

BOULDER COUNTY BUSINESS REPORT \$1



HEALTH CARE
Medicine gets personal with 'target' drugs
20A

Serving Boulder and Broomfield Counties
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Vestas takes space in Louisville

BY DOUG STORUM
dstorum@bcbr.com

LOUISVILLE — Denmark-based Vestas Wind Systems A/S is setting up a research and development office in Louisville.

The wind-turbine blade manufacturer signed a six-year lease for 48,000 square feet of space at 361 Centennial Parkway, where its Technology R&D

Wind-turbine manufacturer ramps up research and development operation

Centre will employ about 75 to 100 workers in the first year with an average annual salary of \$80,000. The number of workers could grow to 240 in three years.

Chris Boston and Lynda Gibbons

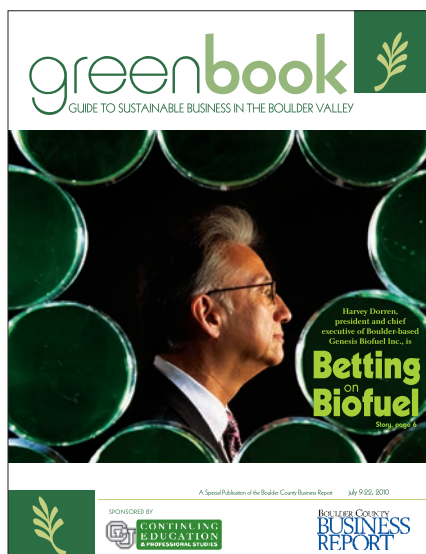
of Gibbons-White Inc. brokered the lease with Kitty Hook, senior vice president of Fuller Real Estate, who represented Vestas.

This center, according to a job-listing site, will be Vestas Wind Sys-

tems' largest research and development center in the United States. It opened a research and development hub in Houston in 2008. It also has research and development centers in Denmark, India, Singapore and the United Kingdom.

Vestas Blades Americas, a subsidiary of Vestas Wind Systems A/S, recently opened three manufactur-

► See **Vestas, 23A**



Green revolution going strong in Boulder Valley

Companies and individuals in the Boulder Valley are stepping up to play their part in the green revolution – the effort to find a balance between commerce and the environment.

Read stories and meet the people behind them in the Boulder County Business Report's annual Greenbook: Guide to Sustainable Business in the Boulder Valley.

Check out the latest on the quest for alternative fuels, improving smart-grid technology, making old buildings green, a directory of green businesses and this year's class of local Eco Heroes. Find the magazine inserted in this issue.

THWARTING TRANSMISSION TERROR

Auto-repair shop owner putting customers first and back on the road



JONATHAN CASTNER

Zach Evans in Longmont operates his young auto-repair business, Zach's Transmission and 4X4 in Longmont, on a customer-first, profit-second premise. Evans recently more than doubled the size of his shop that specializes in transmission repair to accommodate a growing clientele. See story, 3A.

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eBay buys Occipital's RedLaser mobile app

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

BY BUSINESS REPORT STAFF
news@bcbr.com

BOULDER — Occipital LLC sold its popular iPhone app, RedLaser, and all related technology to eBay Inc. for an undisclosed amount, the company announced June 30.

Boulder-based Occipital, a 2008 TechStars startup, launched the \$2 mobile app in May 2009, but the bulk of downloads didn't happen until after August. In December, the company said it had been downloaded 750,000 times, earning it more than \$1 million in revenue, and in April, company co-founder Vikas Reddy said it had been downloaded more than 1 million times.

By taking a photo of the barcode on a product with the user's iPhone, the RedLaser application can search online for product prices. Users can also e-mail a list of scanned products to others or save them to write a product review.

eBay plans to implement the app,

which it will make available for free, with its current mobile applications and allow it to search eBay products and those on Shopping.com, an eBay company.

BCBRRdaily

"Mobile enables consumers to make impulse buys and convenient purchases wherever they are, and eBay is constantly innovating to make mobile shopping easy and reduce the friction in commerce," Mark Carges, eBay's chief technology officer said in a statement. "With RedLaser's innovative technology, eBay is continuing to help shoppers quickly find the best deals online, and eBay sellers will be able to list their items faster."

Occipital representatives were unavailable for comment, but the company's blog stated that it will continue to develop image-related technology.

Pizza served on rooftop deck

LONGMONT — 7West Pizzeria & Pub at 526 Main St. in Longmont held a grand reopening June 26 for its new rooftop deck.

The rooftop deck is the first of its kind in Longmont and is different because Elliott Silver of Silver Con-

tracting LLC, the general contractor for the project, built the deck so it doesn't sit on the roof, but rests on a steel superstructure built around the building.

The wooden deck seats 86 people, and everything on the restaurant's menu is available on the new deck.

Foundry Group backs Triggitt

BOULDER — Venture-capital firm Foundry Group LLC in Boulder led a \$4.2 million series A round of financing for San Francisco-based Triggitt.

As part of the investment, Foundry Group Managing Director Seth Levine will join Triggitt's board of directors. He currently serves on a several boards including Boulder-based companies Lijit Networks Inc. and Trada Inc.

Triggitt develops technologies to enable advertisers and publishers to conduct business transactions in real-time based on where the ad would appear and who would see it.

Boston-based Spark Capital also participated in the round.

Vaisala lands \$2.7 million order

LOUISVILLE — Finland-based Vaisala Inc.'s U.S. headquarters in Louisville received a contract extension from the Federal Aviation Administration to provide air-traffic control

systems for runways at airports across the United States.

The contract, an extension of a previous contract signed in June 2005, is worth \$2.7 million for 16 basic runway visual range systems made by Vaisala in Louisville.

The Vaisala AviMet PC-Based Runway Visual Range system provides automated runway visual range assessment and reporting. The system consists of Vaisala's optical sensors for determining meteorological optical range and measuring ambient light level and a newly developed runway light intensity monitor.

RES Americas sells wind project

BROOMFIELD — Renewable Energy Systems Americas Inc. sold its Cedar Point Wind Energy Project to a Canadian company for \$500 million.

Broomfield-based RES Americas sold the 250-megawatt project located about 80 miles east of Denver to Alberta, Canada-based Enbridge Inc. (NYSE: ENB). It is RES Americas' largest deal.

As part of the agreement, RES will develop the wind farm using 139 Vestas Wind Systems' 1.8 megawatt turbines that will be connected to the Xcel Energy-owned Public Service Company of Colorado grid via a

► See **BCBRRdaily**, 10A

what do you call an executive who loses millions and gets a big bonus?

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Boulder revises construction use-tax process

BY RYAN DIONNE
rdionne@bcbcr.com

BOULDER — Contractors and homeowners acting as their own contractor in the city of Boulder must reconcile the prepayment of estimated construction-use taxes within 90 days of project completion for projects valued at \$20,000 or more.

The city put a revised construction-use tax process into effect July 1.

In September, the city claimed

that between June 1, 2006, and June 30, 2009, roughly 1,000 contractors had underpaid construction-use taxes totaling between \$1.9 million and \$5.2 million, and officials intended to collect it. They've since changed their minds.

That new city requirement comes after Boulder officials spent the previous nine months reviewing the city's building permit and construction use-tax practices after an outcry from area contractors who received letters notifying them of the city's initial

demands.

"Boulder values its business community," Jane Brautigam, Boulder's city manager, said in a statement. "We wanted to clarify and streamline the process so our contractors have a clear understanding of our process and the tax obligations."

Under the new requirement, contractors will have 90 days, instead of 60 days, after project completion to reconcile permits issued after July 1, 2010, when the final contract price or project cost is \$20,000 or more. If the

cost is less than \$20,000, no reconciliation is required.

Since 2002, contractors were paying construction-use taxes based on a city-recommended valuation of 50 percent of the property.

That takes into account that half of the project involves materials — which are taxed at 3.41 percent — and half of the project is labor, which is not taxed by the city. Boulder has a table to estimate the tax based on size and building type.

► See **Construction, 37A**

Artist/author reels in awards for coffee table book

Boulder artist and author Tina Collen has written "Storm of the i: An Artobiography," a compact coffee table memoir.

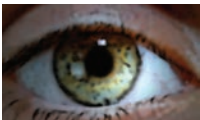
It's not your standard book. It is overflowing with memorabilia art (some of it risqué) foldouts, diecuts, a popup and even a mildly scandalous lift-up flap.

She'll give a multimedia presentation at 7:30 p.m. on Wednesday, July 14, at the Boulder Bookstore.

Sara Davidson, a TV producer and New York Times best-selling author remarked, "This remarkable work reminds us of the joy and value of holding an actual book in one's hands."

Collen has been reeling in the awards — an EVVY plus a Tech Award for layout and design from the Colorado Independent Publishers Association, a silver medal for memoir from the Benjamin Franklin Awards in New York and a bronze IPPY from the Independent Publisher Book Awards.

THE EYE



Ken Wajda is waving a mighty swizzle stick these days. Wajda has launched www.boulderbarhop.com, a website consisting of Flip videos and his reviews of some of the bars in Boulder. He says it's not a comprehensive guide, but so far he has information on 46 drinking holes, some in high-class restaurants.

It started out to be a guide for his friends, but now it's out there for the rest of us.

A study from Portfolio.com and Bizjournals has tried to shed some light on moving decisions and where to relocate.

It ranked Boulder as the best mid-size city for quality of life. But the Eye was wondering about this line in the report: "This 300,000-

► See **Eye, 9A**

Auto-repair man



JONATHAN CASTNER

Zach Evans has expanded his small auto-repair shop in Longmont, Zach's Transmission and 4x4, after adopting a customer-first, profit-second attitude.

Shop owner builds strong business in weak economy

BY ELIZABETH GOLD
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LONGMONT — During a time when many businesses are struggling to keep their doors open, Zach Evans has more than doubled the size of his shop's space. He credits his success to remembering that money is the reward, not the goal, for a good business.

Evans secured a business license in December 2007 and worked out of his garage until finding a space in Longmont. He opened Zach's Transmission and 4x4 in May 2008 and last month expanded his 2,200-square-foot shop to 5,200 square feet.

Recognizing that Evans was on to a successful business model, GEARS magazine, published by the Automatic Transmission Rebuilders

“So we do what we need to do to get them back on the road as fast as possible without charging them an arm and a leg.”

Zach Evans

OWNER,

ZACH'S TRANSMISSION AND 4X4

Association, featured him in the May 2010 issue.

The trade publication created a system to find successful independent shop operations in the auto-

repair industry. Evans ranked high in the assessment.

"They broke their success metric system into two questions," he says. "One asked how far booked out you were, and the other asked how your bank account was."

He adds that his bills were paid, he wasn't hurting for money, and he was booked out over a week ahead.

The article focused on how he did business and why it was working.

He believes the tips he learned at ATRA's annual Powertrain Expo, which offers technical and management training, helped him clarify his business direction.

He boils it down to running a customer-centric business rather than a profit-centric business.

► See **Auto, 23A**

Auction set for BCBR parent Brown Publishing

BY BUSINESS REPORT STAFF
news@bcbr.com

CINCINNATI — The holdings of Ohio-based Brown Publishing Co., parent company of the Boulder County Business Report, are scheduled to go up for auction July 19, with the opening bid coming from three of the company's top executives, including President and Chief Executive Roy Brown.

A U.S. Bankruptcy Court judge in Central Islip, N.Y., approved the auction procedure on June 28, essentially giving the insider group, which formed Brown Media Corp., nearly all

they had asked for, though the date for bidding was pushed back slightly and Brown Media will have to put up a deposit with its auction bid, according to the publishing-trade magazine Editor and Publisher.

Brown Media, formed by Brown, Joel Dempsey and Joseph Ellingham, will make the opening bid of \$15.9 million for the Cincinnati-based publisher, owner of 15 dailies, 32 paid weeklies, 11 business journals and numerous other publications. When Brown Publishing filed for Chapter 11 bankruptcy May 1, it declared debts of \$104.6 million and said its properties had a book

value of \$94.1 million.

Brown Publishing's biggest creditor, PNC Bank NA, has indicated it will make a credit bid of \$20 million for the chain of newspapers. The bank is owed more than \$70 million. Under the ruling of bankruptcy judge Dorothy Eisenberg, PNC will not have to put up a 5 percent deposit with its bid.

Bids are due July 16 at 2 p.m. EDT, with a hearing for approval of the sale scheduled for July 22.

Dolan Media Co., the publisher of business journals, said in court papers filed last month in the case that it is a potential bidder for the chain.

Editor and Publisher reported that other publishers have shown some interest in the newspapers. The official committee of unsecured creditors, who are likely to get nothing from the auction, has accused Brown Publishing of setting up a pre-bankruptcy sales process to discourage interest in the chain. The committee noted, for instance, that the real estate associated with Brown Publishing newspapers was sold to a separate company controlled by company insiders and Brown family members, and that the newspapers must lease at rents it claims were recently hiked above market rates.

Business Report wins national journalism awards

BY BUSINESS REPORT STAFF
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INDIANAPOLIS — The Boulder County Business report won two awards at the Alliance of Area Business Publications' summer conference June 26 in Indianapolis. Judges from the University of Missouri's School of Journalism evaluated 555 entries from 47 publications, including papers in Los Angeles, New York and Chicago. All told, 107 gold, silver or bronze awards were handed



Clucas Rauch Thompson

out for work completed in 2009.

The Business Report received a second-place award for Best Scoop: Small Tabloids and a third-place award for Best Ancillary Publication.

The best scoop was "City: Contractors owe millions," written by former

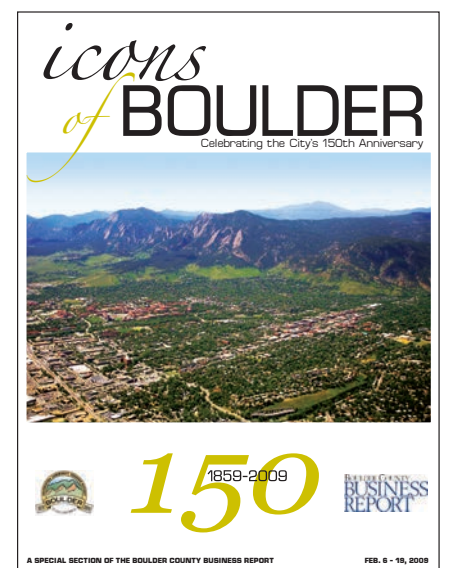
THE BUSINESS REPORT
received a second-place
award for Best Scoop:
Small Tabloids and a third-
place award for Best
Ancillary Publication.

staff writer David Clucas. "The story, which was picked up by other local media, exposes the limits of estimating construction taxes," the judges commented. "More than 1,000 businesses discovered they owed thousands in back taxes after a city audit showed they had been under billed by \$5.2 million.

"This classic document-reporting project showcases how government inefficiency creates major headaches for the business community."

The ancillary publication was "Icons of Boulder," a special magazine featuring more than 50 "Icons" — people, places, companies and things — that have made Boulder a special place. The magazine was published during the city of Boulder's 150th anniversary.

"The editors did a marvelous job of choosing icons that represented



the community and enhanced readers' understanding of the area," the judges commented. "There was a great mix of movers, shakers and regular folks that help tell the Boulder story. The lively design was a perfect complement to the personalities of the profiles. Designers (Brittany Rauch and Dave Thompson) knew how to tell these stories with elegant typography and effective photo use." The Los Angeles-based alliance is a national organization representing about 70 independent magazine and newspaper members in the United States, Canada and Australia.



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Bend me, shape me — anyway you want me

Local blue-stain makes appearance at international event

BY JEFF THOMAS
news@bcbr.com

LONGMONT — Blue-stained wood is not an uncommon commodity in local wood markets, but thanks to Stark Fixtures & Millwork Inc. in Longmont, the wood created by the pine-beetle epidemic is taking center stage in an exchange of art and culture in the Western Hemisphere.

And the local boys are giving it their own special little twist.

“Essentially, the project we were doing involved a lot of curved pieces, including the benches and chairs,” said Steve Kleiner, the vice president of project development for the firm. Stark Fixtures provided the woodwork for the 2010 Biennial of the Americas, an international event celebrating the culture, ideas and people of the Western Hemisphere, which opened in Denver July 1.

And the blue-stained wood, especially the curved pieces, dominate new materials in the restoration of the McNichols Building at Denver’s Civic Center Park. Entry and computer desks, concession stands and the bulk



JONATHAN CASTNER

Stark Fixtures & Millwork Inc. in Longmont used pine-beetle killed wood to create curved pieces, including counters, benches and chairs, for the 2010 Biennial of the Americas, an international event celebrating the culture, ideas and people of the Western Hemisphere, which opened in Denver July 1.

of wood accent are done in blue stain, and many of the artists asked to use it for their own stands.

Much of this is thanks to environmentally focused Boulder design firm, Tres Birds Workshop, which selected blue-stain wood as the featured new

material brought into an absolute overhaul of the 100-year-old building in preparation to the 2010 Biennial of the Americas. The design firm brought the building back to its fundamental layout, materials and ideals, stripping it of numerous questionable renova-

tions. Tres Birds reintroduced the sun as primary lighting and brought back local and sustainable wood product as the major material for an interior redesign.

“All introduced functional pro-

► See **Bend, 6A**



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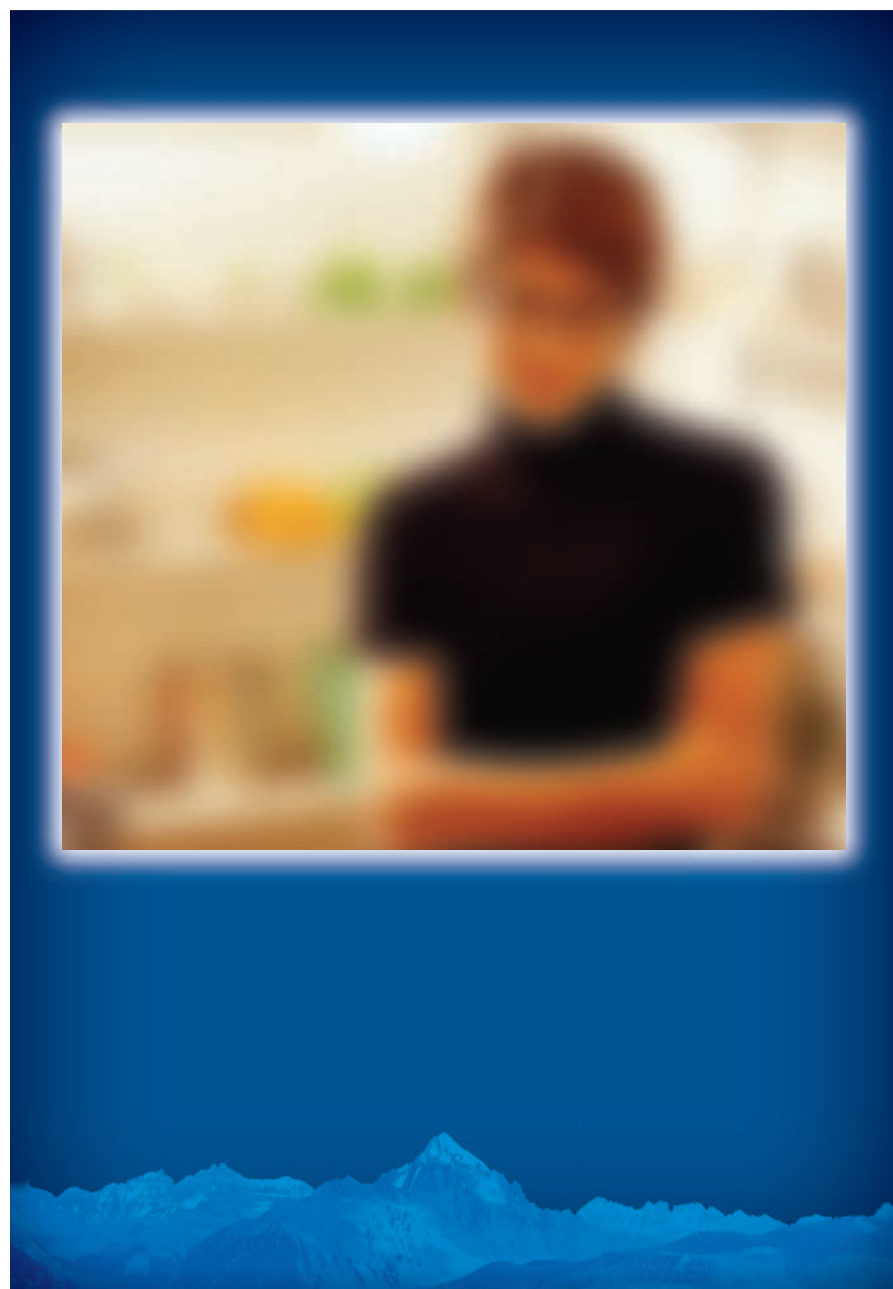












BEND from 5A

gramming is made of pine-beetle kill from our region's dead forest," reads a statement from Tres Birds. "We believe July's event will create positive social (and) environmental change."

