITECTURE INC. 1727 15th St., Suite 200 Boulder, CO 80302 303-440-8089/303-440-8981	N/A N/A	3 0 4 0	80% 20%	70% 10% 10%/0%/10% 0%	15% 85% 0% 0%	Dale R. Hubbard, Principal 2005 Boulder www.surroundarchitecture.com
26	NR	STUDIO H:T 1445 Pearl St., Suite 208 Boulder, CO 80303 303-247-0405/303-247-0410	N/A N/A	2 0 2 0	50% 50%	65% 0% 10%/0%/15% 10%	25% 50% 0% 25%	Brad Tomecek, Principal Christopher Herr, Principal 2005 Boulder www.studioht.com
27	NR	RODWIN ARCHITECTURE 1245 Pearl St., Suite 202 Boulder, CO 80302 303-413-8556/303-413-8557	N/A N/A	1 0 8 0	70% 30%	70% 0% 10%/5%/15% 0%	40% 60% 0% 0%	Scott Rodwin, Principal 1999 Boulder www.rodwinarch.com

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

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Beth Edwards

RETROFIT from 12A

ity. Unlike a warehouse or large-scale retail unit, where the same fluorescent lighting is used throughout, Beck's facility required different types of fixtures and lighting to accommodate not only a warehouse area, but also office and showroom spaces.

"In a sense, you could say it was an example of everything we do, all in one place," Megenhardt said.

New lighting technology

In the reception area, the 50- and 75-watt halogen bulbs were replaced with 14-watt compact fluorescent and 7-watt LED bulbs. While LED bulbs can be pricey — running around \$51 for an 8-watt and \$92.50 for a 14-watt bulb, as opposed to \$9.25 for a 14-watt compact fluorescent bulb — Megenhardt said they are guaranteed for five years and can last as long as 12 years when only used during normal office hours.

In the warehouse/showroom areas, fixtures with T-12 bulbs operating on a magnetic ballast were replaced with T-8, reduced-energy bulbs on an electronic ballast (the ballast works as the transformer in light fixtures, making the bulbs run).

"The T-12 bulbs lose 40 percent of their light output in the first year of their life, while the T-8 bulbs retain 95 percent of their light output," Megenhardt said.

In addition, lower-temperature bulbs replaced high-temperature day bulbs, offering a "healthier" light,

which, according to industry studies, not only emulates sunlight, but triggers the production of serotonin and suppresses melatonin — causing increased productivity and alertness.

"You don't hear them hum or buzz — which is a huge reason people hate fluorescent lighting," Megenhardt said.

Throughout the warehouse, high-wattage metal halide bulbs were replaced with low-watt T-8 bulbs operating on electronic ballasts. In one area of the warehouse, ten fixtures with 40-watt bulbs were replaced by only four fixtures with 28-watt bulbs.

Megenhardt said these fixtures were all installed back in the days when the more wattage, the brighter the light.

"This is energy efficient technology that didn't exist at the time," she said. "Now, we don't need those high wattages to get high levels of light."

This technology of higher light output/lower wattage was implemented on the exterior of the building as well, where the 175- and 250-watt metal halide bulbs were replaced with 20-watt LED bulbs which, Megenhardt said, throw even more light than the 250-watt bulbs did.

Beck said he was amazed at the difference.

"When you look at the lighting as opposed to six months ago, it's so much brighter and presents the equipment so much better," he said. "And it's spread much more evenly throughout the building."

CONOCO from 1A

of floors, height, and general aesthetics. It'll also outline street, path and sidewalk widths and locations, landscaping and more.

Once the company pulls the required permits, Fleming said the city would collect more than \$8 million in various fees and taxes. Some of that would be put toward infrastructure or services the city must provide, but Fleming said it's a sizeable amount that would help during rough economic times.

As part of the build out, in March, Conoco requested a pass on the city's height limit so it could construct taller research-related buildings. In most instances, the city limits commercial buildings to 35 feet tall, but the energy company requested at least one building be as tall as 95 feet to accommodate three floors of research operations.

The city council granted the company's wish prior to receiving more details in order for the company to better plan the campus development.

Conoco bought the land, which was previously the Sun Microsystems Inc./Storage Technology Corp. campus, for \$58.5 million in early

2008. It has since purchased another roughly 50 acres for a total of about \$7.2 million.

But those 50 acres, along with an adjacent roughly 30 acres that Conoco doesn't own, aren't within Louisville city limits and are subject to an intergovernmental agreement between Louisville, Lafayette, Broomfield and Boulder County.

In order for the Houston-based energy company to have the land, located along Paradise Way, annexed into Louisville, the three cities and one county must agree to it. Fleming said each entity is scheduled to vote by July 13, and he doesn't foresee any problems. Louisville already agreed to it.

If the intergovernmental agreement is amended and the land annexed, it paves the way for Campus Drive to connect with Paradise Way giving access to 96th Street to provide better access to Conoco's campus. The company plans to start construction in early 2011 and occupy the site as early as 2013. At full build-out, the company said it plans to employ up to 7,000 workers — many of which will be hired locally.

RMI from 3A

The information illegally exported by RMI involved guidance or target systems for various military applications.

"The technology illegally exported in this case involves sensitive military information," said David Gaouette, U.S. attorney for the District of Colorado. "Most of the technology in question is currently being used by American troops in Afghanistan and Iraq, and as such must be protected to safeguard our military men and women."

Since 2007, RMI has implemented a compliance system meant to ensure the same problem won't happen again, said Tricia Heller, the company's regulatory compliance director.

Heller said, at the time, RMI officials didn't know the information was being illegally exported, but she said the company took the issue very seriously and admitted to the activity, had some changes in personnel, and are trying to put it

“Most of the technology in question is currently being used by American troops in Afghanistan and Iraq, and as such must be protected to safeguard our military men and women.”

David Gaouette
U.S. ATTORNEY,
DISTRICT OF COLORADO

behind them. "With today's (June 22) resolution we are focused on the future," she said.

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JULY 7 BGBG COMMERCIAL BROWN BAG SERIES:
Boulder County and City of Boulder EnergySmart Informational Session, 11:30 am – 1:30 pm, REI Community Room, 1789 28th St Boulder

JULY 12 ADVANCED INDOOR AIR QUALITY TRAINING, 9 am – 4 pm, Clerk and Recorder (Houston Room), 1750 33rd Street, Boulder, CO 80301

JULY 13 BGBG RESIDENTIAL BROWN BAG SERIES:
Mass + Insulation = Magic of AAC, 11:30 am – 1:30 pm, REI Community Room, 1789 28th St Boulder

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GENERAL CONTRACTORS

(General contractors ranked by billings in Boulder and Broomfield counties.*)

RANK	PREV. RANK	Company	Billings in counties 2009 Colorado 2009 Billings 2008 Colorado billings 2008	Dollar value of contracts under construction in region in state	Value of largest project in counties 2010 Project name	Other notable projects	Products/Services	No. of employees in region	Person In Charge Year Founded Website
1	4	SUN CONSTRUCTION & DESIGN SERVICES INC. 1232 Boston Ave. Longmont, CO 80501/303-444-4780 303-444-6774	\$22,163,000 \$22,163,000 \$12,506,872 \$18,743,657	N/A N/A	N/A N/A	N/A	General contractor, tenant finish, clean rooms and shielded rooms.	90	Stephen Strong, President 1985 www.sunconstruction.com
2	1	GOLDEN TRIANGLE CONSTRUCTION INC. 700 Weaver Park Road Longmont, CO 80501/303-772-4051 303-776-6525	\$19,623,500 \$71,484,919 \$30,461,369 \$103,014,454	\$42,099,004 \$44,852,060	\$6,189,902 Boulder Special Transit	Whittier International School (historic Boulder Valley school), University Hill Elementary (historic Boulder Valley school), Denver Municipal Animal Shelter	Commercial construction, general contractor, including office, medical facilities, retail, educational, parks, and warehouse construction.	85	Jeff Nading, President 1977 www.gtcl.net
3	2	KRISCHE CONSTRUCTION INC. 605 Weaver Park Road Longmont, CO 80502/303-776-7643 303-776-9598	\$14,161,000 \$14,161,000 \$18,720,064 \$18,720,064	N/A N/A	N/A N/A	N/A	New office and retail construction, restaurants, historical renovations and educational/governmental facilities.	33	V. Mark Pilkington, Owner, President 1987 www.krischeconstruction.com
4	5	DENEUE CONSTRUCTION SERVICES 2344 Spruce St., Suite B Boulder, CO 80302/303-444-6633 303-444-6636	\$8,200,000 \$8,200,000 \$12,000,000 \$12,000,000	N/A N/A	N/A N/A	N/A	Mixed-use projects, design/build high-end commercial.	13	Phillip Shull, Owner, President 1977 www.deneueconstruction.com
5	6	TRAVISRUSSELL CONSTRUCTION LLC 13526 Via Varra Road Broomfield, CO 80020/303-543-6075 303-543-0366	\$8,000,000 \$8,000,000 \$9,000,000 \$9,000,000	N/A N/A	N/A N/A	N/A	Supplier of commercial and residential design and construction services.	5	Phil Travis, Owner 2009 www.travis-russell.com
6	14	CHRISMAN CONSTRUCTION INC. 1668 Valtec Lane, Suite H Boulder, CO 80301/303-449-0077 303-449-1273	\$3,375,000 \$3,375,000 \$2,200,000 \$2,200,000	N/A N/A	N/A N/A	N/A	Commercial construction: design to build, tenant finish and improvement, custom residential and building maintenance.	5	Jim Chrisman, President 1985 Susan Chrisman, CFO www.chrismanconstruction.com
7	17	ROB LUCKETT BUILDERS 2607 6th St. Boulder, CO 80304-3205/303-440-5231 303-440-5337	\$2,366,000 \$2,366,000 \$1,870,841 \$1,870,841	N/A N/A	N/A N/A	N/A	Residential and light commercial construction. Custom homes and remodels.	2	Robert Luckett, Owner 1988 www.robluckettbuilders.com
8	NR	ECOFUTURES INC. 1025 Rosewood Ave., Suite 204 Boulder, CO 80304/303-415-9694 303-415-9332	\$2,011,875 \$2,011,875 N/A N/A	N/A N/A	N/A N/A	N/A	Specializes in building net-zero energy homes founded on principles of comfort, health, durability and value through ecologically sound practices.	7	Eric Doub, President 1982 www.ecofuturesbuilding.com
9	19	BUCKNER CONSTRUCTION INC. 2510 47th St., Unit 209 Boulder, CO 80301/303-440-0763 303-440-8036	\$1,730,000 \$1,730,000 \$1,200,550 \$1,200,550	N/A N/A	N/A N/A	N/A	Residential remodeling, new construction and design.	11	Matt Buckner, President 2004 Marisa Callaway, Secretary and Treasurer www.bucknerdesignbuild.com
10	11	BLUE SPRUCE DESIGN & CONSTRUCTION 8854 Pine Cone Lane Niwot, CO 80503/303-652-1150 303-652-1149	\$1,500,000 \$1,500,000 \$3,200,000 \$3,200,000	N/A N/A	N/A N/A	N/A	General contracting firm focusing on large residential renovations, luxury custom homes, commercial tenant finish and restaurants.	5	Sandra Ellen Weeks, President 1997 www.bluespruceconst.com
11	13	NARVAES CONSTRUCTION DBA NARVAES WESTERN 3020 Carbon Place, Suite 102, Bldg -D Boulder, CO 80301/303-786-8061 303-786-8051	\$1,200,000 \$1,600,000 \$2,250,000 \$2,250,000	\$1,000,000 \$1,000,000	\$800,000 N/A	N/A	Full-service commercial general contractor specializing in commercial renovations and additions, new commercial core/shell, tenant improvements - retail/office/restaurant.	4	Amory Narvaes, Managing Partner 2001 www.narvaes.com
12	NR	BATCO HOMES INC. 7279 Arapahoe Road Boulder, CO 80303/303-442-8668 303-939-8268	\$1,200,000 \$1,200,000 N/A N/A	N/A N/A	N/A N/A	N/A	New home construction, historical renovations, additions and remodels.	2	Kathy Tenenbaum, Secretary 1985 Bruce Alan Tenenbaum, President N/A
13	21	MLM CONSTRUCTION MANAGEMENT INC. P.O. Box 19945 Boulder, CO 80308/303-886-5039 N/A	\$850,000 \$850,000 \$1,000,000 \$1,000,000	N/A N/A	N/A N/A	N/A	Construction defect resolution, maintenance, additions, remodels, new construction, historic renovations, construction consultation.	1	Malcolm Morison, Owner 1994 N/A
14	25	CLAY DUSEL, CUSTOM BUILDER 107 Noland Court Lyons, CO 80540/303-523-6631 866-227-9919	\$500,000 \$500,000 \$795,000 \$795,000	N/A N/A	N/A N/A	N/A	Specializes in residential and commercial remodeling and new construction, with an emphasis on green building.	3	Clay Dusel, Owner 2004 www.duselbuilders.com
15	NR	TRES BIRDS WORKSHOP 4520 Broadway, Unit A Boulder, CO 80304/303-442-3790 303-444-1983	\$320,000 \$360,000 \$180,000 \$180,000	\$2,100,000 \$2,100,000	\$1,400,000 De La Sol	Renovation of McNichols Civic Center building in Denver for Biennial of the Americas event in July 2010.	Ecological design / build of new and conversions of existing homes and commercial projects with value / budget in balance	4	Mike Moore, Founder 2000 www.tresbirds.com
16	24	JUNIPER ASSOCIATES HOMEBUILDING & REMODELING P.O. Box 381 Nederland, CO 80466/303-258-3588 303-258-3588	\$315,000 \$315,000 \$812,750 \$812,750	N/A N/A	N/A N/A	N/A	Building, remodels, additions, project management.	2	Jacob Gaventa, Co-owner 2004 Andrew Dewart, Co-owner www.juniperassociates.com
17	22	CUSTOM QUALITY CONSTRUCTION LLC 4450 Arapahoe Ave., Suite 100 Boulder, CO 80303/303-543-9963 N/A	\$300,000 \$300,000 \$875,000 \$875,000	N/A N/A	N/A N/A	N/A	Residential remodeling design/ build, including home theaters, basements, additions, kitchens and baths; also custom theaters/media rooms.	2	Robert Dreher, Owner 1992 www.customqualitytheaters.com
18	NR	MR. ELECTRIC OF BOULDER COUNTY 1610 Pace St. 900-439 Longmont, CO 80504/303-772-7771 303-651-3656	\$150,000 N/A N/A N/A	N/A N/A	N/A N/A	N/A	Electrical installation and repair services; residential and commercial; 24-7 emergency work and Saturday appointments. Provider of solar and generator power alternatives.	4	Kimberly Forsgren, Owner 1994 Roy Forsgren, Owner www.mrelectric.com
19	NR	COBURN DEVELOPMENT INC. 3020 Carbon Place, No. 203 Boulder, CO 80301/303-442-3351 303-447-3933	N/A N/A N/A N/A	N/A N/A	N/A N/A	N/A	Residential construction, mixed-use developments, tenant finishes, historical renovation, urban in-fill.	11	John Koval, Vice president 1985 Whitney Johnston, Development Manager www.coburndev.com
20	7	SOPRIS HOMES LLC 6420 Gunpark Drive, Suite D Boulder, CO 80301/303-527-0000 303-527-0001	N/A N/A \$8,500,000 \$8,500,000	N/A N/A	N/A N/A	N/A	High-performance, energy-efficient, built-green luxury homes, remodels and additions.	8	John Stevens, Manager 1993 www.soprishomes.com
21	18	RDS ENVIRONMENTAL INC. 11603 Teller St., Suite A Broomfield, CO 80020/303-444-5253 303-444-1331	N/A N/A \$1,300,000 \$1,300,000	N/A N/A	N/A N/A	N/A	Nationwide environmental testing (radon, mold, lead, asbestos); certified radon laboratory.	5	Tammy Linton, President 1987 www.rdsenvironmental.com
22	NR	SOLAR VILLAGE HOMES LLC 2795 Pearl St., Suite 200 Boulder, CO 80302/303-247-9400 N/A	N/A N/A N/A N/A	N/A N/A	N/A N/A	N/A	Turnkey factory built solar homes and multifamily projects	5	Alex Platt, Chief Architect 2003 Mark Kostovny, President www.solarvillagehomes.com
23	NR	CENTER MANAGEMENT GROUP LLC 2637 Juniper Ave. Boulder, CO 80304/303-449-2214 303-442-5885	N/A N/A N/A N/A	N/A N/A	N/A North Boulder Dental (new office building)	Dr. John Dodge, DMD (new office building); Lotus Lofts (mixed-use residential); United Centers for Spiritual Living (new office building).	Specializes in the management and production of commercial construction while also serving the residential marketplace with a professional focus in LEED green buildings.	4	Michael Johan, LEED AP Managing Member 1991 www.mjcenter.com
24	NR	HICKMAN CONSTRUCTION INC. 2090 Pearl St. Boulder, CO 80302-4430/303-245-0554 303-938-8153	N/A N/A N/A N/A	N/A N/A	N/A N/A	N/A	Light commercial and residential renovation. Historic preservation.	4	John P. Hickman, Owner 1990 N/A
25	NR	PRECISION CONSTRUCTION INC. 230 Main St. Longmont, CO 80501/303-651-0889 303-651-0952	N/A N/A N/A N/A	N/A N/A	N/A N/A	N/A	Custom new and residential remodeling services.	3	Bill Sawyers, President, Owner 1994 www.buildwithprecision.com