At Stark Fixtures — named for Wayne Stark, founder and president, and certainly not the style of the company — working wood into curves is not a new thing. Tres Birds picked Stark after seeing a big curved wave the company had constructed from reclaimed Douglas fir flooring at Burton's Snowboard shop in Vail.

Even so, working in blue-stained pine brought on its own set of chal-

lenges.

"One of things we are looking at is using sustainable woods, and beetle-kill certainly qualifies," said Kleiner, referring to the 3 million acres of dead lodgepole forest in the state. "But, generally, this was kind of a departure."

Stark Fixtures has worked with local blue-stained wood (the beetles leave a fungus that actually stains the lodgepole sapwood blue) for a Denver Home Show earlier this year, and Stark noted that even then it is a challenge for most homes to make suitable displays of a somewhat rustic product. For the art exhibit, that challenge was

even more extreme, he said.

For instance, the countertops were made of one-by-four-inch board, but the boards aren't laid down flat. Instead, the boards were ripped down to two inches, placed on end (with three-fourths of an inch showing on top) and laminated together.

With more than 5,000 board feet of blue-stain pine in the building, that was a lot of jigs and a lot of glue, Stark noted.

"One counter is 60 feet long, and the other is 37 feet," Stark said. "The designer ran it through AutoCAD in sections and printed out full-size templates. We laid it on the floor so

the guys in the shop could bend the board right on the template."

But there were some pretty wild bends. For the tighter curves, placing the boards on end wasn't enough. In tight spots the boards were ripped to one-quarter inch widths, bent, then glued together.

Even kiln-dried pine contains a lot more moisture than the hardwoods that commercial fixture shops such as Stark Fixtures usually feature. The blue-stain product was further dried at the shop to get the moisture content down to 8 percent or 9 percent.

"It's a soft wood, so you've still a lot of shrinking and a lot of checking in the sticks," Stark said. "But it also adds some character to it. We left some of the gaps in the laminations and the finger-jointing."

In the environmentally conscious flavor of the building rehab, only water-based finishes were used, but the shop actually finished the blue-stained sections different than the heartwood sections that are not blue stained, making the color combination even more dramatic.

Stark and Kleiner started the firm in 1999, but both have decades of local experience in retail and commercial fixtures and working with hardwoods. Most of the company's work is commercial, but its retail work has included Ellie's Eco Home Store, Colorado Ski and Golf and several ski shops in Vail and Telluride.

"It (blue-stained pine) was fun to play with," Stark said. "You can't put it in every home, but the trick is to find ways to refine it and make it look a little more upscale."

"I love bending it ... and I'm not done working with it yet," he added. "I'd hate to see it all become wood pellets."



JONATHAN CASTNER

Wayne Stark, right, president and founder of Stark Fixtures & Millwork, and Steve Kleiner, vice president of project development, with some of the beetle-kill blue-pine furniture that they made for the Biennial of the Americas event in Denver.

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COURTESY DESIGN CONCEPTS CLA

The new Erie Community Park includes four regulation-size ballfields.

Public park by Design Concepts receives rave reviews from users

BY BUSINESS REPORT STAFF
news@bcbcr.com

ERIE — The new Erie Community Park 43-acre \$6.1-million park in the heart of Old Town Erie has been receiving complements from the people using it.

The Erie Parks & Recreation Department has received many kudos for the new park, Director Jill Wait said. A veteran competitive softball player from Colorado Springs wrote: "This is the nicest, most well-designed complex I have ever seen." Another patron commented: "My children have played on the playground while my other children were playing youth games — soccer and softball. Very nice park! Nicest we've been to for a long time!"

The park, a former mining site, was designed by Design Concepts CLA, a community and landscape architecture firm in Lafayette.

Design Concepts worked with the community through public meetings to create a master plan, which was approved in February 2009. Construction began in July 2009.

The park offers multiple spaces for community activities and gatherings, including a picnic grove with shelters and a play area. The oval-shaped Civic Green features a quarter-mile promenade around the perimeter. The Civic Green is being used this summer to show outdoor movies at night, among other events. East of the Civic Green, a hilltop covered in prairie grasses will provide a sledding hill in the winter months.

The Ballpark at Erie ballfield complex features four regulation-size lighted ballfields with bleachers, a central plaza with a concessions and restroom building, and a playground. Other areas for sports and activities include the lighted multiuse Mitchell Field and four lighted tennis courts, located south of the ballfield complex.

On the south side, landscaping with native trees and plants creates shade and screening along County



COURTESY DESIGN CONCEPTS CLA

The playground at Erie Community Park

Line Road. A half-mile trail with interpretive signs called the Fox Trot Experiential Prairie Walk loops around the ballfield complex.

The park offers links to local and regional trails. A park gateway area on the north side off of the future Maxwell Street will become a connection point for a trail through Erie Commons.

The town received a \$175,000 grant from the EnCana Oil & Gas USA Community Investment Program for sustainable sports lighting at the park. A \$199,391 grant from Great Outdoors Colorado offset part of the cost of constructing the north ballfield at The Ballpark at Erie.

The next phase for the park will include an amphitheater that can hold 7,000 people, a destination playground, a water-spray play area, a picnic shelter/restroom building and two parking lots. The town will complete the park when funds are available.

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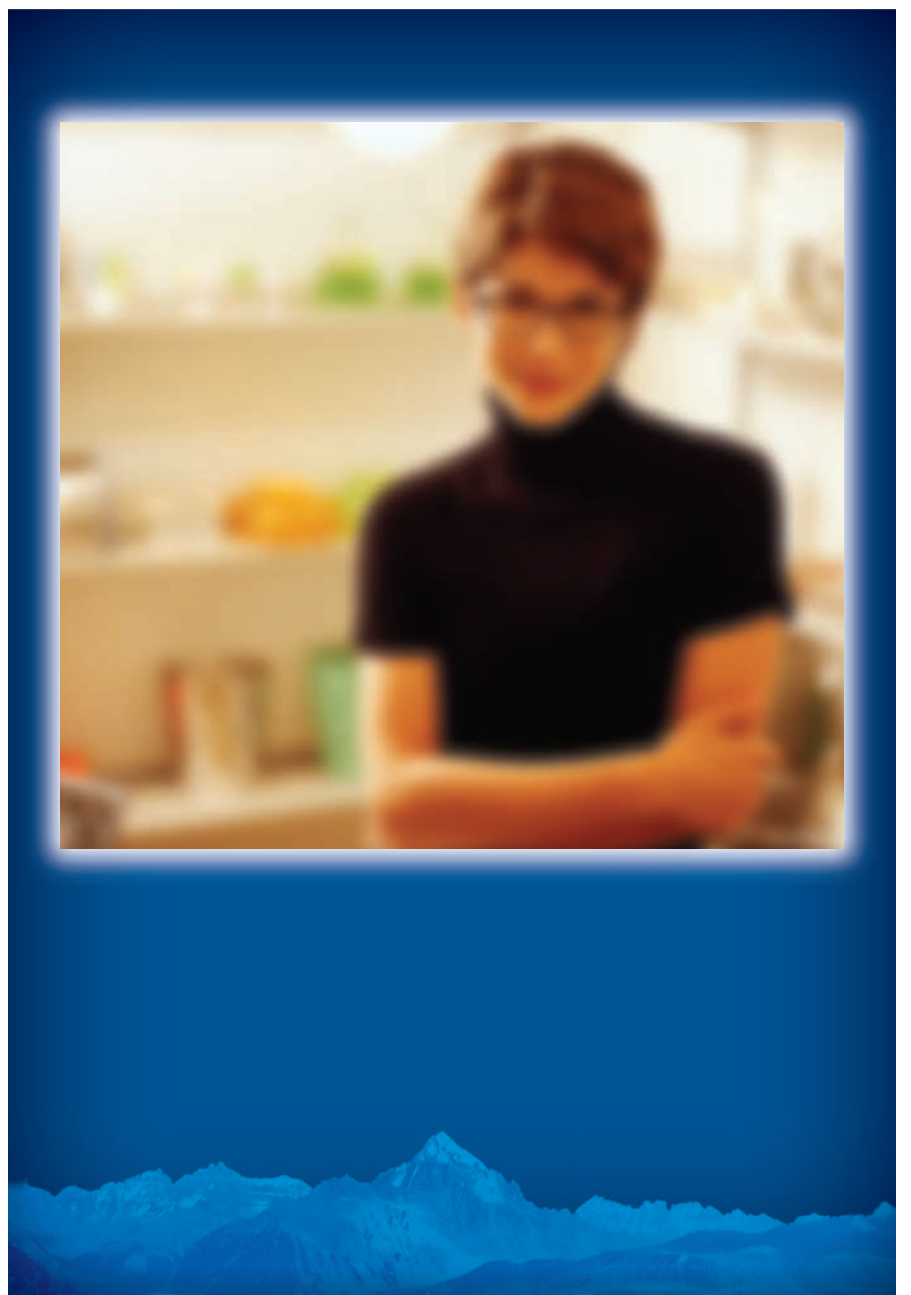
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NoCo region shows strong residential growth

BY STEVE PORTER
 sporter@ncbr.com

There's little doubt that the federal First-Time Homebuyers Tax Credit — along with record-low interest rates and a generally improving economy — lifted the Northern Colorado residential housing industry out of the doldrums through May.

The tax credit, which expired April 30 but continued to apply to home sales that closed by June 30, gave first-time buyers \$8,000 to help them purchase a house. That probably moved buyers into the housing market who would have waited a little longer without it, said Eric Kronwall, a Realtor with Re/Max Alliance.

"I think the No. 1 factor that drives real estate is jobs," Kronwall said. "If they were concerned about their jobs, \$8,000 probably wasn't enough to go out and buy a house. But I think people who were planning to buy anyway went out and took advantage of it."

A request by the National Association of Realtors to extend the June 30 closing deadline for buyers in the lending pipeline was shot down in late June when Congress rejected a bill that would have also extended national unemployment benefits.

Nationally, the April 30 demise of the tax credit hit the residential housing industry hard. Housing starts for



NCBR/STEVE PORTER

New homes in Fort Collins, Loveland and Greeley went up at a faster pace during the first five months of 2010 compared with the same period a year ago. Here, workers construct a new home in the Sidehill development in east Fort Collins.

single-family homes fell by 17 percent in May and sales of new single-family homes plunged by a record 33 percent for the month, according to the U.S. Commerce Department.

Region escapes brunt

But Northern Colorado has so far escaped most of that impact. The number of new single-family housing permits was up strongly through

May in the region, with Loveland/Berthoud up 183 percent. Home sales were also up significantly in Fort Collins and Loveland/Berthoud,

► See **Growth, 9A**



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GROWTH from 8A

although Greeley/Evans reported only a slight 2.6 percent increase through May.

Other factors have been working in favor of the region's housing industry. Record-low mortgage rates have encouraged buyers to enter the market, with the average rate for 30-year, fixed-rate loans dropping to 4.75 percent in late June. The rates are the lowest since Freddie Mac began tracking them in 1971.

Home prices in the Fort Collins/Loveland area increased about 2.5 percent in April over the same month in 2009, while prices in Greeley were up about 4 percent, according to the CoreLogic Home Price Index. The increases in both areas were calculated after distressed sales were subtracted from the totals.

In addition, foreclosure activity across the state and Northern Colorado dropped to an 18-month low in May, which some analysts said showed that homeowners may be getting more leeway from lenders to repay or restructure their loans.

The number of foreclosure filings in Larimer County in May was 129, compared with 172 in May 2009, and 175 in Weld County compared to 288 one year earlier, according to the Colorado Department of Local Affairs' Division of Housing. Through May, Larimer County posted 734 foreclosure filings, compared with 880 for the same period in 2009. Weld County dropped from 1,358 in 2009 to 1,212 this year.

But those figures may change for the worse if Congress continues to reject a call for extending federal jobless benefits for those who have exhausted their state benefits. Hundreds of thousands of people were about to lose their benefits in late June as Congressional Republicans focused on deficit spending. U.S. Labor Secretary Hilda Solis warned of a fallback into recession if household income is cut before the job market revives.

Local scene mostly upbeat

Meanwhile, the Northern Colorado residential housing market news has been mostly upbeat. John Covert, director for Metrostudy, which tracks national and regional housing activity, said in a May 18 presentation to The Group Inc. Real Estate that the numbers of home closings, home starts and job losses in 2010 were all trending in a positive direction.

"(Last year) was definitely the bottom of the line for Northern Colorado in new starts and closings," he said. "We're starting to work our way back up again."

Covert said the region's inventory of existing homes is slowly declining, indicating a need for more home construction.

"The market's starting to grow again," he said. "Granted, it's incremental but it's happening. Financing for local building is still a huge obstacle, but it's starting to ease as banks see demand going up."

“I think we'll really know more after we get into July or August. We'll have a better understanding in late summer. How many buyers we borrowed from the future, we'll just have to wait and see. But we're still seeing strong showing numbers, and there's still lots of people out there looking. And the interest rates, my gosh.”

Eric Thompson,

PRESIDENT,
THE GROUP

Eric Thompson, president of The Group, is one of those upbeat about the region's housing market. The Group handles about half of the new home sales in Northern Colorado, and Thompson said he's seeing encouraging signs for a good year in 2010.

"The numbers we look at show the market is up about 14 percent," he said. "We're up 25 percent for cleared transactions, year-over-year."

Thompson said Northern Colorado seems so far to be mostly avoiding the housing downturns seen nationally. "We're not a big boom-and-bust market," he said. "I think more people (here) are feeling more confident in their jobs than in other parts of the country."

Thompson said that strong increases in sales in Fort Collins and Loveland/Berthoud markets and steady sales in Greeley/Evans through May could be a good sign that the region's home market may continue to revive after the loss of the federal tax credits.

"I think we'll really know more after we get into July or August," he said. "We'll have a better understanding in late summer. How many buyers we borrowed from the future, we'll just have to wait and see. But we're still seeing strong showing numbers, and there's still lots of people out there looking. And the interest rates, my gosh."

But Realtor Kronwall is more subdued in his optimism about the rest of 2010. He thinks sales could drop off significantly in July and the Northern Colorado housing market will cool off.

"I think we'll see fewer July closings because (buyers) closed in June because of the tax credit," he said. "My rationale is most people predicted 2010 would be similar to 2009 in terms of units sold. If that's true and people bought earlier this year than otherwise, the rest of the year would have to be slower."

EYE from 3A

person town beat out 109 other areas with populations between 250,000 and 750,000 people." Last time the Eye checked, Boulder had about 100,000 people. Are there 200,000 we don't know about?

Nonetheless, the survey came to its conclusion on the best quality of life based on factors that included educational systems, cost of living, traffic and healthy economies. Portfolio.com said. A "young, highly educated workforce" is attracted to Boulder in part because it houses the University of Colorado and has a large number of high-tech indus-

tries, the survey found.

High-paying jobs aren't uncommon in this mountain town, according to the survey. This isn't a surprise considering more than half of the city's adults have earned bachelor's degrees. The median household income was also reported to be nearly \$70,000.

A person's physical health is also likely to improve if they move to Colorado. A recent study found that the state has the fewest number of obese adults and children in the U.S., the Trust for America's Health said.

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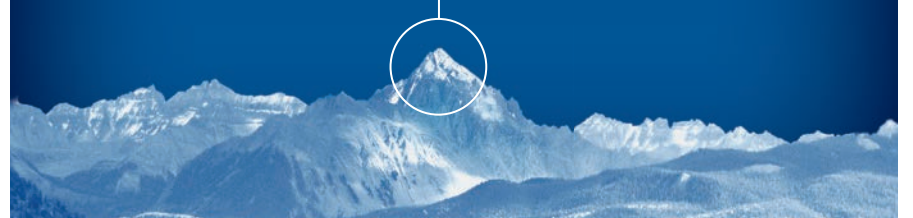


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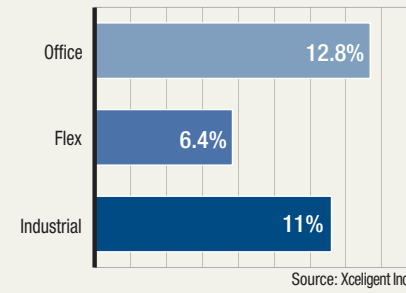
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BOULDER VALLEY Economic Scoreboard

At a glance: Boulder Valley Vacancy Rates



CITY STATS	Population	Population change	City square miles	City sales tax	Latest home median sales price	Previous year home median sales price	Change in home median sales price	Last updated
Boulder	103,606	1%	25.5	3.41%	\$525,000	\$535,000	-1.9%	03/10
Broomfield	56,000	1.8%	33.6	4.15%	\$317,000	\$348,490	-9.0%	03/10
Erie	18,150	3.7%	17.5	3.5%	\$310,000	\$303,540	2.1%	03/10
Lafayette	26,448	1.9%	9.3	3.5%	\$304,000	\$315,000	-3.5%	03/10
Longmont	86,303	-1.1%	22.3	3.275%	\$220,000	\$220,000	0.0%	03/10
Louisville	19,400	-0.4%	7.9	3.5%	\$359,000	\$355,000	1.1%	03/10
Superior	14,000	0%	4.26	3.46%	\$387,000	\$401,000	-3.5%	03/10
REAL ESTATE								
	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder/Broomfield counties existing home sales	225	173	30.1%	216	4.2%	398	1.3%	02/10
Boulder County new homes sales	11	14	-21.4%	29	-62.1%	25	-50%	02/10
Boulder County residential and commercial property sales	\$117,826,900	\$171,383,900	-31.2%	\$97,537,800	20.8%	\$117,826,900	20.8%	01/10
Boulder/Broomfield counties foreclosures	144	130	10.8%	118	22.0%	274	26.9%	02/10
Boulder County annual home appreciation rate	-1.45%	-0.68%	-0.77%	2.18%	-3.63%	N/A	N/A	40/09
Boulder County residential building permits	7,357	7,264	1.3%	7,264	1.3%	N/A	N/A	2009
Boulder County residential building permits value	\$216,621,854	\$457,021,248	-52.6%	\$457,021,248	-52.6%	N/A	N/A	2009
Boulder County commercial building permits	974	1,136	-14.3%	1,136	-14.3%	N/A	N/A	2009
Boulder County commercial building permits value	\$184,883,332	\$296,646,562	-37.7%	\$296,646,562	-37.7%	N/A	N/A	2009
BOULDER VALLEY VACANCY RATES								
	Latest	Previous	Change from previous	Year ago	Change from year ago	Total space surveyed (s.f.)	Change in total space surveyed (s.f.)	Last updated
Office	12.8%	13.5%	-0.7%	13.3%	-0.5%	132,683,392	3.7%	10/10
Flex	6.4%	8%	-1.6%	10.5%	-4.1%	20,335,466	6.1%	10/10
Industrial	11%	10.3%	0.7%	5.4%	5.6%	15,557,801	06.0%	10/10
GROSS CONSUMER SALES								
	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder	\$1,062,775,377	\$1,092,487,223	-2.7%	\$1,196,751,184	-11.2%	\$2,155,262,600	-9.2%	20/09
Broomfield	\$508,768,369	\$497,420,325	2.3%	\$535,026,546	-4.9%	\$1,006,188,694	-8.9%	20/09
Erie	\$12,848,421	\$14,290,401	-10.1%	\$14,650,617	-12.3%	\$27,138,822	-9.7%	20/09
Lafayette	\$129,035,459	\$179,528,690	-28.1%	\$140,151,607	-7.9%	\$308,564,149	-25.9%	20/09
Longmont	\$581,262,311	\$546,487,880	6.4%	\$574,103,243	1.2%	\$1,127,750,191	-5.8%	20/09
Louisville	\$179,808,671	\$175,216,773	2.6%	\$196,168,211	-8.3%	\$355,025,444	-10.1%	20/09
Lyons	\$11,567,791	\$11,571,768	0.0%	\$20,578,398	-43.8%	\$23,139,559	-46.4%	20/09
Nederland	\$7,782,860	\$6,229,712	24.9%	\$7,524,421	3.4%	\$14,012,572	-9.2%	20/09
Niwot	\$13,670,990	\$7,580,971	80.3%	\$9,135,782	49.6%	\$21,251,961	-1.5%	20/09
Superior	\$82,895,245	\$83,759,642	-1.0%	\$89,500,419	-7.4%	\$166,654,887	-5.8%	20/09
Ward	\$288,383	\$171,887	67.8%	\$184,963	55.9%	\$460,270	37.6%	20/09
Unincorporated Boulder County	\$168,450,146	\$210,460,054	-20.0%	\$252,977,984	-33.4%	\$378,910,200	-18.7%	20/09
Total	\$2,759,154,023	\$2,825,205,326	-2.3%	\$3,036,753,375	-9.1%	\$5,584,359,349	-10.5%	20/09
SELECT CONSUMER SALES								
	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder/Broomfield counties motor vehicle sales	\$140,943,000	\$125,246,000	12.5%	\$181,959,000	-22.5%	\$307,205,000	-14.4%	20/09
Boulder/Broomfield counties restaurant sales	\$152,260,000	\$140,359,000	8.5%	\$161,548,000	-5.7%	\$301,907,000	-2.7%	20/09
Boulder/Broomfield counties building material sales	\$75,517,000	\$51,903,000	45.5%	\$79,668,000	-5.2%	\$609,112,000	-9.0%	20/09
JOBS								
	Latest	Previous	Change from previous	Year ago	Change from year ago	Unemployment rate	Change in unemployment rate	Last updated
Boulder County	163,438	161,137	1.4%	165,285	-1.1%	5.9%	-0.5%	4/10
Broomfield County	28,012	27,577	1.6%	28,553	-1.9%	6.7%	-0.7%	4/10
Colorado	2,451,424	2,423,645	1.1%	2,502,833	-2.1%	8.0%	0.1%	4/10
United States	139,455,000	137,983,000	1.1%	140,902,000	-1.0%	9.9%	0.2%	4/10
BANKRUPTCIES								
	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder / Broomfield Counties	109	79	38.0%	70	55.7%	1250	4.4%	12/09
VENTURE CAPITAL								
	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder/Broomfield counties	\$35,046,500	\$33,715,200	3.9%	\$41,281,800	-15.1%	\$35,046,500	-15.1%	10/10
Colorado	\$56,947,500	\$132,015,300	-56.9%	\$76,906,900	-26.0%	\$56,947,500	-26%	10/10
United States	\$4,726,918,600	\$5,018,591,300	-5.8%	\$3,003,653,800	57.4%	\$4,726,918,600	57.4%	10/10
LOCALLY BASED BANKS								
	Total assets	Yearly change in assets	Total deposits	Yearly change in deposits	Total loans	Yearly change in loans	Quarterly income	Last updated
AMG National Trust Bank	\$115,030,000	15.4%	\$96,981,000	16.9%	\$23,772,000	77.3%	\$509,000	30/09
FirstBank of Boulder	\$525,385,000	5.2%	\$484,879,000	14.2%	\$207,727,000	7.2%	\$7,008,000	30/09
FirstBank of Longmont	\$393,241,000	-5.6%	\$359,320,000	4.5%	\$137,535,000	14.3%	\$4,677,000	30/09
FirsTier Bank	\$885,143,000	20.9%	\$734,816,000	23.9%	\$723,033,000	6.4%	-\$8,667,000	30/09
Flatirons Bank	\$96,680,000	97.8%	\$52,222,000	72.1%	\$42,592,000	35.8%	-\$3,000	30/09
Mile High Banks	\$1,296,569,000	-0.25%	\$1,100,860,000	9.6%	\$1,145,769,000	-8.6%	-\$2,141,000	30/09
Summit Bank & Trust	\$99,724,000	40.9%	\$89,131,000	92%	\$58,406,000	6%	-\$2,967,000	30/09
LOCALLY BASED CREDIT UNIONS								
	Total assets	Yearly change in assets	Total deposits	Yearly change in deposits	Total loans	Yearly change in loans	Quarterly income	Last updated
Ashoka Credit Union	\$2,414,803	8.5%	\$2,142,598	8.3%	\$2,158,091	3.7%	\$20,660	30/09
Boulder Municipal Employees Credit Union	\$56,450,353	6.6%	\$51,573,039	7.2%	\$37,485,731	-4.2%	-\$113,815	30/09
Boulder Valley Credit Union	\$199,408,658	19.1%	\$178,931,055	19.6%	\$109,346,133	1.6	\$957,513	30/09
Community Financial Credit Union	\$115,446,003	7.2%	\$98,191,153	6.2%	\$74,317,647	14.9%	-\$257,409	30/09
Elevations Credit Union	\$922,208,730	7.3%	\$846,026,500	10.3%	\$675,272,482	23.5%	\$6,937,256	30/09
Premier Members Credit Union	\$319,506,273	9.7%	\$284,020,386	10.7%	\$264,534,848	10.2%	\$3,450,683	30/09
St. Vrain Valley Credit Union	\$82,208,572	6.7%	\$74,514,253	7%	\$63,179,317	8.8%	\$401,781	30/09