SOURCE: BUSINESS REPORT SURVEY

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

RESEARCHED BY Beth Edwards

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EXECSTYLE

18A | Breaking bread at Udi's



COURTESY LAURA DIONNE

One of Boulder-based Sierra Design's green — both literally and figuratively — products is its Verde 40 sleeping bag that's made of nearly all recycled material.

Green gear for 2010

Boulder Valley outdoors companies put emphasis on Earth-friendly gear

BY RYAN DIONNE

rdionne@bcbcr.com

BOULDER — Until recently, the majority of outdoor gear manufacturers were hypocritical when it comes to the gear they produced. Makers represented and promoted getting into the wild and enjoying what nature has to offer, yet the manufacturing processes they practiced were harmful to the environment.

Though many manufacturers have fully jumped on the green bandwagon, others have had sustainability in their mission statements since inception.

No matter the reason, more and more manufacturers, including local companies, are putting a bigger emphasis on Earth-friendly gear and manufacturing.

While there are undoubtedly others, here is a sampling of green gear made by large and small companies based in the Boulder Valley:

Sierra Designs VERDE 40 SLEEPING BAG, \$150

Though its full line isn't made from sustainable material, within the last five years Boulder-based Sierra Designs has put a larger emphasis on protecting the areas its employees and customers enjoy.

One of its green — both literally and figuratively — products is its Verde 40 sleeping bag that's made of nearly all recycled material.

The shell and liner and insulation are made from 100-percent recycled polyester. Scott Kaier, a company spokesman said the zippers and draw cord aren't made from fully recycled material because they are not strong or durable enough.

As a large company catering to a wide audience, Kaier said Sierra Designs doesn't only produce sustainable products because it must

balance cost and durability with providing green gear that helps protect the environment. www.sierradesigns.com.

GoLite JAM BACKPACK, \$150

In the last year Boulder-based GoLite has gone out of its way to be more sustainable when making its lightweight gear. One goal: To have 100 percent of its products made from recycled, recyclable, organic, certified, and/or renewable material by 2015.

To start things off, it created its full line of backpacks, including the 3,050-cubic-inch (50-liter) Jam, with its new Tier 1 recycled fabric.

The backpack is made with 50-percent recycled nylon, which GoLite claims reduces environmental impact by as much as 70 percent through reduced energy consumption and greenhouse gas emissions.

Besides the production aspect, the company started a product take-back program that encourages customers to send in old GoLite gear (regardless of its condition) to have it repaired, replaced, donated, repurposed or recycled.

The company also offsets all of its energy use with renewable energy credits and is working to make its headquarters a zero-waste facility as it strives to offset 100-percent of its environmental footprint. www.golite.com.



Green Guru Gear CYCLER MESSENGER BAG, \$130

When Davidson Lewis first started working at a bike shop as a kid, he'd change flat tires all day. Then, at the end of each day, he'd take the pile of punctured rubber to the trash bin. He was fed up with using outdoor gear that didn't mesh with his sustainable lifestyle.



Soon he was bringing those holey inner tubes home to repair gear, attach to the bottom of his worn shoes and see what he could make from them. That idea is what turned into Boulder-based Green Guru Gear, a division of Ecologic Designs Inc.

One of the many products Green Guru produces is the Cyclor, a roughly 1,200-cubic-inch messenger bag made from bike inner tubes obtained from, mostly, local bike shops.

The rubber, and all fabric, is made from recycled material, and the messenger bags are sewn locally — at a handful of Colorado businesses. Lewis' goal is to not only be a profitable company making quality, feature-rich gear, but make an environmental difference too. www.greengurugear.com.

Teko MERINO SOCKS, \$11-\$25

Since the company was founded in 2005, Teko LLC has put a big emphasis on sustainability. The company claims it didn't have to jump on the green bandwagon because it was one of the first outdoors companies already riding it.

Its tagline: Best socks on the planet. Best socks for the planet.

The Boulder-based company produces recycled polyester as well as organic merino wool socks — one of the only fully organic merino wool-sock companies on the market, said Owen Hammond, the company's director of operations.

All of the company's merino wool comes from Argentina farms where the sheep are raised using organic food, herded via nonmotorized means and not given hormones or other chemicals.

Teko uses a nonchlorine process to prep the wool for machine washing, and it sources all of its materials — except the wool — from within 200 miles of its North Carolina facility.

And, energy consumption is offset with wind-energy credits.

The sustainable sock company produces socks for everything from trail running and biking to wearing to the office. www.tekosocks.com.



Udi's breads take sandwiches to new level

Café's offerings feature variety of cultural favorites

BY LAURIE BUDGAR
news@bcbr.com

LOUISVILLE — Of all the world's culinary creations, the sandwich may be among the most humble: two slices of bread, and whatever is handy for filling — a smear of peanut butter, a slice of ham, a scoop of egg salad. Yet far more exotic variations can be found in most world cultures, from the Vietnamese banh mi to the Italian panini.

STEPPING OUT

Thankfully, Udi's incorporates these flavors, and more, into a roster of sandwiches even Dagwood could respect — and now people have to trek only as far as Louisville for a Cuban pork mixto, New Orleans muffaletta, wasabi chicken on challah, or even an all-American turkey sandwich, served on cranberry-walnut bread and invoking Thanksgiving with every bite.

"We travel a lot, and we eat everywhere. If something is delicious we want to figure out how to make it,"

said Robin Bar-On, chef-owner at Udi's Bread Café, and daughter of the café's namesake, Udi Baron. "But when I opened (the café at) Stapleton, I struggled with wanting to have an identity. Udi came to the conclusion that we want to have delicious food. Why should we limit ourselves?"

Indeed, Bar-On (who retains the traditional spelling of her Israeli surname) has refused any limitation in pursuit of her career. In 1994, she was no different than many other teenagers, working at the food court for some extra cash. But in her case, the restaurant at the Northglenn Mall belonged to her dad, then known as Udi the Sandwichman.

"I decided to get more serious about food, and so I started working at other restaurants," she said modestly, before disclosing that those "other restaurants" included internships at L'Atelier de Joel Robuchon in Paris and Thomas Keller's Per Se in New York, followed by paid stints at two Mario Batali hotspots (Casa Mono and Babbo), as well as Bolo, a Bobby Flay eatery.

But Flay's flamboyant style didn't sit right with her.

"I think a lot of the stuff he was doing was for effect and for show," she said. "I think if anything is on a plate, it has to be a main component of a dish."



MICHAEL MYERS

Robin Bar-On, chef-owner at Udi's Bread Café, and daughter of the café's namesake, Udi Baron, fused her international experiences into a menu that elevated the sandwich from its pedestrian roots into a celebrated local delicacy.

I don't believe in things for design's sake." So she worked her connections and landed a new job with Ido Ben-Shmuel, an Israeli chef who was opening a new restaurant in New York. "I really have a passion for Mediterranean food. It's what I grew up with and what I really understand. Working with the Israeli chef, it was all about that."

But just as Ben-Shmuel was leaving his restaurant in 2005, Bar-On's family was opening one — the first Bread Café, at Broadway and East 70th Avenue in Denver.

"I wanted to be a part of it," Bar-On said, so she returned to Colorado.

There was just one problem: "We wanted to make good sandwiches but couldn't find good bread." So they brought in a pastry chef and added an adjoining bakery.

But it wasn't until they opened Stapleton a few months later that Bar-On became head chef, and began fusing her international experiences into a menu that elevated the sandwich from its pedestrian roots into a celebrated local delicacy.

Last year, Bar-On and her father began launching more cafes — at Anschutz, in Louisville and, most

► See **Udi's**, 19A



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Soups and Salads: \$5-\$9.50

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With a menu that has something for everyone,

plus giant servings, fast service and reasonable prices, what's not to like? It can get a little noisy during the lunch rush, but that seems to add to the industrial flavor of the setting.

After hours



Sorry, but Udi's is open only for breakfast and lunch, and those menus don't include mimosas. Check out the pizza café in Arvada — serving wine, beer (including gluten-free varieties) and cocktails if you really want a buzz with your bread.

UDI'S from 18A

recently, a pizza café and bar in Arvada. Each has a slightly different menu and ambiance. "I don't see any reason to have them be identical. Your crowd sort of dictates what they like in certain areas. I like that they feel different," she said. But the Louisville café does have one thing in common with the original Broadway spot: It showcases its adjacent bakery, providing customers a modicum of lunchtime entertainment as they watch dough being transformed into bread.

While sandwiches are Bar-On's specialty, the café — and the Udi's

brand—are becoming increasingly known for their niche products, too: granolas and gluten-free products. The cafés also serve soups, salads and a full breakfast menu.

Next up: a Middle Eastern restaurant on Boulder's University Hill, expected to open in January or February, where they will dish up their next new bakery product—pita—along with falafel and other traditional cuisine.

"We really weren't planning to do more openings but this last year we had a lot of opportunities that were too good to turn down," Bar-On said. "You would think in a recession you

WHILE SANDWICHES ARE BAR-ON'S SPECIALTY

the café —and the Udi's brand—are becoming increasingly known for their niche products, too: granolas and gluten-free products.

would have fewer opportunities but ... if you have some capital or some clout, there are good deals; [property owners] are sort of desperate to fill their empty spaces."

Diners seem desperate to eat at Udi's too, if lunchtime crowds are any indication. No wonder, given Bar-On's

emphasis on making every ingredient work for its role in a roll. "Sometimes cooks have an attitude that this is a simple food, this is nothing. I don't believe that. The reason I think our sandwiches are so good is the bread. It's the most fundamental part of the sandwich, but it's so hard to get right."

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Richard Goode-Allen had hip surgery at Boulder Community Hospital in January after slipping on driveway ice and fracturing his hip.

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William Williams, MD

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Eric McCarty, MD
Deborah Saint-Phard, MD
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Robert Leland, MD
David Roter, MD
Khemarin Seng, MD
Drigan Wieder, MD
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Orthopedic Professional Association
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303-449-4545
David Grauer, MD
James Reid, MD
Jordan Stoll, MD
Michael Wertz, MD

BOULDER VALLEY REAL ESTATE WATCH

EXISTING HOME SALES

May 2010 Statistics

Year-to-Year Comparison

Location	Total# Sold	Inventory	Avg. Sales Price	Avg. Days to Contract	Median Sales Price	Total # Sold			Average Sales Price			Average Days to Contract			Median Sales Price			
						5/01/08-4/30/09	5/01/09-4/30/10	%chg	5/01/08-4/30/09	5/01/09-4/30/10	%chg	Location	5/01/08-4/30/09	5/01/09-4/30/10	%chg	5/01/08-4/30/09	5/01/09-4/30/10	%chg
Boulder	73	494	\$600,623	60	\$505,000	648	643	<.8>	\$657,963	\$652,835	<.8>	Boulder	66	80	21.2	\$539,000	\$525,000	<2.6>
Broomfield	47	161	\$407,863	66	\$347,887	353	359	1.7	\$387,897	\$348,925	<10>	Broomfield	91	85	<6.6>	\$344,588	\$310,000	<10>
Erie	23	172	\$327,699	100	\$305,000	267	312	16.9	\$347,220	\$326,339	<6>	Erie	85	80	<5.9>	\$310,000	\$305,000	<1.6>
Lafayette	26	141	\$345,684	52	\$269,000	234	241	3	\$345,553	\$353,127	2.2	Lafayette	72	74	2.8	\$303,700	\$300,500	<1.1>
Longmont	109	526	\$244,102	49	\$220,500	938	934	<.4>	\$245,308	\$245,207	0	Longmont	74	74	0	\$219,900	\$221,000	0.5
Louisville	18	110	\$479,399	47	\$399,000	189	216	14.3	\$384,775	\$407,766	6	Louisville	48	61	27.1	\$345,000	\$375,000	8.7
Superior	13	57	\$383,869	49	\$380,000	113	128	13.3	\$428,221	\$414,495	<3.2>	Superior	65	62	<4.6>	\$405,000	\$396,500	<2.1>
Mountains	19	414	\$352,810	118	\$330,000	239	220	<7.9>	\$443,905	\$407,744	<8.1>	Mountains	121	145	19.8	\$348,000	\$357,500	2.7
Plains	34	401	\$686,795	101	\$480,000	255	268	5.1	\$628,554	\$615,852	<2>	Plains	86	116	34.9	\$493,000	\$470,000	<4.7>
Total	362					Total	3,236	3,321										