Compiled by Business Report staff

BCBRDAILY from 2A

42-mile transmission line. RES will construct both the line and the wind farm, while Vestas will provide operations and maintenance for five years under a fixed-price agreement.

The project is scheduled to be complete in 2012.

eCrypt sells stock for capital

BOULDER — Software firm eCrypt Technologies Inc. has secured \$400,000 in financing in exchange for nearly 1 million shares of restricted common stock.

In addition to the \$400,000 secured in exchange for 952,381 shares of stock at 42 cents each, the Boulder-based company, which develops software that encrypts e-mails being sent from cell phones, could receive up to an additional \$1.6 million for about 3.8 million shares at the same price.

The financier, whose name is being withheld until a later date, has the option of executing an additional 952,381 shares at 42 cents each, 714,286 shares at 56 cents each for additional operating capital.

The company plans to use the money for ongoing operations as well as continue its research and development efforts, said Brad Lever, the company's chief executive officer.

Fox Hill forms alliance

LONGMONT — Fox Hill Country Club in Longmont has joined the Fort Collins and Greeley country clubs in an alliance that combines memberships and facilities at all three clubs.

The Fort Collins and Greeley clubs have offered reciprocal access to their members since 2006.

With the addition of Fox Hill, the combined memberships of the private, member-owned clubs total approximately 1,400 families. There are 18-hole championship golf courses in all three cities, with online scheduling of tee times available. Members from each club can also use the amenities at all three clubs for swimming, tennis, recreation and social events.

Each club stands alone financially, and is not involved with revenue sharing.

Fees for a full membership at Fox Hill, according to its website, include a \$3,000 initiation fee, \$375 monthly dues and a \$60 minimum for food and beverages. The club also has less expensive rates for juniors and seniors.

PRODUCT UPDATE

Boulder-based **Justin's Nut Butter LLC**, makers of all-natural and organic nut butters, is now available at all 1,740 Super Target stores nationwide. Super Target stores, owned by Minneapolis-based Target Corp., are in 49 states.

Broomfield-based **Spatial Corp.** released the beta version of its RADF R3.0, a 3-D development platform for desktop and cloud-based applications. It also released its Convergence Geometric Modeler.

Boulder-based **In Clover Inc.**, a pet wellness product developer, released a 99-cent trial size version of its OptaGest digestive supplement for dogs and cats.

BUILD IT AND THEY WILL HAVE POWER

Boulder-based juwi solar Inc. builds field of solar panels in Ohio



COURTESY JUWI SOLAR INC.

Boulder-based juwi solar Inc. completed a 12-megawatt solar project in Wyandot County, Ohio, three months ahead of schedule. It is the largest solar-energy generation facility in operation in the state, according to the company. juwi developed the project and performed engineering, procurement and construction services for the project.

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PUBLIC COMPANIES

(Companies based in Boulder and Broomfield counties ranked by last full fiscal year's revenue.)*

RANK	PREV. RANK	Company	Chief executive officer	Business Description	Stock Exchange Ticker Symbol Web site Fiscal Year End	Employees in Boulder and Broomfield counties Employees- Worldwide	Revenue 2009 Revenue 2008	Net income 2009 Net income 2008	52 Week High 52 Week Low 2009
1	1	BALL CORP. 10 Longs Peak Drive Broomfield, CO 80020 303-460-2323/303-460-2663	R. David Hoover	Makes metal and plastic packaging products for beverage, food and household customers; aerospace unit provides imaging, communications and information systems, products, software and services to government and commercial aerospace customers.	NYSE BLL www.ball.com Dec. 31	3,100 14,500	\$7,350,000,000.00 \$7,561,500,000.00	\$387,900,000.00 \$319,500,000.00	\$56.10 \$43.77
2	2	LEVEL 3 COMMUNICATIONS INC. 1025 Eldorado Blvd. Broomfield, CO 80021 720-888-1000/720-888-5085	James Q. Crowe	Operates fiber-optic networks and sells a variety of communications services.	Nasdaq LVLT www.level3.com December	2,016 5,200	\$3,760,000,000.00 \$4,301,000,000.00	(\$618,000,000.00) (\$290,000,000.00)	\$1.77 \$1.11
3	3	VAIL RESORTS INC. 390 Interlocken Crescent, Suite 1000 Broomfield, CO 80021 303-404-1862/303-404-6415	Robert Katz	Resort operator; Grand Teton Lodge Company in Jackson, Rock Resorts, Vail, Breckenridge, Beaver Creek, Heavenly and Keystone.	NYSE MTN www.vailresorts.com July 31	300 14,960	\$977,000,000.00 \$1,152,200,000.00	\$49,000,000.00 \$102,900,000.00	\$49.00 \$24.23
4	4	CROCS INC. 6328 Monarch Park Place Niwot, CO 80503 303-848-7000/303-848-7010	John McCarvel	Manufacturer of Crocs branded footwear.	Nasdaq CROX www.crocs.com Dec. 31	N/A 3,560	\$645,800,000.00 \$721,600,000.00	(\$42,100,000.00) (\$185,100,000.00)	\$12.28 \$2.55
5	5	DIGITALGLOBE INC. 1601 Dry Creek Drive, Suite 260 Longmont, CO 80503 303-684-4000/303-682-3848	Jill Smith	Provider of high-resolution commercial satellite imagery and geospatial information products.	NYSE DGI www.digitalglobe.com Dec. 31	464 464	\$281,900,000.00 \$275,200,000.00	\$47,400,000.00 \$53,800,000.00	\$29.10 \$17.10
6	6	GAIAM INC. 833 W. South Boulder Road Louisville, CO 80027 303-222-3600/303-222-3700	Lynn Powers	Environmentally friendly products; other goods and services for a healthy lifestyle.	Nasdaq GAIA www.gaiam.com Dec. 31	519 519	\$278,500,000.00 \$257,200,000.00	(\$300,000.00) (\$35,600,000.00)	\$9.49 \$4.51
7	8	SMART BALANCE INC. 6106 Sunrise Ranch Drive Longmont, CO 80503 303-440-8839/N/A	Stephen Hughes	Acquires food and beverage companies.	Nasdaq SMBL www.smartbalance.com Dec. 31	73 73	\$239,500,000.00 \$221,900,000.00	\$3,500,000.00 (\$6,900,000.00)	\$6.93 \$3.85
8	NR	DOT HILL SYSTEMS CORP. 1351 S. Sunset St. Longmont, CO 80501 303-845-3200/303-845-3655	Dana W. Kammersgard Director	Designs and delivers storage networking solutions to channel partners worldwide. Products include the SANnet II family of storage systems and RIO Xtreme storage solutions.	Nasdaq HILL www.dothill.com Dec. 31	285 285	\$234,380,000.00 \$272,900,000.00	(\$13,600,000.00) (\$25,800,000.00)	\$2.83 \$0.63
9	7	DYNAMIC MATERIALS CORP. 5405 Spine Road Boulder, CO 80301 303-665-5700/303-604-3948	Yvon Pierre Cariou	Manufacturer of explosion-welded clad metal plates that are used to fabricate heavy capital equipment for a variety of industries; manufacturer and distributor of shaped charges and related products for the perforation of oil & gas wells.	Nasdaq B00M www.dynamicmaterials.com Dec. 31	26 450	\$164,898,000.00 \$232,577,000.00	\$8,549,000.00 \$24,068,000.00	\$23.17 \$4.95
10	10	REAL GOODS SOLAR INC. 833 West South Boulder Road Louisville, CO 80027 303-222-8950/303-222-3786	John Schaeffer	A full-service solar electric company providing everything from the planning stages to the installation and deployment of solar energy systems; fronts utility rebates.	Nasdaq RSOL www.realgoodssolar.com Dec. 31	25 177	\$64,330,000.00 \$39,200,000.00	(\$1,600,000.00) (\$28,000,000.00)	\$4.80 \$1.95
11	9	NEW FRONTIER MEDIA INC. 7007 Winchester Circle, Suite 200 Boulder, CO 80301 303-444-0900/303-938-8388	Michael Weiner	Producer and distributor of adult-themed and general motion picture entertainment.	Nasdaq NOOF www.noof.com March 31	180 180	\$50,400,000.00 \$55,900,000.00	(\$5,200,000.00) \$8,700,000.00	\$2.50 \$1.55
12	11	AEROGROW INTERNATIONAL INC. 6075 Longbow Drive, Suite 200 Boulder, CO 80301 303-444-7755/303-444-0406	Jack J. Walker	Manufactures aeroponic systems for growing plants.	OTC:BB AERO.OB www.aerogrow.com March 31	66 66	\$37,400,000.00 \$38,400,000.00	(\$10,300,000.00) (\$9,800,000.00)	\$0.24 \$0.07
13	12	ARRAY BIOPHARMA INC. 3200 Walnut St. Boulder, CO 80301 303-381-6600/303-386-1390	Robert Conway	Discovery, development and commercialization of targeted small molecule drugs to treat patients afflicted with cancer and inflammatory diseases.	Nasdaq ARRY www.arraybiopharma.com June 30	345 345	\$24,980,000.00 \$28,800,000.00	(\$127,800,000.00) (\$96,300,000.00)	\$4.65 \$1.68
14	14	ENCISION INC. 6797 Winchester Circle Boulder, CO 80301-2350 303-444-2600/303-444-2693	John Serino	Surgical instruments and electrosurgery devices.	OTC:BB ECIA.OB www.encision.com March 31	58 58	\$12,800,000.00 \$12,100,000.00	\$200,000.00 (\$200,000.00)	\$2.00 \$0.55
15	15	ELDORADO ARTESIAN SPRINGS INC. 1783 Dogwood St. Louisville, CO 80027 303-499-1316/303-499-1339	Douglas A. Larson	Bottler and distributor of natural spring water and organic, vitamin-charged spring water.	OTC:BB ELDO.OB www.eldoradosprings.com March 31	65 65	\$8,476,776.00 \$9,290,867.00	(\$400,000.00) (\$200,000.00)	\$1.50 \$0.30
16	16	GLOBAL CASINOS INC. 5455 Spine Road, Suite C Boulder, CO 80301 303-527-2903/303-527-2916	Frank Jennings	Casino and gaming company.	OTC:BB GBCS.PK N/A June 30	31 31	\$6,400,000.00 \$4,400,000.00	\$0.00 \$100,000.00	\$0.55 \$0.21
17	18	ENERGY CONSERVATION TECHNOLOGIES INC. 3027 N. 75th St. Boulder, CO 80301 303-442-3178 or 303-948-4424/ 303-442-3240	Fazle Quazi	An energy saving and power product company that produces low-frequency, electronic (HID) High Intensity Discharge ballasts used in street lighting around the world, and high ceiling applications such as shopping centers, airports, stadiums and other areas that need large quantities of light.	Pink Steets ENYC.PK www.econpower.com Dec. 31	12 12	\$1,265.00 \$0.00	(\$133,638.00) (\$75,839.00)	\$0.25 \$0.02
18	13	ARCA BIOPHARMA INC. 8001 Arista Place, Suite 200 Broomfield, CO 80021 720-940-2100/720-208-9261	Michael R. Bristow	Focused on developing and commercializing genetically-targeted therapies for heart failure and other cardiovascular diseases.	Nasdaq ABIO www.arcabiopharma.com Dec. 31	22 22	\$0.00 \$15,251,000.00	(\$9,100,000.00) (\$29,923,000.00)	\$9.23 \$2.20

SOURCE: BUSINESS REPORT SURVEY

N/A: Not available. * Second ranking criteria is number of employees.

RESEARCHED BY Beth Edwards

Ball Corp. acquires beverage can plant in China

BY DOUG STORUM
dstorum@bcbcr.com

BROOMFIELD — Ball Corp. in Broomfield has completed the acquisition of a beverage-packaging plant in southern China.

Ball (NYSE: BLL) now owns all of Guangdong Jianlibao Group Co. Ltd.'s 65 percent interest in the plant in Sanshui, China, after obtaining necessary approvals and clearances from the Chinese government. Ball owned 35 percent of the joint-venture plant since 1992.

The transaction includes the plant and related assets for approximately \$90 million.

Ball also entered into a long-term supply agreement with Jianlibao and its affiliate, Foshan Sanshui Jianlibao Trading Co. Ltd. Ball expects to report an after-tax gain of approximately \$25 million in the second quarter 2010 on its previous ownership interest in the joint venture, subject to the appraisal of the business.

Level 3

Several top executives at Broomfield-based Level 3 Communications Inc. (Nasdaq: LVL) have sold shares in the telecommunications firm.

Earlier this month, Chief Executive James Q. Crowe sold 65,500

Market capitalization

Here is a list of the market capitalization, considered a good gauge of a company's worth, of public companies based in the Boulder Valley traded on major stock exchanges. Market cap is calculated by multiplying the number of outstanding shares by the current market price of a share. The number changes throughout each day as prices fluctuate. Source is Yahoo Finance on July 6.

Ball Corp.	\$4.9 billion	Smart Balance Inc.	\$260.5 million
Level 3 Communications Inc.	\$1.6 billion	Dynamic Materials Corp.	\$204.6 million
Vail Resorts Inc.	\$1.3 billion	Array Biopharma Inc.	\$157.2 million
DigitalGlobe Inc.	\$1.2 billion	Dot Hill Systems Corp.	\$58.5 million
Crocs Inc.	\$873.4 million	Real Goods Solar Inc.	\$54.3 million
Gaiam Inc.	\$868.2 million	New Frontier Media Inc.	\$28.4 million

shares at an average price of 96 cents a share.

President and Chief Operating Officer Jeffrey K. Storey sold 13,500 shares and Sunit S. Patel, executive vice president and chief financial officer, sold 18,750 shares, also at 96 cents per share.

And Charles C. Miller III, vice chairman and executive vice president, sold 19,000 shares at 97 cents a share.

Vail Resorts

Vail Resorts in Broomfield

(NYSE: MTN) has launched a new web site, VailResortsEcho.com., to educate and engage guests and employees about the company's sustainability efforts.

The site provides information on Vail Resorts' goals and ideals of its corporate stewardship efforts, said Rob Katz, chairman and chief executive officer for Vail Resorts.

The site focuses on Vail's efforts for healthy forests and clean water through its partnership with the U.S. Forest Service and the National Forest Foundation on the Hayman

Restoration Partnership, the state's largest forest restoration project, and one of the largest public-private partnerships of its kind in the country.

It also includes pictures, videos and stories about Vail's employees and their dedication to volunteering. In the last year, Vail Resorts employees donated more than 2,000 collective hours.

Crocs

At its annual meeting of stockholders June 29, Niwot-based shoemaker Crocs Inc.'s (Nasdaq: CROX) stockholders voted in favor of the re-election of Raymond D. Croghan, Peter Jacobi and Richard L. Sharp to the company's board of directors and in favor of the ratification of the appointment of Deloitte & Touche LLP as the company's independent registered public accounting firm for fiscal year 2010.

Also last month, John P. McCarvel, Crocs' chief executive, sold 30,000 shares of Crocs' stock at an average price of \$12 a share.

DigitalGlobe

DigitalGlobe Inc. (NYSE: DGI) has been gaining attention worldwide as media outlets use photographs taken from its constellation of satellites of the oil spill in the Gulf of

► See **Acquires**, 16A



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For more information, please contact Rex O'Neal at 303-447-7700.