EXISTING CONDO SALES

May 2010 Statistics

Year-to-Year Comparison

Location	Total# Sold	Inventory	Avg. Sales Price	Avg. Days to Contract	Median Sales Price	Total # Sold			Average Sales Price			Average Days to Contract			Median Sales Price			
						5/01/08-4/30/09	5/01/09-4/30/10	%chg	5/01/08-4/30/09	5/01/09-4/30/10	%chg	Location	5/01/08-4/30/09	5/01/09-4/30/10	%chg	5/01/08-4/30/09	5/01/09-4/30/10	%chg
Boulder	79	464	\$288,000	145	\$225,000	686	689	0.4	\$302,618	\$300,763	<.6>	Boulder	76	106	39.5	\$255,000	\$245,000	<3.9>
Broomfield	4	42	\$252,783	128	\$249,499	75	61	<18.7>	\$217,402	\$212,418	<2.3>	Broomfield	131	107	<18.3>	\$219,107	\$190,000	<13.3>
Erie	3	17	\$281,195	183	\$292,976	22	32	45.5	\$206,238	\$234,894	13.9	Erie	129	83	<35.7>	\$181,000	\$192,377	6.3
Lafayette	9	50	\$173,300	59	\$158,300	93	107	15.1	\$180,899	\$187,908	3.9	Lafayette	82	60	<26.8>	\$169,500	\$175,000	3.2
Longmont	20	134	\$162,626	52	\$137,000	209	203	<2.9>	\$181,717	\$171,382	<5.7>	Longmont	109	98	<10.1>	\$164,750	\$165,000	0.2
Louisville	4	27	\$295,105	82	\$245,900	53	73	37.7	\$218,932	\$209,072	<4.5>	Louisville	72	93	29.2	\$212,900	\$210,000	<1.4>
Superior	2	14	\$321,500	51	\$223,000	41	50	22	\$221,292	\$270,159	22.1	Superior	85	71	<16.5>	\$200,000	\$217,000	8.5
Mountains	0	1	0	0	0	1	0	0	\$26,000	0	N/A	Mountains	105	0	N/A	\$26,000	0	N/A
Plains	13	75	\$192,834	68	\$168,000	53	104	96.2	\$195,463	\$176,958	<9.5>	Plains	83	99	19.3	\$173,000	\$155,950	<9.9>
Total	134					Total	1,233	1,319										

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

Naxcer sets up in Colorado Tech Center

BY BUSINESS REPORT STAFF

news@bcbr.com

LOUISVILLE - Naxcer Composites Group Inc., a startup company that develops and makes vehicular and body armor, signed a lease for 32,000 square feet of space in the Colorado Technology Center in Louisville.

Naxcer, formed in spring 2009 by Travis Jacobs, Andrew Chumney and Peter Madsen, has been working virtually on research and development and trying to prove its concepts until recently.

In late May the company closed a \$250,000 round of financing from private investors allowing them to sign a lease at 1797 Boxelder St. and purchase manufacturing equipment, said Jacobs, the company's chief engineer.

Naxcer is working on a bullet-resistant training vest that simulates a vest worn by Air Force pilots. Jacobs said the U.S. Air Force directly contracted the company to produce a simulation because the real thing is much more expensive. The contract was for \$50,000 over the course of 45 days.

Jacobs said he's also waiting to hear from the government regarding a similar contract as well as one from Chrysler.

Andrew Freeman from Freeman Myre represented the landlord, The Paskin Group LLC based in Santa Barbara, Calif. Tyler Carner from CB Richard Ellis represented Naxcer.



DOUG STORUM

The Hyatt Summerfield Suites Boulder/Broomfield, a 123-room extended-stay hotel, has opened at 13351 W. Midway Blvd. in Broomfield near ConocoPhillips' proposed campus in Louisville.

BROOMFIELD

EXTENDED STAY: The Hyatt Summerfield Suites Boulder/Broomfield, a 123-room extended-stay hotel,

has opened at 13351 W. Midway Blvd. in Broomfield near ConocoPhillips' proposed campus in Louisville.

Hyatt Hotels & Resorts and Oxford

Select Investors-Broomfield LLC announced Wednesday the opening of the 34th Hyatt Summerfield Suites

► See **Real Estate, 21A**

REAL ESTATE from 20A

in the United States.

The hotel's 123 rooms each have a 32-inch HDTV, complimentary Wi-Fi access, full kitchen, separate living area and bedroom. One- and two-bedroom suites are available.

The hotel serves a hot breakfast buffet seven days a week offering eggs, waffles and French toast.

BOULDER

BANK ON IT: Wells Fargo plans to build a branch bank in the Twenty Ninth Street retail district in Boulder with the expectation of having it up and running by first quarter 2011.

Mike Matthews, Wells Fargo's regional president for Northern Colorado, said the 4,420-square-foot branch will be built at the corner of 28th and Walnut streets.

Once the new branch is open, Wells Fargo will close its branch and 28th Street and Canyon Blvd. Wells Fargo acquired that location, formerly occupied by Wachovia, when it acquired Wachovia Corp. in 2008. He said Wachovia had planned on moving to the new location. "We'll follow through with that, and make it a bigger branch," Matthews said. "We'll need that space to accommodate our growth in this area."

ERIE

DEVELOPMENT AMENDMENT: The town of Erie's board of

trustees signed off on an amendment to the Erie Commons development plan that allows for land-use designation changes within specified areas of the Erie Commons neighborhood.

Erie Commons is located east of County Line Road and north and south of Erie Parkway.

The town of Erie's planning commission held public hearings for the Erie Commons Planned Development Amendment No. 5 and the Erie Commons Comprehensive Plan Amendment application May 5.

LAFAYETTE

UNDER THE KNIFE: Colorado CyberKnife has signed a lease for an 8,400-square-foot building in Lafayette to house its new Creek Side Cancer care center scheduled to open in late June.

Colorado CyberKnife chose the location at 120 Old Laramie Trail in the Lafayette Tech Center because of the north-central location along the Front Range and close proximity to Exemplar Good Samaritan Hospital. Another factor was access to Denver International Airport because the center will provide services to patients from other states and countries.

The building is one of two that were completed in 2009 at Creek Side Offices at Old Laramie Trail. The park currently has 3,970 square feet available in a building at 140 Old

Laramie Trail, where Lafuma USA is a tenant. The professional office buildings offer space for lease or sale and allow some retail uses.

The owner, Hans Brutsche, plans to break ground on a third building, which will total 8,104 square feet, in the third quarter.

Chip McReynolds represented the property owner in the lease transaction. Ed Schultz of Re/Max Alliance was the co-listing broker.

BUILDING SALE: The 30,600-square-foot building at 1370 Miners Drive in Lafayette has been sold for \$2.4 million.

WEI Miners LLC bought the building from Public Roads LLC. The deal closed June 1.

The building is fully leased with six tenants, which occupy space ranging from 2,400 square feet to 8,100 square feet.

Tenants include Two Moms in the Raw, Reverence Academy of Dance and Lilliput Designs.

Chris Boston and Lynda Gibbons with Gibbons-White Inc. represented Public Roads while WEI Miners was unrepresented.

LONGMONT

GAREL CHANGES FIRMS: Denver-area real estate broker Scott Garel, who handles some of the leasing for the 1.4 million-square-foot The Campus at Longmont, has

switched real estate firms, but the tenants and prospective clients of the Longmont property likely will see very little change in service. Garel made the switch from Denver-based Frederick Ross Co., to Denver-based Grubb & Ellis Co. (NYSE: GBE) in early June. He has been traveling outside the country and was unavailable for comment as of press time. Kory Cash, general manager of Circle Capital Property Management LLC, which owns and operates The Campus at Longmont, said Garel, along with Becky Gamble with Dean Callan & Co. Inc. of Boulder, will continue to handle real estate transactions concerning the 37-building campus.

"From our standpoint, Scott made a change, and we're staying with him," Cash said. Cash said the decision to stick with Garel despite the change in firms was because the current relationship is working well, and he'd like to continue it. "We'll still be working with Scott through Grubb & Ellis and continue to work with Dean Callan," he said. Grubb & Ellis' national reach could help give The Campus at Longmont national exposure, though Cash is not sure spending money for national exposure would benefit the property. The Campus at Longmont is 80 percent occupied.

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Attention Commercial Brokers: Aggressive Co-op

OPINION

EDITORIAL

CU's shift to Pac 10 reflects negotiating skill, business sense

Now that's a West Coast offense. Officials at the University of Colorado at Boulder deserve praise for their deft handling of a shift out of the Big 12 and into the Pacific 10 Conference. The switch, announced June 11, will see CU join as the Pac 10's 11th member. (The University of Utah on June 17 accepted an invitation to be the Pac 10's 12 member.)

CU's decision did not come without mixed feelings on the part of boosters, alumni, athletes, coaches and administrators. But it was the right decision, at precisely the right time.

Many observers believed that CU was being shunted to the sidelines as a bevy of Texas schools appeared to be heading to the end zone, out of the Big 12 and into the Pac 10. Although initial readings had Colorado joining Texas, Texas Tech and Texas A&M in the move, Baylor was cheering for itself to make the move instead of Colorado.

IT WAS A SOLID

business decision, one executed with skill. CU stands to reap many benefits from the shift, including TV revenue far outpacing the \$8 million earned last year.

But while Baylor flailed on the sideline like an overly enthusiastic towel-boy, CU's president, Bruce Benson, ran a quarterback sneak for the touchdown.

It was a solid business decision, one executed with skill. CU stands to reap many benefits from the shift, including TV revenue far outpacing the \$8 million earned last year.

Other benefits will be less tangible: Colorado is now in a conference with its academic peers, and will secure media exposure in highly populated markets that include a large number of CU alums.

In an era of drastic cuts in higher-education budgets, and as corporations slash their own sponsorships of sporting events, the prospect of new revenue sources cannot be ignored.

Most impressive about the shift, however, is the deal-making skill of Benson and his team. While Baylor huffed and puffed, Benson outlined a game-winning drive, quietly, but with excellent timing.

We understand that many CU supporters will lament the end of old rivalries. No one enjoys a CU-Nebraska game more than we. But the reality of college sports is that money drives success.

In the end, Benson focused on the rivalries of the next 50 years, not those of the past.



Nominations sought for IQ Awards

Business Report seeking this year's innovative products

Seeking out innovation has become a hallmark of the Boulder County Business Report: We report on innovative companies regularly, ferreting out the latest trends in technology, green business, manufacturing, bioscience and the outdoor sector — to name a few.

But once a year, that search for innovation takes on a whole new dimension as we gear up for our annual IQ Awards, honoring the "Innovation Quotient" in the Boulder Valley. This year marks the 10th anniversary of our first IQ Awards in the Boulder Valley. (The program had begun earlier in Northern Colorado and has since been expanded to places such as Salt Lake City and Milwaukee.)

As you can imagine, an awards program honoring innovation has been particularly popular in the Boulder Valley, where great ideas seem as plentiful as hikers on a mountain trail.

This year's IQ Awards will be presented in late August, but nominations are now open for the 2010 honorees. If your company has an innovative product or service, just visit www.iqawards.com to submit your nomination.

Some individuals might be reluctant to submit nominations on their own company's behalf, but no one knows what innovations are emerging

from a company better than those who work there. (And most of our nominations do come from people within a firm.)



PUBLISHER'S NOTEBOOK
Christopher Wood

but we typically see nominations in Internet/Web, medical, software, sports and outdoors, telecommunications, nonprofits, etc.

In short, if your company has a product or service that is truly innovative, don't hesitate to submit it. We just have a few simple rules:

- Products or services must have been developed by Boulder Valley companies, or local companies must have been instrumental in development of the product or service.
- Innovations should be those that can lead to a "sustainable," successful business.
- Products or services should have reached the marketplace, or at least be

in a testing or beta stage.

- Products or services cannot have been on the market prior to Jan. 1, 2009, unless a significant innovation to the product or service has occurred since then.

- Companies that won previous IQ Awards can win for an entirely new product or service.

- Nominations will be accepted both from startup companies and those already successfully doing business.

- Judges are looking for products or services that are truly "innovative" — entries that stand out from the crowd — ideas that are very creative and perhaps even unique.

The judging panel for the IQ Awards consists of leading local professionals with experience in innovation, finance, marketing and taking products to market. The 2010 panel of judges will be announced in early July.

Major sponsors for the IQ Awards include Western Disposal Inc.; Ehrhardt, Keefe Steiner & Hottman PC; FlatIrons Bank; Guaranty Bank & Trust Co.; and Wells Fargo Bank.

The quality of innovations that are developed within the Boulder Valley never ceases to amaze me. Let's see what gems will emerge in 2010.

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

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CALENDAR

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

Golden West retirement center is hosting an open house from 3 to 6 p.m. at Golden West, 1055 Adams Circle in Boulder. For more information, contact 303-939-0842 or e-mail lholloway@pivotcomm.com.

The Louisville Downtown Street Faire will be from 5 to 10 p.m. at Steinbaugh Pavilion, 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 6 a.m. to 11 p.m. on Saturday, June 26, on High Street in Lyons. A pancake breakfast will be from 6 to 10:30 a.m. at the Lyons Firehouse, 251 Broadway 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.

26 The High Peaks Art Festival will be from 10 a.m. to 3 p.m. in the Nederland Town Square in downtown Nederland. The event features live music, food and children's activities by the Clementine Art Studio. For more information, contact Cathy Stiers at cstiersart@aol.com

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.

JULY

1 The Boulder Chamber is hosting a Leads Group from 11:30 a.m. to 1 p.m. at the chamber office, 2440 Pearl St. in Boulder. For more information, contact Rachel Weinberg at 303-541-1913.

6 The Boulder Chamber presents Connect for Lunch from noon to 1 p.m. Details about restaurant will be sent through e-mail after attendance is confirmed. For more information, visit www.ConnectForLunch.com/boulderchamber.

nectForLunch.com/boulderchamber.

7 The Longmont Area Chamber of Commerce is hosting a Power Partner Leads group from 11:30 a.m. to 1 p.m. at The Dickens Tavern, 300 S. Main St. in Longmont. For more information, contact Shelley McLeod, 720-864-2878 or e-mail smcleod@longmontchamber.org.

8 The Longmont Area Chamber of Commerce presents Lattes and Leads from 8:15 to 9:30 a.m. on Thursday, July 8 at Vic's Espresso, 600 S. Airport Road, Unit D in Longmont. Admission is free. For more information, contact Amanda Hansen at 720-864-2878 or e-mail ahansen@longmontchamber.org.