DATA-STORAGE COMPANIES

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

RANK	PREV. RANK	Company	Revenue 2009 Revenue 2008	No. employees in Boulder & Broomfield counties Employees companywide	Products/Services	Headquarters Public/Private Stock exchange:Stock ticker	Person In Charge Year Founded Website
1	1	IBM CORP. 6300 Diagonal Highway Boulder, CO 80302 303-924-6300/303-924-6270	\$95,758,000,000 \$103,630,000,000	3,400 N/A	Computer software, hardware and services.	Armonk, N.Y. Public NYSE:IBM	Larry Longseth, Vice President of Global Server Systems Operations 1911 www.ibm.com
2	2	ORACLE CORP. 500 Eldorado Blvd. Broomfield, CO 80021 303-464-4000/303-272-9065	\$11,449,000,000 \$13,880,000,000	3,300 N/A	Computer software, hardware and services; network computer systems.	Redshores, Calif. Public Nasdaq:JAVA	Jonathan Schwartz, Director 1982 www.oracle.com
3	3	SEAGATE TECHNOLOGY LLC 389 Disc Drive Longmont, CO 80503 720-684-1900/N/A	\$9,800,000,000 \$12,700,000,000	1,122 N/A	Hard disk drives and solid state drives. Storage solutions for enterprise, desktop, mobile computing, consumer electronics and retail markets.	Scotts Valley, Calif. Public NASDAQ:STX	Steve Luczo, CEO 1979 www.seagate.com
4	4	WESTERN DIGITAL CORP. 1951 S. Fordham St. Longmont, CO 80501 720-494-1949/N/A	\$7,453,000,000 \$8,074,000,000	N/A 45,991	Hard drives for personal computers.	Lake Forest, Calif. Public NYSE:WDC	John F. Coyne, Director 1970 www.wdc.com
5	5	LSI ESG 5400 Airport Blvd., Suite 100 Boulder, CO 80301 303-449-2228/303-381-4348	\$2,200,000,000 \$2,677,100,000	N/A N/A	Designs and manufactures high-performance modular enterprise storage platforms and storage management software.	Milpitas, Calif. Public NYSE:LSI	Bill Brant, Senior Director Product Development 1972 www.lsi.com
6	6	QUANTUM CORP. 4001 Discovery Drive, Suite 1100 Boulder, CO 80303 720-406-5700/720-406-5792	\$809,000,000 \$976,000,000	50 1,800	Comprehensive, integrated range of disk, tape, software and service solutions for backup, recovery and archive.	San Jose, Calif. Public NYSE:QTM	Richard E. Belluzzo, CEO, Chairman 1980 www.quantum.com
7	7	EMULEX DESIGN AND MANUFACTURING 1921 Corporate Centre Circle, Suite 3B Longmont, CO 80501 720-494-1349/720-494-1817	\$378,220,000 \$488,300,000	N/A 448	Fibre Channel host bus adaptors, embedded switches and SAN storage switches.	Costa Mesa, Calif. Public NYSE:ELX	James M. McCluney, Director 1979 www.emulex.com
8	8	DOT HILL SYSTEMS CORP. 1351 S. Sunset St. Longmont, CO 80501 303-845-3200/303-845-3655	\$234,380,000 \$272,900,000	285 285	Designs and delivers storage networking solutions to channel partners worldwide. Products include the SANnet II family of storage systems and RIO Xtreme storage solutions.	Carlsbad, Calif. Public Nasdaq:HILL	Dana W. Kammersgard, Director 1999 www.dothill.com
9	20	LEFTHAND NETWORKS 2580 55th St. Boulder, CO 80301 303-449-4100/303-442-0965	\$24,900,000 N/A	140 N/A	LeftHand iSCSI SANs and Virtual SAN appliances.	Boulder Public NYSE:HPQ	Bill Chambers, CEO, President 1999 www.lefthandnetworks.com
10	14	QUALSTAR CORP. 5480 Valmont Road Boulder, CO 80301-2367 303-444-1012/N/A	\$17,890,000 \$21,500,000	30 30	Tape library data-storage systems, tape drives, and utility software.	Simi Valley, Calif. Public Nasdaq:QBAK	William J. Gervais, Director 1984 www.qualstar.com
11	19	PINETREE PERIPHERALS INC. 950 S. Sherman St. Longmont, CO 80501 303-776-5066/303-776-2130	\$1,200,000 \$1,300,000	10 12	Provider of repairs of legacy tape subsystems and libraries, seller of refurbished units and parts, on-site maintenance.	Longmont Private N/A:N/A	Charles Tilleman, Team Leader Mary Ann Tilleman, Treasurer 1992 www.pineInc.com
12	12	SPECTRA LOGIC CORP. 1700 N. 55th St. Boulder, CO 80301-2725 303-449-6400/303-939-8844	N/A N/A	238 293	Defines, designs and delivers innovative data protection through tape, de-duplication and disk-based backup, recovery and archive storage solutions.	Boulder Private N/A:N/A	Nathan C. Thompson, CEO, Chairman 1979 www.spectrallogic.com
13	16	INPHASE TECHNOLOGIES 2000 Pike Road Longmont, CO 80501 720-494-7420/720-494-9606	N/A N/A	100 N/A	Holographic data storage.	Longmont Private N/A:N/A	Nelson Diaz, CEO, President 2000 www.inphase-tech.com
14	NR	PILLAR DATA SYSTEMS 1751 S. Fordham Road, Suite 350 Longmont, CO 80503 720-494-3300/720-494-3301	N/A N/A	100 N/A	Storage management platform for the SAN and NAS market.	San Jose, Calif. Private N/A:N/A	2001 www.pillardata.com
15	22	PROSTOR SYSTEMS 5555 Central Ave., Suite 100 Boulder, CO 80301 303-565-3100/303-545-2665	N/A N/A	45 N/A	Removable disk storage.	Boulder Private N/A:N/A	Frank Harbist, CEO, President 2004 www.prostorsystems.com
16	23	DPHI INC. 1900 Pike Road, Suite F Longmont, CO 80501 303-952-2450/303-952-2451	N/A N/A	22 22	Products and technologies for recording, playback and distribution of digital content for use on portable Internet appliances.	Longmont Private N/A:N/A	Bill Almon Jr., CEO 2003 www.dataplay.com
17	24	REBIT INC. 2420 Trade Center Ave., Suite A2 Longmont, CO 80503 720-204-2232/303-776-6188	N/A N/A	18 22	A software company delivering fully automatic and complete PC backup and recovery.	Longmont Private N/A:N/A	Paul Guerin, CEO Lew Frauenfelder, CEO 2005 www.rebit.com
18	15	ROCKY MOUNTAIN RAM LLC 901 Front St., Suite 300 Louisville, CO 80027 303-413-8244/303-413-8255	N/A \$7,500,000	17 17	Memory products for all platforms, USB/Firewire hard drives, USB Flash drives, mobile data encryption software.	Louisville Private N/A:N/A	Lisa Schaeffer, Owner 1995 www.ram-it.com
19	18	CONDUANT CORP. 1501 S. Sunset St., Suite C Longmont, CO 80501 303-485-2721/303-485-5104	N/A \$4,700,000	10 12	Designs and manufactures disk-based recording systems for government, military, scientific and commercial applications.	Longmont Private N/A:N/A	Ken Owens, CEO, President 1996 www.conduant.com
20	NR	DATA STORAGE GROUP INC. 2400 Trade Centre Ave. Longmont, CO 80503 720-204-1862/303-776-4504	N/A \$1,030,000	10 10	dataStor Shield Product Family: data protection with de-duplication for Microsoft Windows.	Longmont Private N/A:N/A	Brian Dodd, Co-president Mike Moore, Co-president 2005 www.datastor.com
21	NR	MP TAPES INC. 1233 Sherman Drive Longmont, CO 80501 303-774-6361/303-651-6371	N/A N/A	10 N/A	Manufacturer and support for a line of computer data-storage products and software.	Longmont Private N/A:N/A	Peter Groel, President David Walter, Vice President 1989 www.mptapes.com
22	25	BREAKTHROUGH SYSTEMS INC. 12400 Arapahoe Road Lafayette, CO 80026 303-661-0355/303-661-9707	N/A \$826,000	9 9	Embedded software for the data storage industry.	Lafayette Private N/A:N/A	Terry Spear 1981 www.breakthrough.com
23	17	IO DYNAMIX 1200 Diamond Circle, Suite F-1 Lafayette, CO 80026 303-665-9655/303-665-0355	N/A \$4,500,000	5 5	Tape backup, SAN/NAS solutions, backup and networking software, tape drives, disk drives, disk arrays, RAID's.	Lafayette Private N/A:N/A	Kees Lawrence, President 1993 www.iodynamix.com
24	NR	INTELLIPROP INC. 1823 Sunset Place Longmont, CO 80501-6552 303-774-0535/303-774-0535	N/A N/A	5 8	Provider of storage protocol based design services and products.	Longmont Private N/A:N/A	Ami Patel, General Manager 1999 www.intelliprop.com

N/A: not available. *The second ranking criterion is number of local employees. If your company should be on this list, please contact our research department for a survey at research@bcbr.com or 303-440-4950.

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Beth Edwards

TECHNOLOGY

BCBR.COM

FOCUS: DATA STORAGE

Dot Hill bolsters technology portfolio

Data-storage firm in Longmont lands two U.S. patents

BY DOUG STORUM
dstorum@bcbcr.com

LONGMONT — Dot Hill Systems Corp.'s two latest patents may give the Longmont-based data-storage firm a leg up on the competition.

“Our inclusion in the Russell Microcap Index is an important achievement for us, and we recognize that it significantly increases our visibility within the investment community.”

Dana Kammersgard
PRESIDENT, CHIEF EXECUTIVE,
DOT HILL SYSTEMS CORP

One of the patents improves reliability and usability for storage controllers and data-storage systems, the company claims. Storage controllers contain the control logic that performs commands for overall management of device operations.

The second patent granted covers technology that helps improve the overall management experience for storage administrators, by reducing repetitive



BCBR FILE PHOTOGRAPH

James Kuenzel, right, senior vice president of engineering at Dot Hill Systems Corp. in Longmont, headed the data-storage firm's efforts to add to its technology portfolio with two new patents. “These new patents are further testament to Dot Hill's technology innovation and to the depth and breadth of our technical talent,” he said.

extraneous information relayed by storage system controllers, improving available network bandwidth and reducing clutter at the user interface.

The company now has 67 patents granted by the U.S. Patent and Trademark Office.

“To meet the needs of today's ‘always on’ business world, data storage has changed radically; technology innovation is essential to driving greater levels of functionality, ease of use, capacity and throughput,” said Jim Kuenzel, senior vice president of

engineering at Dot Hill “These new patents are further testament to Dot Hill's technology innovation and to the depth and breadth of our technical talent, which is unmatched across the storage industry.”

The first of the two most recently granted patents provides a method for managing storage controller code, where two different versions of code are stored in storage controller memory. The code identifiers designate which of the two code versions is to be a primary version, which the stor-

age controller will initially attempt to boot.

If any problems are encountered in booting or operating with the primary version of code, the controller first stops execution of the failing code, second, switches to the other version of storage controller code, and third, initiates a boot sequence from the other version of code.

This invention is helpful for allowing a controller to successfully boot if a version of code is either corrupted or

► See **Portfolio, 16A**

SpectraLogic's tape library named Green Product of the Year

BOULDER — SpectraLogic Corp.'s Spectra T-Finity tape library won the Green Product of the Year award at the 2010 Storage Awards held in London.

The Boulder-based data-storage firm's tape library won for its power efficiency per stored terabyte of capacity.

It typically uses 0.873 kilowatts per hour with heat dissipation at 1.19 BTU (British thermal units) per hour per terabyte. The company now claims its competitors use two to six times more energy per unit of data stored.

Readers of Storage magazine U.K. nominated and selected the winners for outstanding products, services and people by popular vote. More than 25,000 votes were cast in the 2010 awards program. “The high performance computing,



COURTESY SPECTRALOGIC CORP.

Boulder-based SpectraLogic Corp.'s Spectra T-Finity tape library won the Green Product of the Year award at the 2010 Storage Awards for its power efficiency.

federal, media and entertainment and general IT sectors are all experiencing fast-paced data growth,” said Molly Rector, Spectra Logic's vice

president of marketing and product management. The Spectra T-Finity enables users to easily manage vast data sets while performing automated

ongoing data integrity validation and the ability to efficiently power and cool their enterprise tape storage.” Earlier this year, Spectra T-Finity also earned the Storage Visions' Product of the Year award in January 2010 and Product of the Year in the Data Intensive Impact Awards in April 2010. BlueScale 11, Spectra's latest version of its proprietary tape library storage management software is catching on. It scans tapes before and after they are written, verifying the health of the disk and the data integrity. Ohio State University's Office of University Communications bought a Spectra T380 tape library with BlueScale11. The tape library is being used to back up 50 terabytes of creative and varied media-rich data such as high-definition videos for public service announcements, TV and scoreboard shots and student recruitment.

ON THE JOB



Broun



Didde



Davis



Funk



Laughlin



Loritz



Mydans



O'Neal



Pagona



Rakness



Salzman



Sawyer



Thompson



Thrash



Ward

ACCOUNTING

Clifton Gunderson LLP promoted **Lizette Peña** to senior manager in the firm's office in Broomfield. Peña provides accounting and audit services to businesses in a variety of industries and has experience in providing chief financial officer related services. She graduated from the University of Central Florida. Also, **Kristin Baumgartner**, **Gigi Pangindian** and **Chuck Reid** were promoted to senior managers in the firm's office in Greenwood Village.

BANKING, FINANCE

Peter Loritz, trust officer at First National Bank Investment Management & Trust in Fort Collins, was awarded the Certified Trust and Financial Advisor designation from the Institute of Certified Bankers, a subsidiary of the American Bankers Association in Washington D.C. Also, **Eric Rakness** was named financial planning account executive for First National Bank Investment Management & Trust. He will serve clients in Boulder, Loveland, Greeley and Fort Collins.

Nathan C. Thompson, chief executive officer of Spectra Logic Corp. in Boulder, joined the Boulder Market Community Board of Wells Fargo. Other members of the board are Linda Adams, partner, The Trispective Group; Peter Behrendt, former chairman and CEO, Exabyte Corp.; Louis Della Cava, principal, LJD Enterprises; Philip DiStefano, Chancellor's office, University of Colorado at Boulder; G. Lane Earnest, co-founder, Caplan and Earnest LLC; Dan Gust, owner, Longmont Ace Hardware; George Karakehian, owner, Art Source International; Carol Riggs, owner, Sturtz & Copeland Florists Inc.; John Sackett, chief executive officer, Avista Adventist Hospital; Ron Secrist, president, Boulder Community Hospital Foundation; Charles Sisk, attorney, Hurth, Yeager, Sisk & Blakemore; Jack Terhar Jr., owner/president, Sill Terhar Motors; Kenneth Zelic, retired regional president, Wells Fargo Northern Colorado.

Karen Didde of Harbor Financial Group Inc. in Boulder passed the CFP board exam and achieved the Certified Financial Planner designation. In

addition to her new duties as CFP, she is involved in investment research, analysis and development of asset allocation models.

Robert Meyers has been appointed financial representative with Northwestern Mutual - Broomfield. Meyers will join a network of specialists offering a wide array of products. He will provide guidance and solutions for a variety of financial needs and goals. He is a graduate of the University of Colorado at Boulder.

Boulder-based Elevations Credit Union hired **Carol Ward** as vice president of enterprise risk management. Ward will be responsible for designing and facilitating the companywide adoption of expanded ERM processes. She also will lead specific risk-management oversight functions on a daily basis, such as regulatory compliance, information and physical security, vendor risk, business interruption risk and internal audit assurance practices. Ward has more than 20 years experience at financial institutions, most recently at Kinecta Federal Credit Union in Manhattan Beach, Calif.

EDUCATION

Fort Collins-based Institute of Business and Medical Careers, which will open a campus in Longmont this September, promoted **Audrey Thrash** to human resources customer support coordinator. Thrash will support and assist front desk receptionists and human resource departments at all IBMC campuses.

ENGINEERING

Boulder-based Drexel, Barrell & Co., promoted **Anne M. Pagona** to associate. Pagona joined the firm in 1998 and serves as regional manager of Drexel Barrell's office in Steamboat Springs. Drexel, Barrell & Co. provides professional services in civil, water resources, traffic and transportation engineering, land surveying and construction engineering. It has regional offices in Colorado Springs, Denver, Grand Junction, Greeley and Steamboat Springs.

GOVERNMENT

Johnny Olson has been selected as region transportation director for the Colorado Department of Transportation's Region 4. The region encompasses nine counties in north/northeast Colorado. Olson replaces Bob Garcia, who retired.

University of Colorado at Boulder faculty member **Douglas Sicker** was appointed chief technologist of the Federal Communications Commission. Be-

ginning Aug. 1, he will work in the commission's Office of Strategic Planning and Policy Analysis and will advise the agency on technological issues. Sicker is an associate professor of computer science with a joint appointment in the Interdisciplinary Telecommunications Program at CU-Boulder.

HEALTH CARE

Barbara Davis, vice president of performance excellence at Exempla Good Samaritan Medical Center in Lafayette, has been appointed by the Commerce Department's National Institute of Standards and Technology to the 2010 Board of Examiners for the Malcolm Baldrige National Quality Award. The Baldrige Award was created in 1987 and is the highest level of national recognition for performance excellence that a U.S. organization can receive.

Corrine Morris joined Physiotherapy Associates in Boulder. Morris has eight years of experience in outpatient orthopedics and sports performance. She has a bachelor's degree in athletic training from the University of Akron and a master's degree in physical therapy from Chatham University. She is certified to teach Pilates mat classes with special certifications in pre- and post-natal exercises.

Lindsay Mydans joined Essentiels Spa in Boulder as spa director. She graduated from the University of Colorado at Boulder with a degree in journalism and has a background in marketing, social media, public relations and sustainability.

HIGH TECH

Boulder-based ProStor Systems, which develops removable disk drive technology and products, added **Jay Kidd** to its board of directors. Kidd is a senior vice president at NetApp. Kidd previously worked at Brocade, Omneon Video Networks, Multigen, Silicon Graphics and Hewlett-Packard.

Longmont-based TerraLux Inc., a developer of LED-based lighting products, hired **Andy Goldstein** as chief operating officer and **Gary Durian** as vice president of engineering. Goldstein previously worked for Exabyte, Seagate, Network Photonics and Tendril Networks. Durian previously worked for JW Speaker Corp. and Milwaukee Electric Tool Corp., where he was responsible for managing global engineering projects.

LAW

Faegre & Benson partner **Rex O'Neal** was named office executive partner of the firm's office in Boulder. O'Neal is also co-chairman of Faegre &

Benson's emerging companies practice and new energy, clean technology and climate initiative. His primary areas of practice include venture capital financings, technology licensing and strategic alliances, public offerings and mergers and acquisitions. O'Neal is also director of the Colorado Cleantech Industry Association and co-chairman of the Cleantech Open, Rocky Mountain Region.

Paul H. Chan, general counsel for the University of Denver, began his term as president of the 17,777-member Colorado Bar Association on July 1. He is the first Asian Pacific American to lead the association in its 113 years. Chan plans to focus on the long-term sustainability of the association, including the use of new technologies to deliver services to members.

Loren Brown, an associate with Broomfield-based Donelson Ciancio & Goodwin PC's litigation team, was elected vice chairman for the Metro Volunteer Lawyers Board of Governors. The board oversees pro bono legal services in the Denver metro area. **Katie Laughlin**, an associate with the firm's family law team, was elected chairwoman of the education committee for MVL.

REAL ESTATE

Real estate agents **Amanda Salzman** and **Brett Sawyer** have joined Pedal to Properties in Boulder. Salzman previously oversaw the property-management division of Bittner Commercial Advisors in Boulder. She is a graduate of Southern Illinois University with a degree in economics and speech communication. Sawyer is a graduate of the University of Colorado and has 25 years experience buying and selling real estate. He's been a licensed broker for 10 years.

Boulder-based Housing Helpers of Colorado LLC hired **Faye Funk** as corporate housing manager to run the corporate housing division of Housing Helpers in Boulder County, Broomfield County and northern Colorado. Housing Helpers' Corporate Housing Division provides temporary to extended-stay furnished apartments, condos and home rentals throughout Colorado for business travelers and corporate relocations.

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

PORTFOLIO from 15A

has other problems. A test or experimental version of code can be loaded into a storage controller. If the test or experimental version of code cannot boot, the controller will automatically select an older stable version of code and successfully boot.

The second patent provides a method for notifying a user of events involving the data-storage system. Storage controllers in the data-storage system maintain subscription statistics for each user of the data storage system, where the subscription statistics describe which informational, error and other events the user wishes to be notified of. The data-storage system also keeps track of which events have already been reported to a requesting user, so that the same events are not reported to the same user multiple times.

Russell Index

In late June, Dot Hill was added to the Russell Microcap Index.

Membership in the index, which remains in place for one year, means automatic inclusion in the appropriate growth and value style indexes. Russell determines membership for its equity indexes primarily by objective, market-capitalization rankings and style attributes.

"Our inclusion in the Russell Microcap Index is an important achievement for us, and we recognize that it significantly increases our visibility within the investment community," said Dana Kammersgard, president and chief executive officer of Dot Hill Systems.

Russell indexes are widely used by investment managers and institutional investors for index funds and as benchmarks for both passive and active investment strategies. An industry-leading \$3.9 trillion in assets currently are benchmarked to them.

Dot Hill's market capitalization is \$58.5 million.

ACQUIRES from 13A

Mexico.

The company continues to add both government and commercial clients who use the high-resolution photographs for a variety of purposes, from troop buildups to helping assess damage caused by natural disasters.

Last month, Walter S. Scott, executive vice president and chief technical officer, sold 1,850 shares at an average price of \$27.68 a share.

Gaiam

Gaiam Inc. (Nasdaq: GAIA), a Louisville-based distributor of lifestyle media, recently signed an exclusive home-video license agreement with the Travel Channel. Under the two-year agreement, Gaiam will be the exclusive home video distributor for Travel Channel programming, providing Gaiam the opportunity

to manufacture, distribute and sell DVDs via traditional retail, direct and home-shopping channels as well as digitally on Gaiam's website, www.gaiam.com.

William S. Sondheim, Gaiam's president of entertainment and world wide distribution, believes Gaiam's "expertise and established distribution relationships will continue to grow Travel Channel's well-established presence in the home-entertainment market."

This September marks the beginning of the partnership with the releases of "Anthony Bourdain: No Reservations" and the second season of "Ghost Adventures." Other DVD releases will feature "Man v. Food," "Bizarre Foods with Andrew Zimmern" and Samantha Brown's "Passport to Great Weekends."

SPORTS & OUTDOORS

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18A | Q & A with Frank Hugelmeyer

'Love' for outdoors gear buoys industry

Companies wrestle with selling direct to consumers and relying on retailers

BY RYAN DIONNE

rdionne@bcbcr.com

BOULDER — Even in the depths of a recession, people are hesitant to give up what they love, making it one thing that helped keep the outdoor industry from being hard hit during the last couple years.