The Longmont Chamber NeXt young entrepreneur's group is meeting from 4:30 to 6 p.m. at Basil Flats, 1067 South Hover St. in Longmont. Admission is free. For more information, contact Scott Cook at 303-776-5295 or e-mail scook@longmontchamber.org.

9 The Longmont Area Chamber of Commerce is hosting a Business Before Hours from 7:30 to 9 a.m. at Vectra Bank Colorado, 2011 Ken Pratt Blvd. in Longmont. Admission is free for members and \$10 for nonmembers. For more information, contact Kathy Stevens at 720-864-2871 or e-mail kstevens@longmontchamber.org.

12 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.

The DaVinci Institute presents the Future of Marijuana from 6 to 9 p.m. at the Madcap Theater, 10679 Westminster Blvd. in Westminster. Admission is \$25. For more information, contact Jan Wagner at 303-666-4133 or jan@davincoinstitute.com.

13 The Longmont Area 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. For more information, contact Shelley McLeod, 720-864-2878 or e-mail smcleod@longmontchamber.org.

The Boulder Chamber presents Connect for Lunch from noon to 1 p.m. Details about restaurant will be sent through e-mail after attendance is confirmed. For more information, visit www.ConnectForLunch.com/boulderchamber.

The Longmont Area Chamber of Commerce is hosting

a Small Business Leads Group from 3 to 4 p.m. on Wednesday, July 14 at the St. Vrain Valley Credit Union Training Center, 2050 Terry St., First Floor in Longmont. For more information, contact Shelley McLeod, 720-864-2878 or e-mail smcleod@longmontchamber.org.

15 The Boulder chamber is hosting a Leads Group from 11:30 a.m. to 1 p.m. at the chamber office, 2440 Pearl St. in Boulder. For more information, contact Rachel Weinberg at 303-541-1913 or e-mail Rachel@movinginboulder.com.

The Longmont Area Chamber of Commerce presents a Business After Hours: Blue Vista Homes/Thistle Communities from 5 to 7 p.m. on Thursday, July 15 at Blue Vista Homes, 231 Cardinal Way in Longmont. Admission is free from members and \$10 for nonmembers. For more information, contact Jeff Simcock at 720-864-2872 or e-mail jsimcock@longmontchamber.org.

16 The Erie Chamber of Commerce is hosting a Chamber Round Table at 4 p.m. at the Erie Chamber, 235 Wells St. in Erie. For more information, call 303-828-3440 or e-mail Elle@eriechamber.org

19 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.

20 The Lafayette Chamber presents Connect and Grow from 8 to 9 a.m. at the chamber office, 1290 S. Public Road in Lafayette. For more information, call 303-666-9555 or e-mail info@lafayettecolorado.com

21 The Longmont Area Chamber of Commerce is hosting a Power Partner Leads group from 11:30 a.m. to 1 p.m. on Wednesday, July 7 at The Dickens Tavern, 300 S. Main St. in Longmont. For more information, contact Shelley McLeod, 720-864-2878 or e-mail smcleod@longmontchamber.org.

The Boulder Chamber presents Connect for Lunch from noon to 1 p.m. Details about restaurant will be sent through e-mail after attendance is confirmed. For more information, visit www.ConnectForLunch.com/boulderchamber.

The Lafayette, Louisville, Superior and Erie chambers of commerce are hosting a Membership BBQ at 5 p.m. in the Community Park at Roosevelt and Bella Vista Drive in Louisville. Admission is free. For more information, call 303-666-9555.

NONPROFIT NETWORK

BRIEFS

Crayons to Calculators invites community members, businesses and organizations to "adopt a student" and fill a backpack with school supplies or donate cash. Last year the program provided 5,934 students with a backpack of school supplies. The program is a partnership among Impact on Education, I Have A Dream Foundation of Boulder County, Sister Carmen Community Center, Foothills United Way, Boulder Valley School District, Fish Inc of Broomfield, Education Foundation for the St. Vrain Valley and the St. Vrain Valley School District. To participate, go online at www.crayonstocalculators.org or call Lora Lawrence at 303-944-8548.

FUNDRAISERS

The Lafayette Chamber of Commerce presents the 30th annual Black Diamond Open golf tournament, at 7:30 a.m. Friday, July 23, at Indian Peaks Golf Course, 2300 Indian Peaks Trail in Lafayette. The tournament is a fundraiser for the chamber. Cost is \$100 per player and includes range balls, 18 holes of golf with cart, coffee and rolls, team photo, lunch, prizes, raffle prizes and drink coupons. Call 303-666-9555 for more information.

GOOD DEEDS

Encana Oil & Gas Inc. in Denver awarded the **GO3 Foundation** with a \$41,960 grant to sponsor the participation of four Colorado and four international sister schools in the Global Ozone Project. The grant from Encana enables the GO3 Project to provide students at Erie, Longmont, Rifle and Grand Valley high schools and their selected international sister schools in Cairo, Egypt; Moscow, Russia; and Melbourne, Australia with state-of-the-art ozone monitors and meteorological stations that they will use to make measurements of ground-level ozone levels outside their schools. Data collected is uploaded as an overlay in a Google Earth map, giving students detailed visuals of ozone concentrations and variances in air quality.

GRANTS

Social Venture Partners Boulder County is providing \$75,000 in new cash grants to four Boulder County nonprofits. Carriage House Community Table, Dental Aid, The Wellness Initiative, and Wild Plum Center will each receive cash and an equal amount of in-kind business consulting from SVP in 2010.

BUSINESS DIGEST

OPENINGS

The **Longmont Humane Society** has opened a third thrift store in Longmont at 1610 Pace St. No. 100 in the Fox Creek Marketplace. Hours are 10 a.m. to 7 p.m. Monday through Saturday and 11 a.m. to 4 p.m. Sunday. Phone is 303-684-6498. Donations will not be accepted at this location. Drop off used items for the humane society at its other two stores, 1265 Bramwood Place or 2351 Main St.

MJ Vacco opened **Martino's Pizzeria** at 1389 Forest Park Circle in Lafayette on May 11. The menu includes pizza, pasta, salads, baked sandwiches and desserts. Phone is 303-604-9200.

Goodwill Industries of Denver has opened a store in Boulder at 2486 Baseline Road.

Del Taco, a burritos and tacos fast-food restaurant, has opened at 1100 13th St. near the University of Colorado in Boulder. Peter Howser will operate the franchise. It is the Lake Forest, Calif.-based chain's 20th restaurant in Colorado. Del Taco either operates or franchises more than 515 restaurants in 16 states. The new Boulder location will be open until 3 a.m. and will employ about 20 people. The menu includes Mexican offerings of tacos, burritos, quesadillas and nachos as well as American favorites like hamburgers, fries and milk shakes.

Left Hand Community Acupuncture celebrated its ribbon cutting and grand opening on 18 in Lafayette. Jen Alberti and Caroline Adams are licensed acupuncturists providing acupuncture. The patients at Left Hand are treated together in a relaxing common room. Payment is on a sliding scale of \$20 to \$45. Hours are 2 p.m. to 6 p.m. Tuesday and Thursday; 10 a.m. to 2 p.m. Wednesday and Friday; and 8 a.m. to noon Saturday. Closed Sunday and Monday. Phone is 303-666-9555.

CLOSINGS

The Boulder County Department of Housing and Human Services will close its office at 712 Main St. in Louisville on June 30. The closing is part of the county's plan to reduce expenses to offset a \$4.5 million budget gap.