Basic necessities aside, regardless of how much money people do or don't have, they tend to spend it on what they love. And for the outdoor industry's consumers, that typically translates to gear.

But it's not all fun and games for local outdoor companies, local executives said during the Boulder County Business Report's outdoor industry CEO Roundtable June 29.

Companies like the Boulder Outdoor Specialty Group, which includes well-known brands such as Kelty and Sierra Designs, restructured the company last year, allowing it to make better, smarter business choices.



Now, the company is experiencing strong financial growth in 2010, said Kenny Ballard, the Boulder Outdoor Specialty Group's president.

Others such as Sid Factor Seven, Zeal Optics, Polar Bottle and Salewa North America saw growth throughout the last couple of years.

Eric Lyon, co-founder of Boulder-based Sid Factor Seven, a product-design firm, said business increased in the last couple of years as companies looked to outsource work as client's staff size decreased.

Now that the economy seems to be improving, his company has retained some of those recently signed clients.

Others in the industry, such as Boulder-based Salewa North America, took full advantage of a down economy.

Chris Sword, the company's president, said he and his staff renegotiated leases to save money as building owners were getting desperate to fill vacant offices or take what they can get.

But on the flip side, Boulder-based Slipstream Sports LLC is on the receiving end of demanding deals.

Beth Seliga, the company's co-founder and chief financial officer,



DOUG STORUM

Chris Sword, left, president of Salewa North America, Bill Hartrampf, president of Deuter USA, and Nicole DeBoom, founder and chief executive officer of Skirt Sports Inc., discuss the current state of the outdoor industry at the Boulder County Business Report's CEO Roundtable June 29.

said sponsors are demanding more and more from the company in terms of appearances, logo or product placement and other obligations in exchange for the same amount of money.

Besides the ebbs and flows of consumer demand, the dealer-distributor relationship plays a role in how outdoor product manufacturers are faring in the economy, too.

Roundtable participants said it's a constant struggle to work with retailers in terms of product placement and amount of inventory.

In the recession, many retailers don't want to prepay for a predetermined amount of inventory that they may have a hard time selling. Some want to "pay per scan" so they only buy what they can sell, some executives said.

But that poses problems for manufacturers as they try to plan their own inventory and pay the bills as well.

One solution many have been found: sell products directly to consumers on the company's website in addition to brick and mortar retailers.

And to add to the mix, many retailers, such as Recreational Equipment Inc., known as REI, make their own branded products that compete with many of the manufacturers that they sell in stores.

Seth Haber, founder and chief executive officer of Boulder-based Trek Light Gear, hasn't dealt with the turmoil of selling his products to retailers. He sells only directly to customers via his website, but he's in the process of getting everything in order to launch his products in retail outlets too.

It's a constant "dance," as Ballard called it, but ultimately it's about con-

necting with the consumer no matter where he or she buys the product, participants said.

Regardless of what that product is, companies are finding that consumers' focus has shifted to quality gear at a good value.

Gone are the days of consumers buying one jacket for each activity. Most consumers now want one jacket that they can use all the time, Lyon said.

That emphasis on quality is true with Boulder-based Zeal Optics, too. Wink Jackson, the company's co-founder, said her best selling product is one of her most expensive because people recognize quality and are willing to spend the extra money to get it.

But things that many people aren't willing to pay more for are green products and products made in the United States.

Judy Amabile, president of Boulder-based Polar Bottle, said companies should move their manufacturing processes to the United States for a number of reasons — including better access, more control and a smaller carbon footprint.

Others think manufacturing gear domestically is a stretch because it'll cost more to produce and to establish

CEO ROUNDTABLES

The Boulder County Business Report conducts CEO Roundtable discussions monthly to address key issues facing companies and industries in Boulder and Broomfield counties.

The CEO Roundtable is conducted in collaboration with Holland & Hart LLP and Ehrhardt Keefe Steiner & Hottman PC. The roundtables are closed to the public, but the Business Report reports on each roundtable in its print editions and posts video interviews with some participants on its Web site at www.bcbcr.com.

2010 schedule

Jan. 19: Economy, published Feb. 5
Feb. 9: Banking, published Feb. 19
March 9: Energy and Utilities, published March 19
April 20: Natural Products, published April 30
May 18: Green Business, published May 28
June 15: Outdoors Industry, published July 9
July 13: Real Estate, publishes July 23
Aug. 10: Innovation, publishes Aug. 20
Sept. 7: Health Care, publishes Sept. 17
Oct. 19: Technology and Telecommunications, publishes Oct. 29
Nov. 16: Bioscience, publishes Nov. 26

manufacturing facilities in addition to having to pay workers higher wages.

When it comes to green products, quality is a concern as many green products aren't as durable as traditional gear.

PARTICIPANTS

Judy Amabile, president, Polar Bottle; Kenny Ballard, president, Boulder Outdoor Specialty Group; Nicole DeBoom, founder and chief executive officer, Skirt Sports Inc.; Seth Haber, founder and chief executive officer, Trek Light Gear; Bill Hartrampf, president, Deuter USA; Wink Jackson, co-founder, Zeal Optics; Eric Lyon, co-founder, Sid Factor Seven; Beth Seliga, chief financial officer, Slipstream Sports LLC; Chris Sword, president Salewa North America. Moderator: Chris Wood, publisher, Boulder County Business Report

OIA leader shares thoughts on industry's future

Inactivity of today's youth seen as threat to sector's health

BY RYAN DIONNE
rdionne@bcbr.com

BOULDER — Frank Hugelmeyer, president and chief executive officer of the Outdoor Industry Association in Boulder, has been involved in the outdoor industry for nearly 25 years.

Led by Hugelmeyer for the past decade, the association, founded in 1989, is a trade organization that serves more than 4,000 manufacturers, distributors, suppliers, sales representatives and retailers in the outdoor industry.

The association works to increase participation in outdoor recreation, support outdoor-related businesses, lobby lawmakers on behalf of its members and more.

Recently, the Boulder County Business Report caught up with Hugelmeyer as he was between meetings and work trips.

Business Report: How has the outdoor industry been impacted during the economic downturn?



Frank Hugelmeyer: In the first 10 months of the recession, the outdoor industry maintained a growth rate around 9 percent driven mainly by strong growth in affordable vacations and products for activities such as hiking, camping and cycling. By October 2008, the industry was, for the first time in memory, in recession and faced significant credit challenges, but it rebounded by the end of 2009. When compared to other industries, the outdoor business environment has remained fairly strong.

“Collectively, the industry can reverse the inactivity trend among American youth and help them become outdoor enthusiasts who are active and healthy for life.”

Frank Hugelmeyer
PRESIDENT, CHIEF EXECUTIVE,
OUTDOOR INDUSTRY ASSOCIATION

tal sustainability as related to the outdoor industry. These formative meetings evolved into an industry initiative, housed in OIA, that now consists of more than 100 global outdoor businesses and associations collaborating to develop the industry's first worldwide environmental assessment tool or Eco Index.

The index, which consists of companies like REI, The North Face, Columbia Sportswear, and local companies like GoLite, will contain environmental guidelines, environmental performance metrics and a comparative scoring system. We are developing tools that will allow companies of all sizes to quickly assess their products' footprint.

Business Report: What is one of the biggest hurdles facing the outdoor industry today?

Hugelmeyer: I would have to place addressing the growing inactivity trends in the U.S. at the top of the list. There are 73 million Americans under the age of 18, who in the last year spent an average of four to six hours a day in front of a computer screen. As a result, the association and many leaders in major brands and retailers have made introducing more youth to the

► See **OIA, 23A**

Most brands are now reporting single to double-digit growth and solid cash positions.

Business Report: What are companies in the outdoor industry doing to be more sustainable?

Hugelmeyer: Right now, companies are extremely focused on dramatically reducing the environmental footprint of both their companies and products. In 2007, a group of outdoor companies began to actively explore the issues of environmen-

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FREEMAN MYRE CORPORATE CHALLENGE



CTC SUNSET 5K



JOHN HEISEL PHOTOGRAPHY

Elite runners from the 2009 Freeman Myre Corporate Challenge.

On Your Marks...

BY AIMEE MILLER

The Freeman Myre Corporate Challenge is off and running again this year scheduled for Wednesday, July 28, 2010, 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, will encompass a 5K run (3.1 miles), one-mile walk and a Pro Race that will feature some of the top runners in the world.

The Corporate Challenge is a competition among companies from the Boulder and Denver areas. Corporate teams include corporations, municipalities or business entities and are comprised of a minimum of three and a maximum of five individuals. Four team categories include: male, female, coed, and future

employees. The "future employees" division is open to those currently in a job transition. The first 10 teams to register for this division will receive a \$5 discount. Individual runners are also encouraged to register. Some of the fastest, local professional runners and triathletes will compete in the Pro Race for \$2,600 in prize money. Last year's winners include: Clint Wells in the Open 5K, Ready Talk for the Co-Ed team, Avery Divas for the female team, GHX for the men's team and Andrew Letherby in the Pro category.

The Corporate Challenge, Open 5K run and walking division will begin at 6:00pm, followed by the Pro Race at 6:45pm. An award ceremony and post race party will follow. Participants are also invited to join in the Bella

► See **Marks, 2B**



PHOTO PROVIDED BY BELLA ENERGY.

Bella Energy staff members gather outside the company's main offices in the CTC.

FREEMAN MYRE CORPORATE CHALLENGE



CTC SUNSET 5K

MARKS from 1B

Energy Business Expo from 5:30pm to 7:30pm, which brings together the Louisville Chamber and the business community. Exhibitors will include companies such as Pearl Izumi, Bella Energy, Solepepper Sports and many more. The Louisville Chamber hosts its Business After Hours at the Bella Energy Expo, ensuring a wide variety of attendees from many different fields. Food, drink and free massages will be offered at the Expo as well as interesting product demonstrations.

In its fourth year, the race will once again benefit the "I Have a Dream" Foundation of Boulder County. The program "adopts" groups of low-income students or "Dreamers" (students eligible for free and reduced lunch or who live in low-income housing sites) in third grade who are deemed to be at high risk of dropping out of school. Money raised from the race will support a project coordinator, establish a learning center and provide the Dreamers with a year-round program of tutoring, mentoring, after-school enrichment, computer technology training, life and social skills, and college and career preparation until they finish high school.

"The Corporate Challenge has been a great opportunity to raise funds for a terrific, local organization and to combine networking and exercise in a



JOHN HEISEL PHOTOGRAPHY

The starting line for the 2009 race in the Colorado Technology Center (CTC).

fun environment," says Andrew Freeman, Corporate Challenge founder and president of Freeman Myre, a Boulder-based commercial real estate firm. "We are thrilled with the growth of the race every year and look forward to a fantastic event on July 28."

Team registration will close Tuesday, July 27th at midnight. Mail In registration must be received by Saturday, July 24th. Online registration will

► See **Marks, 4B**

“The Corporate Challenge has been a great opportunity to raise funds for a terrific, local organization and to combine networking and exercise in a fun environment.”

Andrew Freeman

CORPORATE CHALLENGE FOUNDER AND PRESIDENT,
FREEMAN MYRE

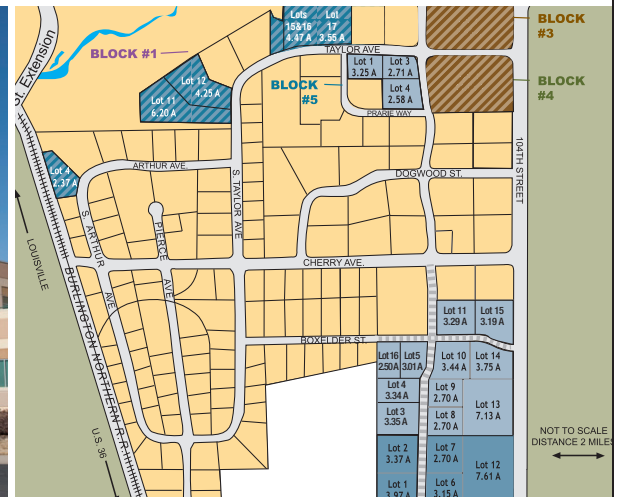
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FREEMAN MYRE CORPORATE CHALLENGE



CTC SUNSET 5K

The Quintessential Coach

BY AIMEE MILLER

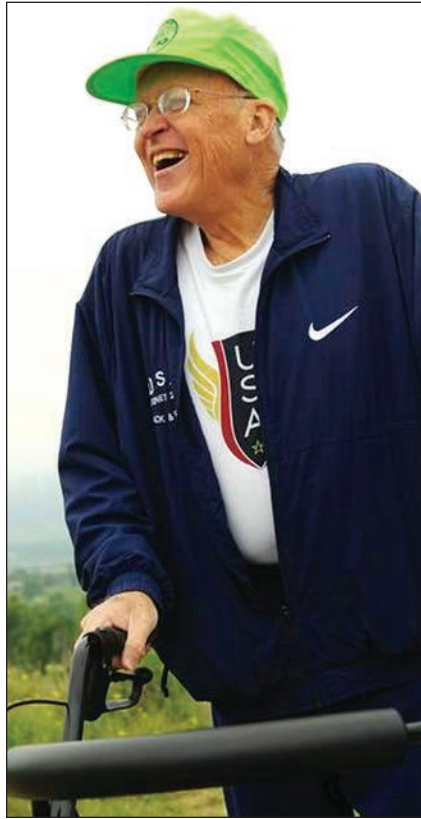
If you've been in Colorado or in the running scene long enough, you're sure to have heard of one of the mainstays in the community, known affectionately as "Coach Q." His resume includes a long list of accolades and head coaching positions, including the cross country and track coach for both the men's and women's teams at CU, and positions with Idaho State and West Point Academy.

In the mid-80's, he lead CU to the top five in nationals. He was also named national Coach of the Year and as an Olympic coach in 2000. Throughout his career, he's had the pleasure of working with several All-Americans, including Adam Goucher and Alan and Shane Culpepper.

In the early 1970's, Coach Q organized 40-50 races each year, charging just a few dollars for participation with small groups of no more than 25. "We were lucky to get the results in the paper the next day," he recalls of the races.

Coach Q will serve as the official starter for this year's Corporate Challenge race, which he notes "is getting bigger and bigger every year."

Coach Q's Tips: "Running needs to



THE DENVER POST
Larry Quiller known as "Coach Q."

be a fun deal," he says. He encourages early morning runs before 8:30am to watch the sunrise or cool runs in the evening after 6pm with a partner.

An Artful Event

BY AIMEE MILLER

This year's Corporate Challenge has been produced by Without Limits Productions and co-founders, Lance and Tony Panigutti. Lance, better known as "GUTTI", has been competing at the highest level of triathlon for over 13 years, racing domestically and internationally as a Pro ITU athlete.

Lance and his brother Tony began Without Limits Productions in 2007 as an event production company, for athletes, by athletes -- specializing in organizing top-quality fun events, such as triathlon, off road triathlons, open water swim races, running races, road bike and cyclo-cross events.

Lance's passion for event production came during his college years while working as an ocean lifeguard at Compo Beach (Westport, CT). "I use to come up with some crazy relay races, rescue challenges, and things everyone thought couldn't be done. My only regret was never organizing a rescue board race over to Long Island. When I came back to the sport of triathlon (post-college) I took that same creative mentality and realized every event is a piece of art. You can shape it, mold it, but most of all we

“When I came back to the sport of triathlon (post-college) I took that same creative mentality and realized every event is a piece of art. You can shape it, mold it, but most of all we want to give something the people have never seen before.”

Lance Panigutti.

OWNER

WITHOUT LIMITS PRODUCTIONS

want to give something the people have never seen before. Something that will test their sense of challenge, awakens their spirit, and changes their lifestyle in a positive light. No two races, two pieces of art, or two experiences are the same so it's all about giving the athletes that WOW factor each and every time out!"

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MARKS from 2B

close Tuesday, July 27th at midnight. Walk-in registration runs from Monday, June 28th, through Monday, July 26 at noon, for teams and individuals at Solepepper Sports (Louisville), Road Runner Sports (Westminster), Fleet Feet (Boulder) and Boulder Running Company (Boulder).

This year's race sponsors include: Freeman Myre, Bella Energy, BK Media Group, CTC Metro District & CTC Owners Association, Omni Promotional, Without Limits Productions, Dynamic Special Events, Louisville Chamber of Commerce, Avery Brewing, Solepepper Sports, Eldorado Water, Boulder County Business Report, Aimee Miller Marketing & Communications, 1st Bank, Pearl Izumi and Walters & Hogsett Fine Jewelers.

For more information on the race or to register, visit www.fmcorporatechallenge.com. For information on booth space, please contact Rosalie Sheffield at 720-837-1122 or rbsheffield@comcast.net.

Aimee Miller is a marketing and public relations consultant working with businesses in the Boulder area and is the PR Manager for the Freeman Myre Corporate Challenge. For more information, visit www.aimeemiller-marketing.com.



Finishing the Elite race in 2009.

JOHN HEISEL PHOTOGRAPHY

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OIA from 18A

active outdoor lifestyle a business as well as a personal mission. Collectively, the industry can reverse the inactivity trend among American youth and help them become outdoor enthusiasts who are active and healthy for life.

To that end, we formed The Outdoor Foundation, a nonprofit focused on solving these challenges. Two weeks ago, we gathered more than 500 youth delegates from nearly all 50 states in New York City to discuss how young people can lead a movement to re-engage youth in the areas of outdoor education, outdoor recreation, health and wellness, and more.

Business Report: What can small businesses, whether product manu-

facturers or retailers, do to compete with the large players in the outdoor space that have more resources and recognition?

Hugelmeyer: Build your consumer brand recognition and value. Treat every customer interaction as sacred. Specialty brands and specialty retailers will be challenged to compete on price. They should choose their business partners wisely and support those who are most committed to the quality service, information and product innovation that only a true specialty brand can provide.

Business Report: What can leaders in the Boulder Valley do to attract more outdoor companies to

the area?

Hugelmeyer: I'd like to see Boulder get in the game. Community leaders and economic development groups from around the country, and even in Europe, are currently developing outdoor business hubs and providing tangible programming and incentives to attract and recruit businesses. Each of these regions recognizes how outdoor businesses and the high-quality jobs we create can greatly enhance a community.

Historically, Colorado has been a great incubator, and the Boulder Valley has a strong core of brands, retailers and arguably the most significant concentration of industry associations outside of Washington, D.C., but state and city leaders seem

content on trying to hold onto a leadership position without investment.

To help advance the effort, OIA is exploring ways to create an outdoor businesses think tank in the MBA program at the Leeds School of Business at CU. We have also engaged with the Boulder Chamber to try to create an active business hub with other community business leaders. Unfortunately, progress has been slow. Boulder has the ability to remain a national and international thought leader in the outdoor space, but in this highly competitive worldwide economic-development climate, attracting or retaining healthy, sustainable and innovative outdoor businesses will not happen by itself.

VESTAS from 1A

ing facilities in Colorado to provide wind turbines for North American customers: a blades factory in Windsor, a nacelles-assembly factory in Brighton and a tower-manufacturing facility in Pueblo. A second blade factory is planned for 2011 in Brighton.

Vestas will take part of the second floor and the entire third floor at 361 Centennial. The two floors previously were occupied by Plexus Corp. Vestas has begun construction to remodel part of the space.

The city of Louisville's city council on July 6 (prior to the Business Report's press time for this edition) was to consider an incentives

package it might offer to Vestas. The package included an incentive to rebate construction use taxes. "We charge on commercial building projects," said Malcolm Fleming, Louisville's city manager. "And we estimate that to be \$5,500 that we would rebate."

Also, if a consumer use-tax were to be put on the ballot this fall and it passed, Louisville would negotiate with Vestas how that might be handled. Fleming said the tax would be applicable for furniture, computers and other goods bought outside Louisville and then shipped into Louisville.

Vestas also requested resident

pricing for its employees at the city's recreation center.

For the past several weeks the city of Louisville worked with Vestas under the code name Project Excitement.

Vestas moved its U.S. headquarters to Portland in 2002 from Palm Springs, Calif.

Vestas Wind Systems recently announced it received an order for 139 turbines for a new wind farm on the eastern plains of Colorado. The order is from Broomfield-based Renewable Energy Systems Americas for a wind farm at Cedar Point, about 75 miles east of Denver. The value of the order wasn't immedi-

ately available.

Vestas Wind Systems and its subsidiaries annually manufacture and distribute more than 3,000 on-land and offshore wind turbines used to produce electricity. It offers installation, repair and maintenance services, as well.

Vestas is teamed with Boeing on joint research projects. The company, which began manufacturing wind turbines in 1979, operates through a number of business units. The company gets more than half of its sales in Europe. Vestas employs about 20,300 people worldwide. Revenue in 2009 was EUR 6.6 billion, or about \$8.3 billion.

AUTO from 3A

"Most people are profit-centric with the owner sitting in the back office crunching numbers looking at things like how much money they're spending on coffee creamer," Evans says.

With a focus on customers, he believes he needs to address their concerns and needs rather than his.

"They're worried about getting their kids to soccer practice that afternoon or getting to work on Monday," he says. "So we do what we need to do to get them back on the road as fast as possible without charging them an arm and a leg.

"Most people come to a transmission shop knowing one thing: 'This is going to cost me a lot of money,'" he explains. "That's their first question before they even say what kind of car they have: 'How much is this going to cost me?'"

While some businesses tend to answer the question with a quote for a complete transmission job, he focuses on getting the customer in the door and then working with them to solve the problem. Sometimes that means simply making a small adjustment

rather than doing a complete transmission job.

"If that's all they need, I just wave them down the road. The value of that customer is greater than the \$20 I could have charged them."

Evans sees a business like his as difficult to market in traditional streams. "People don't go looking for sales for transmission work," he says. "If you wake up with a sprained ankle, you go to the emergency room rather than start looking for a deal."

Instead, he focuses on keeping his company's name in front of the community with banners in places like high school ball fields, the local ice rink and car shows.

Evans figures that about 3 percent of the local population will have transmission problems. That work will be divided among a few different groups — from do-it-yourselfers to dealerships.

"A while back I read that about 51 percent of repairs are done by general repair shops," he says. "I saw it as an opportunity to sell myself to those individual shops to give them

“Most people come to a transmission shop knowing one thing: ‘This is going to cost me a lot of money,’ he explains. That’s their first question before they even say what kind of car they have: ‘How much is this going to cost me?’”

Zach Evans

OWNER,

ZACH'S TRANSMISSION AND 4X4

technical help so they could diagnose transmission problems accurately and look good rather than spending hours trying to understand code that I can sometimes just tell them on the phone."

In the process of offering information like that, about 80 percent of area general repair shops now turn their transmission work over to Evans.

After years of working in the field and earning master certification in the transmission repair industry, Evans decided to open his own shop with

the support of his family. He secured \$40,000 from his grandmother and started out lean.

His initial goal was to bring in \$20,000 revenue monthly, which he struggled to do. After attending his first expo, he focused on hiring people with similar values and work ethics as his and saw a steady increase in customers and sales.

He expects to close June out with \$80,000 in gross sales, end the year with \$675,000 and hit \$1 million by the end of 2011.

HEALTH CARE & WELLNESS

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Medicine gets personal with target drugs

Genetics-based research provides hope of better results for certain groups

BY RYAN DIONNE
rdionne@bcbr.com

BOULDER — Personalized medicine means something different to everyone, but the basic underlying definition includes providing care tailored to each patient in hopes of keeping them healthy and out of hospitals and clinics.

One aspect, which most people think of as personalized medicine thanks to the hype it's recently received, is looking at a person's genes to help determine his probability of developing a disease or to find out if a particular drug will be an effective treatment.

"Part of this is driven by not only rationalizing medicine but making sure the right patients get treatment," said Steve Orndorff, founder, president and chief executive officer of Broomfield-based Accera Inc.



Bristow

Though Accera isn't focused primarily on gene-targeting drugs, Orndorff said its Alzheimer's drug targets people who carry a protein said to cause Alzheimer's disease.



Gold

Others, such as Broomfield-based Arca biopharma Inc., are working hard to create a drug that's designed for one subset of patients: a fraction of the population with heart failure that would respond best to its beta blocker.



Orndorff

In March, the company announced it received a U.S. patent for methods of treating heart failure with its

drug, Gencaro.

Its drug, like many others being created by biopharma companies throughout the world, targets a specific population based on the patient's gene structure or various mutations of those genes.

By taking a blood sample, scientists can help determine what genes are present or how they have mutated, which helps determine the likelihood the person will develop a disease or respond to a specific drug.

For the last 10 years, Arca has taken a slightly different, yet related, approach to personalized medicine. The company has identified specific differences in various "targets," which



COURTESY SOMALOGIC INC.

Scientists Trudi Foreman, left, and Meredith Goss prepare samples at SomaLogic Inc. The Boulder-based biopharma uses blood samples to detect mutated genes that help detect diseases. Larry Gold, the company's chief executive officer, said genetic testing without analyzing what it really means is "unfair to people."

“Ultimately this will be a standard part of drug development. Drugs are going to get better.”

Michael Bristow

CHIEF EXECUTIVE,
ARCA BIOPHARMA INC.

could be anything from a bacterium that causes infection to a protein that's thought to cause cardiovascular disease.

Once identified through years of research Arca conducted primarily at the University of Colorado Anschutz Medical Campus in Denver, those

genetic differences helped company scientists create a drug that attacks a drug receptor to help minimize the number of hospitalizations or deaths from heart failure.

Michael Bristow, the company's chief executive officer, said drugs like Gencaro that target genes or proteins

within a patient's body are the future of medicine.

"Ultimately this will be a standard part of drug development," he said. "Drugs are going to get better."

The days of generic drugs that are marketed toward anyone with a given ailment are being ushered out by the new tactic.

Taking a slightly different approach, Boulder-based SomaLogic Inc. uses blood samples to detect mutated genes that help detect diseases.

Larry Gold, the company's chief executive officer, said genetic testing without analyzing what it really means is "unfair to people."

At birth, a girl may show signs of the breast cancer mutation and have a nearly 100-percent chance of get-

► See **Personal, 27A**



JONATHAN CASTNER

Geoff Cooper, left, chief executive, and Scott Simpson, chief technology officer, of Boulder-based CaraSolva Inc., developed software to keep track of the various medications that the residents at group and long-term care homes need and use.

Caregivers stay on track with CaraSolva software

Boulder startup partners with Imagine! in Lafayette, PDC Pharmacy in Pittsburgh

BY LYLA D. HAMILTON
news@bcbr.com

BOULDER — CaraSolva Inc. is hunting for \$800,000 in angel investments.

“That will take us to break-even in a year,” said Geoff Cooper, president and chief executive. CaraSolva already has landed a loan guarantee from the U.S. Small Business Administration and \$16,000 in prize money through the business-plan competition at University of Colorado Denver’s Bard Center for Entrepreneurship. It also has a product, customers and distribution channels.

The product is a set of web-based applications designed to reduce paperwork and medication errors in group and foster homes serving people with intellectual or developmental disabilities. Eventually, CaraSolva expects to pursue other long-term care providers, including hospices and nursing homes.

CaraSolva got a head start with the group and foster home segment by partnering with Lafayette-based nonprofit Imagine!, which supports 2,500 people with developmental delays and cognitive disabilities.

All care facilities need to ensure that each patient receives the correct dose of medication at the right time. In paper-based record-keeping systems, caregivers use a densely printed matrix to note by hour and by day each medication administered to

CARASOLVA INC.

2696 Broadway
Boulder, CO 80304
866-903-9163
www.carasolva.com

Ownership: privately held
Officers: Geoff Cooper, president and CEO; Scott Simpson, CTO; AQ Keller, vice-president, sales and marketing

Employees: 5
Primary business: Web-based tools to manage care giving in community-based facilities serving those with intellectual and developmental disabilities
Year founded: 2009

a patient. Opportunities abound for mistakes in entering and interpreting handwritten entries. Producing required monthly and quarterly medication administration records is time-consuming and error-prone.

A few years ago, when Imagine! began to shop for software to reduce errors and paperwork in the administration of medications in group and foster homes, the only commercially available point-of-care applications were designed for hospitals. In hospitals, nurses administer medications.

Greg Wellems, now director of business development at Imagine!, said, “We needed something easy to operate, understand and support.” In group and foster homes, lay caregivers administer medications. They may have minimal medical training and might not be fluent in English.

Because no one else had addressed the need, Wellems said, “We developed our own application.” Imagine! also sold the software to other organizations serving similar populations.

➤ See **Software, 25A**

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ACUPUNCTURE CLINICS

(Companies in Boulder and Broomfield counties ranked by number of patient visits*.)

RANK	PREV. RANK	Company	No. of patient visits (per week) No. of local employees	Revenue 2009 Revenue 2008	Products/Services	Person in charge Year founded Website
1	2	INTEGRATED HEALTHCARE 6644 Bird Cliff Way Niwot, CO 80503 303-652-6475/303-652-6477	80 2	N/A N/A	Acupuncture, cranial sacral therapy, clinical nutrition, chiropractic orthopedics, clinical and applied kinesiology, Neuro-emotional, technique, IMS (Intramuscular Stimulation) botanical medicine and homeopathy, detoxification and cleansing programs.	Darryl Hobson, M.D. Deborah Belote, M.D. 1984 www.integratedhealthcareclinic.com
2	3	HEALTH CENTER OF INTEGRATED THERAPIES 1551 Professional Lane, Suite 125 Longmont, CO 80501 303-651-5188/720-494-4741	55 24	N/A \$351,000	Traditional Chinese-medicine acupuncture, five-element acupuncture, private self-pay and prescriptive acupuncture, massage therapy, manual lymphatic drainage, nutrition therapy consultations, medical Western herbalism consultations, retail pharmaceutical-grade nutritional supplements and Western herbal products.	Michelle Bowman 1994 www.luhcares.org
3	4	DAVID SCRIMGEOUR L.AC. 840 Pearl St. Boulder, CO 80302 303-413-9596	50 6	N/A \$521,500	Acupuncture, Oriental medicine, herbal pharmacy, infertility, women's health, colds and flu, pain. Classical homeopathy, full-line, natural remedy apothecary.	David Scrimgeour, L.Ac. 1996 www.davidscrimgeour.com
4	4	GOOD EARTH ACUPUNCTURE 2600 30th St., Suite 201 Boulder, CO 80301 303-545-5792 ext. 102/303-545-0030	50 2	\$150,000 N/A	Chinese medicine, acupuncture, Chinese herbs, functional medicine, naturopathic medicine.	Jason Blalack, L.Ac. 2002 www.chinesemedicinedoc.com
5	NR	ACUPUNCTURE CLINIC OF BOULDER 2500 Arapahoe Ave., Suite 290 Boulder, CO 80302 303-665-5515/303-665-5832	50 1	N/A N/A	Acupuncture and Chinese herbology.	Erin Pass, L.Ac. 2007 www.acupunctureclinicofboulder.com
6	7	AMY DICKINSON L.AC., M.T.C.M. 5420 Arapahoe Road Boulder, CO 80303 303-444-0192/303-442-1794	45 3	N/A N/A	Complete acupuncture services specializing in women's health, fertility and sports medicine.	Amy Dickinson, L.Ac., M.T.C.M. 2003 www.wholebodybalance.com
7	NR	INSTITUTE OF TAOIST EDUCATION AND ACUPUNCTURE INC. 325 W. South Boulder Road Louisville, CO 80027 720-890-8922/720-890-7719	45 3	N/A N/A	Classical five-element acupuncture.	Hilary Skellon, Clinical Director 1996 www.itea.edu
8	6	QI-CLINIC FOR INTEGRATIVE & SPORTS MEDICINE 4880 Riverbend Road, Suite 2D Boulder, CO 80301 720-201-2449	45 N/A	N/A N/A	Specializing in sports injuries, pain and trauma, internal medicine, emotional imbalances and stress disorders. Techniques utilized for treatment include: acupuncture, orthopedic massage, Chinese herbal supplements and cranial sacral.	David Fitch, Owner, Clinic Director 2006 www.AcuSportsMed.com
9	NR	NATURAL THERAPEUTICS GROUP 2919 Valmont Road, Suite 109 Boulder, CO 80301 303-447-3030	40 1	N/A N/A	National Board Certified acupuncture and Chinese medicine; individually-formulated herbal, nutritional and functional medicines.	Lyna Norberg, Dipl. O.M. 1989 N/A
10	NR	TY MILLER L.AC. 1790 30th St, Suite 120 Boulder, CO 80301 303-579-5799/303-541-9712	40 1	N/A N/A	Acupuncture, Oriental herbs, functional medicine, nutritional supplements, muscle testing. Specialties include: internal organ imbalances of all kinds, digestive, hormones, accident recovery, brain injury and cleansing.	Ty Miller, L.Ac. 2001 www.tymilleracupuncture.com
11	NR	JAKE PAUL FRATKIN, O.M.D., L.AC. 7764 Jade Court Boulder, CO 80303 303-554-0722/303-554-0299	35 1	\$250,000 \$250,000	Acupuncture, herbal medicine, nutritional medicine, treatment of internal disorders, infections and pediatrics.	Jake Paul Fratkin, O.M.D., L.Ac. 1978 www.drjakefratkin.com
12	9	JADE MOUNTAIN HEALTH 745 Poplar Ave. Boulder, CO 80304 303-859-3125	30 1	N/A N/A	Acupuncture, Chinese herbs, massage.	Andrew Maloney, L.Ac. 2003 www.jademtnhealth.com
13	9	TWIN CRANES NATURAL HEALING CENTER INC. 5370 Manhattan Circle, Suite 103 Boulder, CO 80303 303-449-2001/303-449-0379	25 3	N/A N/A	Acupuncture and Chinese herbal medicine for all patients, with a particular emphasis on fertility.	Deborah Harris Skelton, L.Ac. 2003 www.twincranes.com
14	NR	LOUISVILLE CLINIC OF TRADITIONAL CHINESE MEDICINE 317 South Boulder Road, Suite 5 Louisville, CO 80027 303-604-0919	25 2	N/A N/A	Acupuncture, Chinese herbal medicine, traditional Chinese nutritional therapy. Classical homeopathy, massage therapy.	Galen Williams, L.Ac., M.T.C.M. Joseph Ellerin, L.Ac., Dipl Hom 1997 www.louisvilleclinic.com
15	11	ELLEN ELLIS ACUPUNCTURE 1348 Lambert Circle Lafayette, CO 80026 720-244-3328	25 1	N/A N/A	Classical five-element acupuncture.	Ellen Ellis, L.Ac. 2008 www.ellenellis.org
16	1	CLANCEY CHIROPRACTIC 195 S. Main St., Suite 1 Longmont, CO 80501 303-651-2060/303-651-9701	20 3	\$350,000 \$350,000	Chiropractic services, therapeutic massage, acupuncture, spinal decompression, nutritional counseling and supplements, strengthening and conditioning. Specializing in migraines.	Douglas Clancey, D.C. 1987 www.clanceychiropractic.com
17	NR	AMELIA MOLLY GREACEN L.AC. 3625 Conifer Court Boulder, CO 80304 303-546-0987/303-447-0969	20 1	\$75,000 \$60,000	Acupuncture, Chinese herbal medicine, dietary counseling.	Amelia Greacen, L.Ac. 1982 www.womanmedicine.com
18	12	BOULDER NATUROPATHIC CLINIC 1295 Yellow Pine Ave. Boulder, CO 80304 303-545-2021/303-545-2003	20 1	N/A N/A	Natural medicine, family care, naturopathic medicine, traditional Chinese medicine, acupuncture, Qigong.	Nancy Rao, N.D., L.Ac. 1987 N/A
19	13	ABUNDANT HEALTH CHIROPRACTIC & ACUPUNCTURE 600 S. Airport Road, Suite E Longmont, CO 80503 303-772-1700/303-684-8457	15 3	N/A N/A	Chiropractic, acupuncture and massage.	Steven Evans, D.C. 1998 www.abundant-health-chiropractic.com
20	NR	COURAGE MOUNTAIN CLASSICAL 5 ELEMENT ACUPUNCTURE 1800 30th St., Suite 307 Boulder, CO 80301 303-442-7019	1 1	N/A N/A	Five-element acupuncture for body, mind and spirit. Zero balancing structural acupressure, World ChiGong.	Johanna Alper, L.Ac. 1981 www.couragemountain.com
21	NR	EAST-WEST WELLNESS LLC 362 S. McCaslin Blvd. Louisville, CO 80027 303-554-1600/303-664-1697	N/A 3	N/A N/A	Acupuncture, herbal therapy and functional nutrition. Board certified in anti-aging, regenerative and functional medicine. Specializing in internal medicine: cardiovascular, gastrointestinal, autoimmune disorders, and certified LEAP therapist for food sensitivity concerns.	Donna Sigmond, M.S., R.D., L.Ac., L.Ch., Dipl. O.M., C.L.T. 2004 www.ewwellness.com
22	NR	ALPINE MEDICAL ACUPUNCTURE 7050 W. 120th Ave., Suite 121 Broomfield, CO 80020 303-438-2050/303-438-6644	N/A 1	N/A N/A	Back/neck pain, fatigue, headaches, immune problems, allergies, stress, insomnia, asthma, bronchitis, sinus, sports injuries, wellness, healthy aging.	Alice Brunecky, M.D., D.A.B.M.A. 1998 www.acupuncture-md.com
23	NR	DR. RITA STANFORD L.AC. 3000 Pearl St., Suite 209 Boulder, CO 80301 303-443-1243/303-440-3318	N/A 1	N/A N/A	Acupuncture, herbal medicine, NAET and BioSET allergy elimination technique treatments.	Rita Stanford, DAOM, Dipl. Ac., Dipl. C.H., L. Ac. 1994 ritastanford.com
24	NR	FLATIRONS ACUPUNCTURE 726 C Pearl St. Boulder, CO 80302 720-480-4862	N/A 1	N/A N/A	Acupuncture, Chinese herbal medicine.	Erika Hansen Weich, L.Ac. 2003 www.flatironsacupuncture.com
25	NR	JANE CRAWFORD, M.S., L.AC. 2500 30th St., Suite 200 Boulder, CO 80301 303-443-1710	N/A 1	N/A N/A	Acupuncture, nutrition, Chinese herbal medicine. (National Board Certified in acupuncture and Chinese herbal medicine, Masters in Human Nutrition.)	Jane Alexander Crawford, M.S., L.Ac. 1996 N/A

*Second ranking criterion is number of employees. N/A: Not available. 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.

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Beth Edwards

Electronic health records old hat for Hinmans

Electronic health records have garnered a ton of attention in the last couple years primarily because of President Barack Obama's health-care push.

But make no mistakes. EHRs, as they're often called within the health-care industry, aren't new.

For Mark Hinman, a Longmont physician who owns his private practice, has been using electronic health records since 1993 — albeit a very rudimentary version.

Hinman joined his dad's practice in 1993 and did away with the problematic hand-written charts, notes and prescriptions by turning to the then-popular WordPress word processing system.

He used WordPress macros to help automatically fill in certain information, and track patient info, including things such as immunization records, while saving the information under the person's name for easy access when he needed it.

He and his dad, John, who started the practice and handed it over to Mark when John retired in 1998, had server access in every patient room where they could access the person's info and update it while right there.

The patient's file would be more-or-less updated by the time the Hinmans left the room. The duo could even print prescriptions instead of

handwriting them.

In fact, the system worked so well that he used it until 2006 when he decided to get a full-blown EHR system that offered more features.

It was that early adoption that helped land Hinman's practice a 2010 Excellence in Prevention through Health Information Technology award from the Colorado Foundation for Medical Care.



MEDICAL FILE
Ryan Dionne

To even be eligible for the award, practices need to show:

- Improvement in numbers of patients screened for breast or colorectal cancer or number of influenza or pneumonia immunizations given to patients aged 65 or older.
- Sustained, active enrollment in the Centers for Medicare & Medicaid Services-funded prevention project.
- Continual quality improvement work in at least one prevention area by implementing best practices, participating in Lean-based rapid improvement events and other activities.

Hinman, along with 12 other practices in the state, met and exceeded the criterion. Each demonstrated a commit-

FOR THOSE OF YOU

doctors who may be hesitant

to make the switch, Hinman

said it's not easy. It takes a

substantial amount of time and

money, but in the end, he said

it's worth going electronic.

ment to health-information technology.

Due to advancements in technology, along with a kick from the government, electronic health records have come a long way since the early '90s when Hinman created his own electronic records.

And, to some extent, the purpose of creating those electronic records has changed, too.

In 1993, Hinman and his dad could both type faster than they could hand write notes. So punching keys made sense. It also enabled them to keep tabs on each patient while ensuring the notes were legible and organized.

Now, the records go way beyond readability and organization.

Instead of simply printing prescriptions and having a patient deliver them to the pharmacy, Hinman, and

others using EHRs, can fill out a prescription and e-mail it to the pharmacy so its ready for pickup when the patient arrives.

Instead of writing down immunization records and not looking at them until the patient's next visit, EHRs enable doctors to find every patient who needs a specific shot and notify him regardless of whether he made an appointment.

Instead of various doctor offices having a small portion of the patient's data from each time she visits, each physician will have access to all her records, ensuring better quality care.

For those of you doctors who may be hesitant to make the switch, Hinman said it's not easy. It takes a substantial amount of time and money, but in the end, he said it's worth going electronic.

He said the amount of time saved in terms of filing prescriptions and accessing charts outweighs the upfront effort.

But still, though Hinman has had a version of EHRs for nearly two decades, he thinks it'll be another five years before electronic health records are widely used, enabling doctors, pharmacists and patients to have access to the important medical information everyone should have.

Ryan Dionne can be reached at 303-630-1943 or rdionne@bcbr.com

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Therapy program helps Parkinson's patients

SPECIAL TO THE BUSINESS REPORT

news@bcbr.com

BOULDER — Bob Travis opens his mouth and says “aaaaaah.” His voice sounds normal to him. But his voice as heard on a video recording is slightly more than audible.