MOVES

Homewatch CareGivers of Boulder County is relocating its offices on July 1 to 2945 Center Green

Court, Suite D Boulder. Phone is 303-444-1133, website is HomewatchCareGivers.com/Boulder.

BRIEFS

Boulder-based **PureEnergy Solutions Inc.** is partnering with Electri-Cable Assemblies a designer and manufacturer of power, data and electrical solutions for the office furniture industry. ECA has integrated Pure Energy's WildCharge wire-free charging pad with ECA's Villa Power System, providing a way to offer this technology to the furniture industry. Consumers will be able to power up all of their mobile devices, wire-free, by setting them on the gridded surface.

Boulder-based **Porous Power Technologies LLC**, which makes electrode separators that reduce cost and improve lithium-ion battery efficiency, partnered with Japan-based Chisso Corp. to produce new versions of its Symmetrix battery separators to make an automotive battery component more efficient. The Symmetrix separators are said to increase lithium-ion battery life, minimize waste heat, increase cell capacity, enable faster battery charging and allow it to operate at lower temperatures.

The **Foundry Group LLC** in Boulder led a \$5 million series B investment round in Seattle-based BigDoor Media Inc. Foundry Group co-founder Brad Feld will serve on BigDoor's board of directors. BigDoor Media develops and provides a platform that enables companies to implement gamelike tools such as badges, levels, leaderboards and points to help build customer loyalty.

Zayo Bandwidth in Louisville plans to expand its high-bandwidth capacity fiber-to-tower coverage by adding Ethernet and TDM services to wireless tower sites throughout central and Wilkes Barre, Pa. Ethernet is a family of frame-based computer networking technologies for local area networks. TDM, or time-division multiplexing, allows two or more signals to be transferred apparently simultaneously as sub-channels in one communication channel, but are physically taking turns on the channel. The expansion increases the number of fiber-to-tower customer locations served by Zayo Bandwidth to more than 1,700.

TeamSnap Inc., a Boulder-based startup that helps

organize teams and events, raised a \$700,000 series A round of financing led by Centennial venture capital firm eonBusiness Corp. The money will be used to add new features to its product to include developing a mobile solution to allow users to stay in touch while at the event or game, as well as to better integrate with clubs and leagues.

Boulder-based engineering firm **Stratom Inc.** is now a Certified National Instruments Alliance Partner. Stratom will leverage the NI relationship to further enhance capabilities, product offerings and value added integration services. The company's core technology is in advanced robotics, unmanned systems and embedded control systems.

Boulder-based **CaraSolva Inc.** took first place in the ninth annual Business Plan competition sponsored by the Bard Center for Entrepreneurship at the University of Colorado Denver School of Business. CaraSolva provides Web-based software designed to automate and simplify the daily tasks performed by nurses and professional caregivers in long-term nursing facilities, hospices, host homes and group homes. The competition is for Colorado-based companies that have not yet received angel or venture-capital funding. The competition began with 83 applicants, and each of the six finalists had 15 minutes to pitch its business plan and make its case to a three-judge panel. CaraSolva received \$10,000 and was also awarded a \$5,000 annual health-care prize sponsored by Humana and \$1,000 from UMB Bank as an industry sponsor.

Biodesix Inc. in Broomfield received a patent that covers the bioscience firm's first product, VeriStrat that can be used by physicians to help guide therapy for patients with advanced lung cancer. The United States Patent and Trademark office issued the patent for Biodesix's serum-based method of identifying patients likely to benefit from several different therapies for cancer, including epidermal growth factor targeted therapy, drug therapies directed against the epidermal growth factor pathway and related molecular targets. The patent also covers mass-spectrometry processes, algorithms and other important aspects of the company's core technology, ProTS, the cornerstone of the company's intellectual property portfolio.

CONTRACTS

Abound Solar Inc. based in Loveland, which has a production facility in Longmont, signed a five-year partnership with Colorado State University and other industry businesses on a \$2.45 million solar research and development program. The National Science Foundation donated \$90,000 per year for the next five years, and companies such as 5N Plus Inc., Pilkington Group Ltd., Ion Edge Corp. and MBI Corp. pitched in a combined \$400,000 per year to participate in the program as well. The public-private partnership, which will be run from CSU's Foothills Campus, will be called the National Science Foundation Industry and University Cooperative Research Program.

Scooter's Coffeehouses throughout the Midwest are now offering Longmont-based **Burrito Kitchens'** all-natural handcrafted burritos. Scooter's has 84 locations. Burrito Kitchens' burritos already are available through two national food-service distributors within the Rocky Mountain region.

GRANTS

University of Colorado **Leeds School of Business** associate professors Kai Larsen and Jintae Lee, along with Eliot Rich of University of Albany, SUNY, received a grant of \$350,000 from the Science of Science and Innovation Policy program at the National Science Foundation to investigate the interaction of research methodologies across disciplines and to measure their effectiveness.

SERVICES

Boulder Digital Arts launched Transitions, a series of one-week courses catering to digital professionals, students and others looking to learn important new tools and techniques in website design, social media marketing, video production and other fields. A full schedule is available at www.boulderdigitalarts.com.

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

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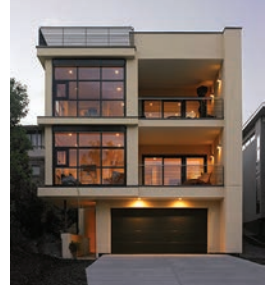
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2002 Alpine Ave, Boulder
\$3,500,000

CUSTOM HOME – LARGE LOT



Nestled at the Base of the Foothills in Spring Valley Estates, this 5 bed, 6 bath home on 1/2 acre is one of a kind. Four square floor plan design, intricate trim detail, Siematic cabinetry, La Cornue Fe Range, Sub Zero, and two Miele Dishwashers. Slab Marble counter tops, wide-plank Riftsawn Oak floors, Ann Saks & Waterworks tile & fixtures. 620 sq. ft. guest suite, Foothills and Flatirons views.



3800 Spring Valley Rd, Boulder
\$2,550,000

LUXURY FAMILY HOME – LARGE LOT



A rare LARGE LOT ON WEST SIDE OF 4th Street. Wide open floor plan with hardwood throughout. Large Kitchen with tile and marble. Six bedroom home with, four bedrooms on upper level, each with own bathroom. Master suite with two walk-in closets, fireplace, amazing views. Quiet, lush yard backs up to Silver Lake ditch. Close to schools, park, Pearl St. and hiking trails.

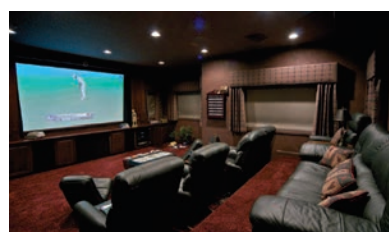


3355 4th St, Boulder
\$2,279,000

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Lake front - Gated community - Magnificent mountain views. Ideal for entertaining with an open floor plan, vaulted ceilings, and a gourmet kitchen with Sub-Zero, and granite and cherry cabinets. Spectacular home theater with McIntosh system, THX sound and Blue-Ray disk player.



10667 E Goosehaven Dr, Lafayette
\$1,495,000

MOUNTAIN RETREAT



Luxury Custom Home built by Platz Haus in Germany to last 100 years This Alpine style hyper-eco-luxury home was built with non-toxic, low VOC materials, it produces almost no off gassing. Built with state-of-the-art energy-efficient windows, radiant heated walls, and electronic aluminum blinds for security and energy efficiency. Set on a 38 acre lot.



450 Arroyo Chico, Boulder
\$1,750,000

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