Travis has Parkinson's disease, and like about 90 percent of those with the condition, he literally has trouble being heard.

So he came to the department of speech, language and hearing science at the University of Colorado at Boulder for speech therapy. In jest, he said his wife needed a hearing aid. In truth, he had noticed his vocal power fading.

A month after the initial therapy session, Travis appeared in a post-treatment video. Again asked to say “aaaaaah,” his voice veritably booms, loud and robust. Of his wife, he says, “She no longer needs a hearing aid.”

Travis has just finished speech therapy developed by Lorraine Ramig, University of Colorado professor of speech, language and hearing science.

Like many clients who undergo the four-week program, Travis is better able to participate in everyday activities, like answering the telephone or joining a dinner conversation.

As many as 1 million people in the United States have Parkinson's, the Parkinson's Disease Foundation estimates. In addition to problems with movement and stiffness, about 90 percent have voice problems, Ramig says. But only a very few receive vocal therapy that has been proved to be effective.



“As a faculty member, it's wonderful, thrilling and all of that to do the science, but what's also exciting is seeing the application of discovery in real patients.”

Lorraine Ramig

PROFESSOR OF SPEECH, LANGUAGE AND HEARING SCIENCE, UNIVERSITY OF COLORADO

“As a faculty member, it's wonderful, thrilling and all of that to do the science, but what's also exciting is seeing the application of discovery in real patients,” Ramig observes.

People with Parkinson's have a diminished sense of how loudly they speak. If they think they are attaining a normal volume, they may be hard to hear. But if they think they are shouting, they are probably speaking in conversational tones.

The treatment, called Lee Silverman Voice Treatment, dates to 1983, when a colleague asked Ramig for help crafting speech therapy for Parkinson's patients. She met the family of Silverman, who was living in Arizona. Their wish: “if we could only hear and understand her.”

Ramig and a student from CU-Boulder set out to develop a treatment protocol, but, “When we

began, neurologists said speech therapy doesn't work, and it didn't.”

Ramig and her collaborator focused on a high-effort vocal-exercise program — an hour a day in treatment sessions plus homework — that proved to be effective. Multiple studies since then have confirmed LSVT LOUD, now a registered trademark of LSVT Global Inc., to be effective. LSVT LOUD is being delivered by LSVT-certified clinicians in more than 40 countries.

The essence of the treatment is to get patients to use that “loud” voice as their own voice, and to cue them to know that the voice they think is loud is the right voice.

To read more on this story visit the Colorado Arts & Sciences Magazine website at <http://artsandsciences.colorado.edu/magazine/#>.

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OCCUPATIONAL HEALTH SERVICES

(Ranked according to number of employees.)

RANK	PREV. RANK	Company	Current no. employees (including sub-contract therapists) Current no. of occupational therapists	Current no. of physical therapists Current no. of certified hand therapists	No. of patients seen in 2009 Percent of patients on workers comp.	Specialties Hospital Affiliation	Most common ailment 2009 Practices alternative medicine Certified Medicaid Medicare	Owner Administrator Year Founded Web site
1	3	WORKWELL OCCUPATIONAL MEDICINE 205 S. Main St., Suite C Longmont, CO 80501, 303-702-1612/ 303-774-7899	30 0 3 0	0 3 0	24,031 100%	Workers compensation injury care, physical therapy, ergonomics, FCE, pre-employment physical examinations, drug and alcohol testing, corporate and occupational health services. N/A	N/A No No No	Steve Pottenger Steve Pottenger 1996 www.workwellocmed.com
2	1	ARBOR OCCUPATIONAL MEDICINE 4790 Table Mesa Drive Boulder, CO 80305, 303-443-0496/ 303-447-2741	25 0 4 0	0 4 0	N/A 95%	Occupational medicine. None.	Spine pain, shoulders, knees. No No Yes	Sander Orent Curtis Stepan 1993 www.arborocmed.com
3	1	BOULDER COMMUNITY HOSPITAL OCCUPATIONAL HEALTH & THERAPY SERVICES 4745 Arapahoe Ave., Suite G-40 Boulder, CO 80303, 720-854-7854/ 720-854-7880	25 2 4 1	2 4 1	N/A 100%	Occupational medicine and rehabilitation services, board-certified physiatrist, board-certified internal medicine specialist, post/officer, fit for duty and prevention and educational program. Boulder Community Hospital	Muscle skeletal injuries. Yes Yes Yes	Boulder Community Hospital Alyson White 1987 www.bch.org/occupational-health/default-occupational-health.aspx
4	3	ARBOR OCCUPATIONAL MEDICINE 290 Nickel St., Suite 200 Broomfield, CO 80020, 303-460-9339/ 303-460-7443	13 0 3 0	0 3 0	N/A 95%	Occupational medicine. None.	Spine pain, shoulders, knees. No No Yes	Sander Orent Curtis Stepan 1993 www.arborocmed.com
5	5	CONCENTRA MEDICAL CENTER 3434 47th St., Suite 100 Boulder, CO 80301, 303-541-9090/ 303-541-9393	8 1 1 1	1 1 1	N/A 64%	Occupational health services and limited urgent care. Boulder Community Hospital, Avista Adventist Hospital.	Muscular-skeletal injuries of the back and shoulders. No No No	Concentra Health Services Concentra Health Services 1999 www.concentra.com

SOURCE: BUSINESS REPORT SURVEY

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

RESEARCHED BY Beth Edwards

SOFTWARE from 21A

While Imagine! addressed its problems with a homegrown application, the organization's focus is services for its clients, not software engineering. The product, in Wellems' words, "grew stagnant."

That's when Imagine! teamed with Cooper, a veteran of the medical device industry. CaraSolva took over Imagine!'s customer base, enhanced the application and marketed it more widely. "Through the relationship with CaraSolva, what Imagine! started has reached a higher level and a larger market," Wellems said.

Imagine! now serves as an incubator and sounding board for product ideas. It also holds a 25 percent stake in CaraSolva.

Agencies using CaraSolva's software currently serve approximately 2,000 clients. The cost per month to the agency is about \$4.50 per client for those with 100 clients.

CaraSolva's product suite includes CareSupport, MedSupport and PharmacySupport. CareSupport provides the framework for scheduling, alerts and reporting. MedSupport auto-

mates scheduling of medications and produces compliant electronic medication administration records. It also helps prevent errors in administering medications. If a caregiver enters the wrong dosage for a particular patient, for example, the software does not allow completion of the entry.

If a patient is overdue for a medication, the system notifies the caregiver via e-mail or text alert.

According to Cooper, a resident in a group or foster home has an average of 20 scheduled events each day. In addition to administering medications, caregivers might check vital signs, assist the patient with daily tasks of living (dressing, for example) and escort the patient to scheduled appointments. The CaraSolva application allows scheduling and tracking of these events. Since the system is web based, supervisory personnel can review caregiver activities without traveling to the site.

As the CaraSolva team delved into the needs of long-term care providers, a new opportunity emerged. Care providers and the specialized pharmacies

that serve them maintain separate and duplicative databases of medications. Each occasion to key information into a database is an opportunity for error. If the care provider could download the data from the pharmacy, fewer errors would occur. Thus was born CaraSolva PharmacySupport, which gives the care provider an interface into pharmacy database software and a new distribution strategy.

"We'd been selling directly to care providers with 100 to 300 clients," Cooper said. "That's costly, and we need to keep our product affordable."

CaraSolva recently inked a reseller agreement with PDC Pharmacy of Pittsburgh, which operates pharmacies serving mental-health and developmental-disabilities agencies

in three states. In Pennsylvania alone, PDC serves 40 agencies with 3,200 clients.

Patrick DeMico, chief operating officer of PDC Pharmacy, said his company's prior relationship with CaraSolva "a natural next step."

CaraSolva expects to add 10,000 clients in the next 12 months. The employee headcount will remain at five for the next three to six months. "As we add to the customer base," Cooper said, "we'll add sales and customer service staff."

Within five years, he believes CaraSolva will be a candidate for acquisition by a long-term care pharmacy, an insurance company or a larger software company.

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YOGA AND PILATES STUDIOS

(Studios in Boulder and Broomfield counties ranked according to number of employees.*)

RANK	PREV. RANK	Company	No. of instructors No. of employees	Fees	Facilities and special programs	Owner(s) Year founded Website Child care available
1	NR	OM TIME 2035 Broadway Boulder, CO 80302 720-565-6115/720-565-0249	40 6	First class free. Colorado residents: drop-in \$16, five-punch \$65, 10-punch \$120, 20-punch \$220, 50-punch \$500. Monthly unlimited \$129 (six-month contract). Student, teacher and school administrators: 5-punch \$50, 10-punch \$95, 20-punch \$180, 50-punch \$400.	Anjali restorative yoga, Anusara, new beginners, Hatha, Vinyasa, Prana Flow Vinyasa, Prenatal, yoga Trance Dance, ongoing special weekend events, teacher training, continuing education for teachers and retreats.	Shannon Schneider, Proprietors Joe Schneider 2004 www.omtime.com No
2	NR	COREPOWER YOGA NORTH BOULDER STUDIO 3280 28th St. Boulder, CO 80301 303-440-3930/N/A	30 N/A	Drop-in: \$15. Five classes: \$69; 10 classes, \$129; 20 classes, \$229; one month unlimited: \$139; three month unlimited: \$329.	Vinyasa, hot yoga, yoga sculpt and hot fusion.	2002 www.corepoweryoga.com No
3	NR	COREPOWER YOGA SOUTH BOULDER STUDIO 645 27th Way Boulder, CO 80305 303-497-9642/N/A	30 N/A	Drop-in: \$15. Five classes: \$69; 10 classes, \$129; 20 classes, \$229; one month unlimited: \$139; three month unlimited: \$329.	Vinyasa, hot yoga, yoga sculpt and hot fusion.	2002 www.corepoweryoga.com No
4	NR	COREPOWER YOGA BROOMFIELD 3700 W. 144th Ave., Suite C100 Broomfield, CO 80020 720-887-6191/N/A	20 20	Drop-in: \$15. Five classes: \$69; 10 classes, \$129; 20 classes, \$229; one month unlimited: \$139; three month unlimited: \$329.	Vinyasa, hot yoga, yoga sculpt and hot fusion.	2002 www.corepoweryoga.com No
5	NR	YOGA ELEMENTS YOGA STUDIO 908 Main St. Louisville, CO 80027 720-890-7527/N/A	20 20	Drop-in \$13. Five-punch \$55, 10-punch \$105, one month unlimited \$135.	Vinyasa, Hatha, Anusara-inspired, gentle yoga, power Vinyasa, yoga for athletes, Ashtanga short-forms, prenatal yoga, core-strength yoga. Private and semi-private instructors available.	Andi Johnson 2004 www.yogaelements.net Yes
6	NR	YOGA POD 1750 29th St., Suite 2020 Boulder, CO 80301 303-444-4232/303-444-4253	18 18	Introductory offer: \$30 for 14 days unlimited yoga	Offers classes to suit all levels – for beginning students and intermediate to advanced practitioners. Offers level one and two vinyasa yoga, all levels hot yoga, Forrest yoga, yin yoga and foundations classes.	Nicole Wienholt, Owner Gerry Wienholt, Owner 2008 www.theyogapod.com No
7	NR	SOUL TREE STUDIO YOGA AND PILATES 422 E. Simpson St. Lafayette, CO 80026 303-665-5244/N/A	16 16	\$10 drop-in, \$88 for a 10-class punch card, \$45 for a five-class punch card.	An array of Yoga, Pilates and dance for all levels of practitioners. Weekly classes as well as workshops and free meditations.	Meghan Stockdale, Owner 2010 www.soultreecolorado.com No
8	NR	THE YOGA WORKSHOP 2020 21st St. Boulder, CO 80302 303-449-6102/N/A	16 16	Call for rates.	Ashtanga yoga.	Richard Freeman 1988 www.yogaworkshop.com N/A
9	NR	BOULDER BODYWORKS 4865 Riverbend Road, Suite 100 Boulder, CO 80301 303-444-2739/303-444-2704	13 13	\$18 and up.	Private and semi-private sessions of yoga, Pilates, pre- and post-natal Pilates; massage and physical therapy.	Renee Beshures Mishel Gantz, Office Manager 1992 www.boulderbodyworks.com No
10	1	ALCHEMY OF MOVEMENT 2436 30th St. Boulder, CO 80301 303-449-4410/303-463-9604	13 1	\$13 to \$950.	Nia, Soul Sweat, Kundalini yoga, Hatha yoga, Vinyasa yoga, Kripalu yoga, Feldenkrais.	Michael Burke 1996 www.alchemyofmovement.com No
11	NR	SOLAR YOGA 645 Tenacity Drive, Unit E Longmont, CO 80504 303-485-0490/303-485-1818	12 12	Drop-in \$16, 10-punch \$140, 20-punch \$240. One month unlimited \$160; three months unlimited \$385, six months unlimited \$675, one year unlimited \$1,150.	Hot yoga, power Vinyasa, beginner's, pre-natal and gentle yoga classes; boutique with yoga wear, fun/casual clothing and organic snacks.	Loretta Richter, Co-owner Stacie Richter, Co-owner Stephanie Mayer, Co-owner David Richter, Co-owner 2005 www.solar-yoga.com No
12	3	BODY DYNAMICS 2660 Canyon Blvd., Suite A4 Boulder, CO 80302 303-440-5776/303-546-0020	10 15	Varies.	Pilates, yoga, physical therapy, personal training, massage, Fitball, Bosu, Smart Bells, Body Bar, core training and sports rehab.	Lindsay Ross, Co-owner Wendy McClure, Co-owner 1998 www.bodydynamics.net No
13	2	THE PILATES CENTER 5500 Flatiron Parkway, Suite 110 Boulder, CO 80301 303-494-3400/303-499-2746	9 15	Varies.	Private one-on-one sessions, classes, teacher training program.	Amy Taylor Alpers Rachel Taylor Segel 1990 www.thepilatescenter.com No
14	NR	STUDIO BE YOGA 2077 30th St. Boulder, CO 80301 303-402-1763/N/A	9 10	\$60 for five classes, \$110 for 10 classes, \$134 monthly, unlimited classes.	Personalized yoga in central Boulder studio.	Wendy Bramlett, Director 2000 www.studiobeyoga.com No
15	NR	BOULDER YOGA CENTER 2299 Pearl St., Suite 6 Boulder, CO 80302 303-444-9642/N/A	8 8	From \$4 per class for memberships up to \$17 for single drop in.	Ashtanga and Iyengar yoga.	Seaph Antelmi 1990 www.boulderyoga.com No
16	5	NORTH BOULDER PILATES 3000 Center Green Drive, Suite 140 Boulder, CO 80301 303-413-3496/303-447-3390	7 9	\$15 mat, 10-punch \$120; \$25 reformer, 10-punch \$200.	Rehabilitation and fitness Pilates, mat and equipment classes. Medically based Pilates classes for osteoporosis and osteopenia.	Debra Layne, Owner 2007 www.northboulderpilates.com No
17	6	PILATESBODIES 1515 Main St., Unit B Longmont, CO 80501 303-485-9778/720-685-8963	4 1	Call for rates.	A full studio offering private instruction and classes with certified instructors.	Donna M McLean, Master Instructor 2000 www.pilatesbodies.org No
18	6	PAT GUYTON PILATES 3825 Iris Ave., Suite 300 Boulder, CO 80301 303-449-7284/303-449-7288	3 1	\$20 and up.	Franklin Method classes, workshops and privates. Sports medicine doctor, physical therapist, gyrotomics, salsa dancing, Roling, belly dancing and massage therapy.	Pat Guyton 2005 patguytonpilates.com No
19	8	PILATES OF LYONS 440 Main St., Suite 1 Lyons, CO 80504 720-934-7887/N/A	2 2	See class calendar on website.	Instructor equipment class, private sessions, duet sessions.	Martina Mason, Owner N/A www.pilatesoflyons.com N/A
20	9	NAMASTE YOGA STUDIO 1782 Peregrine Lane Broomfield, CO 80020 303-466-2527/N/A	1 1	\$12 per class.	Hatha yoga, Iyengar yoga, Ashtanga. Three times yearly "Strictly Beginners workshop."	Jane Klamer Plaut 2001 www.janesyogastudio.com No
21	NR	STORYTIME YOGA P.O. Box 3805 Boulder, CO 80307 303-456-6311/303-456-6311	1 1	Call for rates.	Yoga programs for children and families incorporating storytelling.	Sydney Solis 2003 www.storytimeyoga.com No
22	9	VITALMOTION LLC 1990 Poplar Ave. Boulder, CO 80304 303-525-6296/N/A	1 1	\$15 mat classes, \$15 trios, \$22.50 duets, \$45 private lessons, packages available.	Individualized Pilates instruction.	Risa Booze 2001 www.vitalmotionpilates.com No
NR	NR	BIKRAM'S YOGA COLLEGE OF INDIA, BOULDER 3035 Sterling Circle Boulder, CO 80301 303-473-9003/303-473-9036	N/A N/A	Initiation: \$12; startup clients any 10 consecutive days for \$10.	Sweat, detoxify, tone, stretch and strengthen in a heated yoga studio.	Radha Garcia, Director 1994 www.boulderbikramyoga.com Yes

*Second ranking criterion is number of instructors. N/A: Not available. 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.

PERSONAL from 20A

ting it between puberty and death. But that could equate to a 1 percent or 2 percent chance per day of getting breast cancer, which is less scary than telling a woman she will get cancer for sure, Gold said.

Instead, SomaLogic researchers are examining gene changes with the goal of having people who exhibit certain mutations visit their doctors for regular, perhaps more frequent, exams in hopes of early detection.

The company is focused on cancer detection, but Gold said SomaLogic is also looking into Parkinson's disease, cardiology and even obesity.

Currently, the majority of personalized medicine advancements come in the form of cancer care — likely because it impacts the most people, has the greatest potential for improved care and could have the highest return on investment for the drug developer.

But within the next decade, Bristow and Gold think it'll easily cross-over to nearly any disease or ailment that exists today.

Despite a 20 percent to 100 percent premium over current one-size-fits-all-type drugs, the advancements, they think, have the potential to lower

health-care costs.

Currently, between 20 percent and 50 percent of people respond favorably to drugs on the market. With personalized medicine, the percent could be increased by 50 percent, upping the positive drug interactions to as much as 75 percent of patients.

If the emphasis goes from fixing health problems to ensuring health problems don't arise or are better managed, patients could make fewer trips to the hospital or clinic, said Derek Cole, Arca's spokesman.

With fewer trips to the doctor, insurance companies would likely

pay less, which then offsets the higher cost of these upcoming drugs, Cole, Gold and Bristow echoed.

But they admit, historically, new health-care developments translate to higher out-of-pocket expenses for patients.

Regardless of cost, many health-care professionals believe personalized medicine is the future of health care.

"I see the transformation into personalized medicine as being global and not disease specific," Gold said. "It's not a political goal. It's a sensible goal."

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"If someone had told me I was going to fall and break my hip, I'd have figured it would happen when I was hiking or biking. I wasn't counting on slipping on ice while getting the mail. Thanks to the great care I received at Boulder Community—in the hospital and in physical therapy afterwards—I'm back to where I should be."

Boulder Community Hospital is ranked in the top 10% nationally for orthopedic care by the CareChex quality rating service. The reason — exceptional doctors, outstanding nurses and therapists, and the latest clinical technology.

Learn more at bch.org/top10



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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Boulder & Louisville
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Robert Koch, MD
Michael Repine, MD

Boulder Orthopedics
Boulder & Lafayette
303-449-2730
Dirk Dolbeare, MD
Lorri Fulkerson, MD
Stephen Paul, MD
James Rector, MD
Sonja Stilp, MD
Lynn Voss, MD
William Williams, MD

CU Sports Medicine
Boulder · 303-441-2219
Venu Akuthota, MD
Eric McCarty, MD
Deborah Saint-Phard, MD
Armando Vidal, MD

Mapleton Hill Orthopaedics
Boulder & Broomfield
303-440-7941
Robert Leland, MD
David Roter, MD
Khemarin Seng, MD
Drigan Wieder, MD
Elizabeth Yurth, MD

Orthopedic Professional Association
Boulder & Louisville
303-449-4545
David Grauer, MD
James Reid, MD
Jordan Stoll, MD
Michael Wertz, MD

LOUISVILLE BUSINESS

BCBR.COM

Wind-turbine firm sets up in Louisville

BY RYAN DIONNE
rdionne@bcbcr.com

LOUISVILLE – American Zephyr Corp., a subsidiary of Japan-based Zephyr Corp., has signed a lease for 7,360 square feet of space in the Colorado Technology Center in Louisville.

American Zephyr, which makes small, lightweight wind turbines, is moving its operations from temporary

locations in New York and Westminster to 280 S. Taylor Avenue, unit 100.

The company, which currently has six employees, plans to employ about 30 people locally within a year, said John O'Donnell, the company's president and chief operating officer. He said he's looking for sales and marketing staff, technicians and engineers as well as a few office-related personnel.

O'Donnell plans on having the company moved in by the end of July. At first, the location will serve as a sales, distribution and support center for South America, Central America and North America.

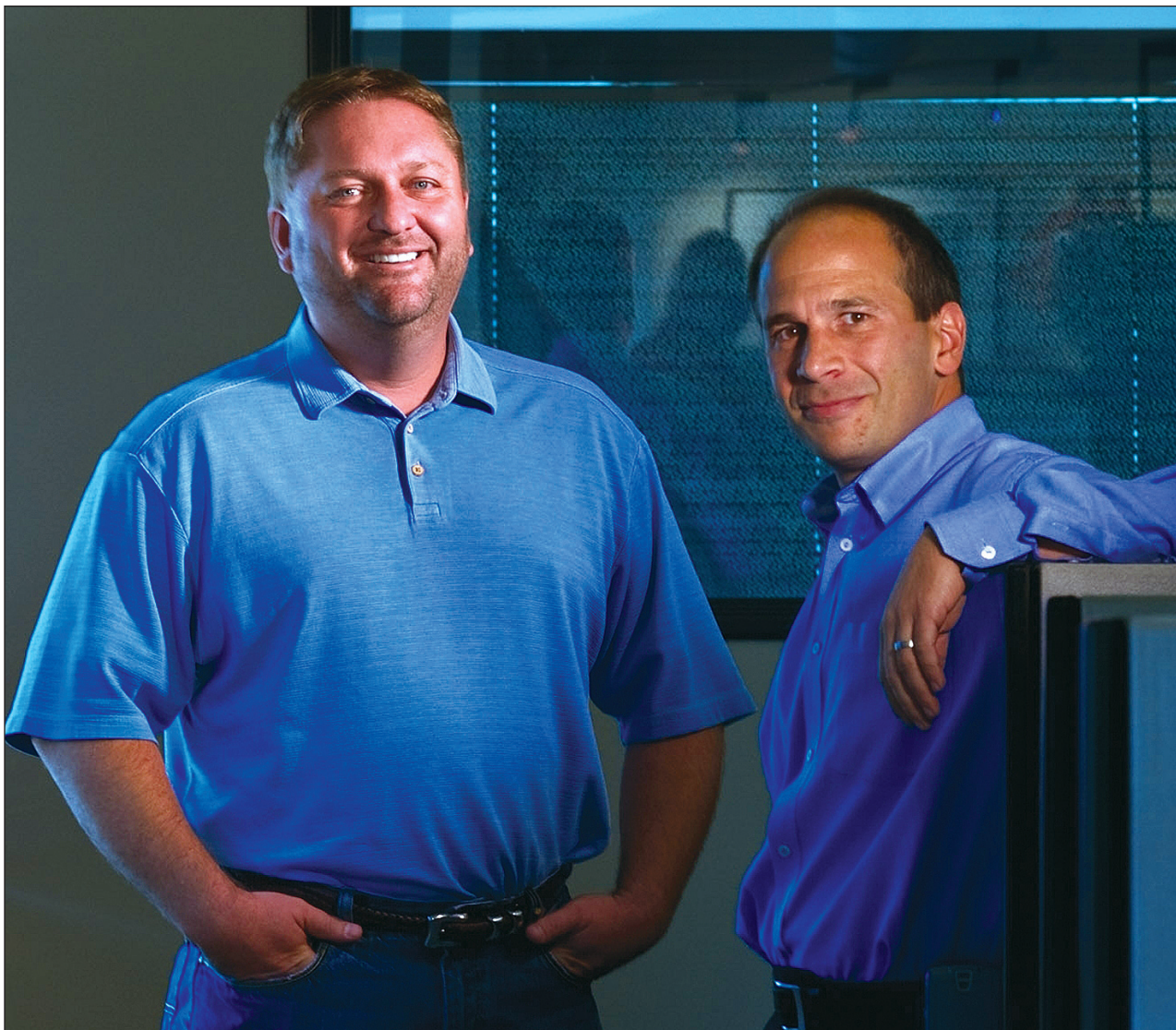
Within the next five years, he plans to manufacture all or parts of the turbines locally or contract with U.S. companies instead of importing from

► See **Turbine, 29A**

THE COMPANY,

which currently has six employees, plans to employ about 30 people locally within a year.

Zayo continues acquisition spree



BCBR FILE PHOTOGRAPH/JONATHAN CASTNER

Zayo Group LLC in Louisville, founded by Dan Caruso, left, and John Scarano in 2006, has made 15 acquisitions of regional telecom firms since it was formed. With the pending purchase of American Fiber Systems Holding Corp., Zayo will have more than 20,000 route miles of regional fiber, metro fiber and fiber to tower networks that span 141 markets and 23 states.

Louisville-based telecom network group makes 15th purchase

BY DOUG STORUM
dstorum@bcbcr.com

LOUISVILLE — Zayo Group LLC plans to acquire American Fiber Systems Holding Corp. within the next three to four months, bringing the number of acquisitions the Louisville-based telecommunications firm has made since it was formed in 2006 to 15.

Zayo provides bandwidth infrastructure and collocation services.

Zayo, founded by Dan Caruso and John Scarano, with the purchase of American Fiber, will have more than 20,000 route miles of regional fiber, metro fiber and fiber to tower networks that span 141 markets and 23 states.

American Fiber is based in Rochester, N.Y., and provides fiber

network and telecom services to metropolitan areas.

"The addition of AFS' markets significantly increases the geographic scope of the bandwidth infrastructure services that Zayo offers to its customers," said Dan Caruso, president and chief executive of Zayo Group.

American Fiber has more than

► See **Zayo, 29A**

Boulder Creek relocating HQ to Louisville

BY DOUG STORUM
dstorum@bcbcr.com

LOUISVILLE — Boulder Creek Builders will relocate its headquarters from Boulder to Louisville in an effort to accommodate its recent growth and expansion.

Boulder Creek Builders purchased a 2,880-square-foot office building at 841 Front St. in historic downtown Louisville on June 23 for \$388,000 to secure more space for its employees and day-to-day operations.



Sinkey

"We were looking for an opportunity to own a building in a location that reflects our culture and enhances our daily work life," said David Sinkey, principal of Boulder Creek. "We looked at some very nice space throughout Boulder County but decided the small-town feel of Louisville was perfect for us. We look forward to enjoying the Louisville Downtown Street Faire and all of the other community related events that take place there."

Boulder Creek has begun renovations on the building. Once completed, the building will have an entirely new look and feel with improvements to the exterior facade.

The company plans to make the move into the new space in late August, at which time it will host an open house for friends, clients and neighbors.

Surety Realty Inc. listed the building, and Todd Walsh of The Colorado Group brokered the deal.

Boulder Creek's residential projects include Kingsbridge, Blue Vista and Shadow Grass Park in Longmont, and The Heritage at Vista Ridge and Erie Village in Erie. It recently suspended construction sales and marketing efforts at Calmante in Superior at the request of the project owner — Calmante Residential Investments LLC — due to ongoing and unresolved bank financing issues.

CALENDAR

July

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.

12 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@davinciinstitute.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.

14 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.

14 The Longmont Area Chamber of Commerce is hosting a Small Business Leads Group from 3 to 4 p.m. at the St. Vrain Valley Credit Union Training Center, 2050 Terry St., first floor in Longmont. 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.

15 The Boulder Area Human Resources Association is hosting its Volunteer Showcasing and Networking Event from 4 to 6 p.m. at A Spice of Life Event Center, 5706 Arapahoe Ave. in Boulder. Volunteer agencies from Boulder County will have tables set up and representatives ready to answer questions about their organizations. For more information, visit www.bahra.org.

15 The Longmont Area Chamber of Commerce presents a Business After Hours: Blue Vista Homes/Thistle Communities from 5 to 7 p.m. 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 of Commerce 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. 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.

21 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.

21 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.

21 The DaVinci Institute presents How to Use Twitter to Grow Your Business from 6 to 8 p.m. at The Vault, 511 E. South Boulder Road in Louisville. For more information, contact Jan Wagner at 303-666-4133 or e-mail jan@davinciinstitute.com.

23 The Lafayette Chamber of Commerce is hosting the Black Diamond Golf Tournament

at 7:30 a.m. at Indian Peaks Golf Course, 2300 Indian Peaks Trail in Lafayette. Check-in begins at 6:30 a.m. The events features 18 holes of golf and cart, coffee and rolls, free range balls, free team photo, lunch, prizes, raffle prizes and drink coupons. Admission is \$125 per player, and all proceeds benefit the Lafayette Chamber. For more information, call 303-666-9555.

26 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.

27 Volk & Bell Benefits present The Nuts & Bolts of Human Resources from 8 to 10 a.m. at Fox Hill Country Club, 1400 E. Highway 119 in Longmont. Admission is free, and a light breakfast will be served. For more information, contact Amy Essig at 303-776-3105 or e-mail aessig@VBbenefits.com.

27 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.

27 The Boulder Writer's Alliance is meeting from 6:30 to 7 p.m. at the Boulder Public Library, 1001 Arapahoe Ave. in Boulder. Kristina Holmes and Michael Ebeling, literary agents from Ebeling & Associates Literary Agency, discuss an author's platform. For more information, visit www.bwa.org.

28 The Longmont Area Chamber of Commerce is hosting Small Biz Net: Get Money, Grants, Loans from 8 to 9:30 a.m. at the chamber office, 528 Main St. in Longmont. Admission is free. For more information, contact Kathy Weber-Harding and Jeff Simcock at 720-864-2874 or e-mail kharding@longmontchamber.org.

28 The Freeman Myre Corporate Challenge & Bella Energy Business Expo will be from 5:30 to 8 p.m. at the Colorado Tech Center in Louisville. The Sunset 5K begins at 6:45 p.m. Walking teams are invited to participate. For more information, e-mail afreeman@freemanproperty.com or visit the www.louisvillechamber.com and click on events.

NONPROFIT NETWORK

BRIEFS

The Humane Society of Boulder Valley has joined the One Hope Network by Purina One to help pets in need. Since 2008, the One Hope Network has given away more than one million meals to homeless pets, activated more than 6,000 people to volunteer at local shelters and executed an 11-city mobile adoption tour and pet-food bank. "We are excited to partner with the Purina in our mutual efforts to serve the people and pets of our community," said Lisa Pedersen, chief executive of the Humane Society of Boulder Valley. "Our goal by joining the One Hope Network is to enhance our community involvement, creating a network of support through adoptions, volunteerism, donations and advocacy for the homeless animals we serve."

FUNDRAISERS

The Longmont Humane Society is hosting Hack-in' Our Way Home Golf Tournament on Saturday, July 17, at the Ute Creek Golf Course, 2000 Ute Creek Drive in Longmont. Check-in is at 1 p.m. with a 2 p.m. shotgun start. Prizes will be awarded for putting, longest and shortest drive, closest to the pin on par 3s, a hole in one and top teams. A dinner and silent auction will follow the tournament. Silent auction items include golf bags, clubs, gift certificates to restaurants and tickets to sporting events. Admission is \$110 per golfer or \$400 for a foursome. For more information, call John O'Keeffe at 303-772-1232 ext. 222 or e-mail johno@longmonthumane.org.

GOOD DEEDS

The Louisville Public Library Foundation received a bequest of \$130,000 in March following the death of Marian Madison, a longtime children's librarian and cataloger. The money will be used primarily to fund programming and library service efforts. "We are delighted and so very appreciative of Marian's generosity," said Beth Barrett, director of library and museum services. "Because of Ms. Madison's generous endowment, the library will be able to expand our reach into the community." A reception to honor Madison will be held at 4 p.m. Sunday, Aug. 1, at the Louisville Public Library.

ZAYO from 28A

800 route miles of fiber networks in six metropolitan markets — Boise, Kansas City, Las Vegas, Nashville, Reno and Salt Lake City. It also has approximately 400 additional route miles in Atlanta, Cleveland and Minneapolis. Atlanta, Boise and Las Vegas represent nearly 75 percent of American Fiber's revenue base.

In late June, Zayo completed the acquisition of Atlanta-based AGL Networks LP for an undisclosed amount. Zayo announced the intent to acquire the AGL in March.

The acquisition gives Zayo access to AGL's 850 route miles of fiber and

270 buildings.

"AGL Networks is a pure play dark-fiber infrastructure provider and is expected to add \$9 million to \$10 million of post synergized EBITDA and \$160 million of total contract value to Zayo Group," Ken desGarennes, Zayo's chief financial officer, said in a statement. Dark fiber gives users access to the raw, unused fiber-optic strands in a company's network.

Privately held Zayo Group has Zayo Group is organized into three business units: Zayo Bandwidth, which focuses on the carrier and wholesale segment, Zayo Enterprise Networks and zColo.

TURBINE from 28A

Japan and China.

With Zephyr moving into the 16,800-square-foot building's largest of three offices; it brings total occupancy up to 86 percent with only a 2,640-square-foot unit available.

American Zephyr's latest wind turbine, the Airdolphin GTO, is undergoing testing for Small Wind Certification Council certification at the Wind Energy Institute of Canada at Prince Edward Island, Canada. The independent council certifies that small wind turbines meet or exceed the requirements of the American Wind Energy Association's small wind turbine performance and safety standard.

The turbine connects to the utility grid via inverters. The unit maintains operation from a wind speed of 5.3 mph to extremely windy conditions. It weighs less than 43 pounds and has a rotor diameter of six feet. Previously, a dedicated grid-tie inverter was required to send back turbine-generated electricity to commercial utility grids. The Airdolphin GTO can be connected with commonly sold inverters.

Audrey Berne, principal and broker associate with The Colorado Group represented the landlord, D4J Enterprises LLC, while Kaz Umezono with Colorado Sky Enterprises represented Zephyr.

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Boulder County
BUSINESS
REPORT

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Abound Solar will use loan to expand, create jobs

BY BUSINESS REPORT STAFF
news@bcbr.com

LOVELAND — The U.S. Department of Energy has offered Loveland-based Abound Solar Manufacturing LLC a \$400 million, seven-year federal loan guarantee to expand its solar module manufacturing capabilities and create more than 1,200 jobs in Colorado and Indiana.

Abound Solar will use the DOE funds, announced July 3 by President Obama on his weekly radio address, to increase production of its thin-film photovoltaic modules at its produc-

tion plant east of Longmont and build a new plant in Indiana.

Of the 1,200 new jobs expected to be created through the loan, about 300 will be based in Colorado and 900 in Indiana. Abound Solar has raised approximately \$200 million in venture capital and private equity since 2007.

Abound anticipates using \$100 million of the loan proceeds to increase the capacity of its existing Longmont facility to 200 megawatts per year by the end of 2011. The company plans to invest the balance of the guaranteed loan to support the

construction of a larger manufacturing facility in Tipton, Ind. When both plants are complete, Abound Solar will be able to produce more than 840 megawatts of solar modules annually.

“The DOE loan guarantee program is essential to helping companies like Abound Solar scale-up innovations in photovoltaic manufacturing that are critical to reducing the cost of alternative energy,” said Tom Tiller, Abound Solar’s president and chief executive.

“When Abound opened its first manufacturing plant in 2009, we

committed to providing high-performing, lower-cost modules to our customers; DOE is helping us keep that promise. The proceeds of this loan will build on the momentum we have already established and confidently expand our operations.

“Abound Solar is a New Energy Economy success story,” said Gov. Bill Ritter in a statement. “Abound is already a job-creation engine in Colorado, and this loan guarantee will translate into more jobs, cleaner energy and bolster our standing as a hub of clean-energy entrepreneurship.”

Culinary School of the Rockies acquired by Chicago group

BY BUSINESS REPORT STAFF
news@bcbr.com

BOULDER — Triumph Higher Education Group in Chicago has acquired Boulder-based Culinary School of the Rockies.

Triumph, a subsidiary of Triumph Capital LLC, which develops global post-secondary educational institutions, plans to transition the school to the Auguste Escoffier

School of Culinary Arts, a school for culinary and baking.

“The next generation of culinary education will emphasize sustainable cuisine, and CSR’s unique farm-to-table program is a model we will implement in each Escoffier school,” said Paul Ryan president of Triumph.

“Triumph’s affiliations with the museum and Michel Escoffier will enhance our current offerings and

open up exciting opportunities for students,” said Joan Brett, CSR’s founder.

“I believe that Triumph HEG will be an excellent steward of CSR, and all we have created and built over the past 19 years.”

Brett will remain at CSR as a consultant. CSR’s culinary arts, chef track, pastry arts, pastry track and home cook classes and workshops will all remain in place. The

school will continue to demonstrate its support for local agriculture by buying from local artisans, farmers and producers.

“We are committed to becoming an active member of the Boulder community,” said Jack Larson, executive chairman of Triumph HEG, “and look forward to serving students and employers, as well as community organizations, while supporting the local economy.”

BUSINESS DIGEST

BRIEFS

The **Omni Interlocken Resort & Golf Club’s** golf school in Broomfield has become affiliated with the PGA Tour Academy. The Tour Academy is owned and operated by Golf Club Holdings LLC under license from the PGA Tour. The Tour Academy replaces The Kinetic Golf Academy, which opened at the Omni in 2006. PGA professional golfer Hartwell Baker is head of instruction for the Tour Academy, and Mike Schlager, who was instrumental in opening the Kinetic Golf Academy, will serve as the Tour Academy’s lead instructor. The academy at the Omni joins 10 other PGA Tour academies at locations including TPC Scottsdale in Arizona; TPC Sawgrass, Grand Lakes in Orlando and World Golf Village, all in Florida; TPC San Antonio in Texas; and TPC Las Vegas in Nevada.

Boulder Outdoor Cinema has partnered with **Whole Foods Market** to offer patrons all-natural concession food. Snacks and drinks sold at film screenings will be free of artificial colors, flavors, preservatives and trans fats. Shows run every Saturday from July 10 through Aug. 14 at 1750 13th St. in downtown Boulder, directly behind the Boulder Museum of Contemporary Art. Live entertainment begins at 7:30 p.m. with a 9 p.m. show time.

A **Freddy’s Frozen Custard & Steakhouses** restaurant is scheduled to open this September in north Longmont. The franchise will open at 2250 Main St. and will be the third Freddy’s in Colorado. The other two are in Aurora and Littleton. The 3,481-square-foot location previously housed a Fazoli’s and later a Chicago’s Best. Freddy’s is based in Wichita, Kan. The menu includes hamburgers, hotdogs, chicken sandwiches, frozen custard, french fries, shakes, malts sundaes and soft drinks. Freddy’s has restaurants in nine states including Colorado, Arizona, Nevada, Kansas, Missouri, New Mexico, Nebraska, Oklahoma and Texas.

InfoPrint Solutions Co. in Boulder has become a wholly owned subsidiary of Ricoh Co. Ltd. as a three-year joint venture between IBM — InfoPrint’s parent — and Ricoh comes to an end. InfoPrint Solutions provides digital printing solutions. It was built on IBM’s 50 years of printing experience. InfoPrint Solutions was formed June 1, 2007 as a joint venture between IBM’s Printing Systems Division and Ricoh. Over the past three years, ownership has increasingly transferred from IBM to Ricoh. This transition

period concludes on June 30.

DigitalGlobe Inc. (NYSE: DGI) in Longmont will provide DeLorme, an innovator of mapping and GPS technologies, with images taken from space. The images taken by DigitalGlobe’s constellation of satellites will be used in Maine-based DeLorme’s Earthmate GPS device used by hikers, climbers and outdoors enthusiasts.

RE/MAX of Boulder Inc. has become a member of RISMedia’s Real Estate Information Network. Member agencies are required to provide consumers with timely and relevant real estate content, as provided by RISMedia and other information sources.

Colorado Physical Therapy in Broomfield is offering educational e-books including: “Ending Low Back Pain,” “Beating Arthritis,” “Tips to Good Posture” and “Best Health Tips Learn more tips provided in each book www.coloradopti.com/register.html.

Oskar Blues Brewery in Longmont completed its second of three planned expansions by adding three 200-barrel tanks. The increased capacity follows May’s expansion bringing the Oskar Blues tally to five 200-barrel tanks in the last 30 days with a third expansion scheduled to be completed by mid-August.

Boulder BioMed received certification to ISO 13485: 2003, Quality Management Standard for Medical Devices. Boulder BioMed specializes in bringing medical products to market.

Merit Medical Systems Inc. in Salt Lake City is using Boulder-based **Symplified’s** SinglePoint software to address address security challenges associated with providing internal and external users with access to several cloud applications.

Boulder-based **Lijit Networks Inc.**, which develops search software for blogs and runs an associated advertising network, is implementing auto-payment processing for its publishers. The company previously required publishers to invoice them each month. Starting in August, publishers should automatically receive payments every month.

CONTRACTS

Bioscience firm **miRagen Therapeutics Inc.** in Boulder is teaming with Santaris Pharma A/S in Denmark

to develop medicines to treat cardiovascular disease. Santaris Pharma is acquiring a minority equity interest in miRagen in return for providing miRagen the licensing rights to use Santaris Pharma’s locked nucleic acid (or LNA) drug platform. The platform will be used to identify and select drug candidates against miRagen’s microRNA targets.

Loveland-based **Abound Solar Inc.**, a manufacturer of thin-film photovoltaic solar panels, and Superior-based **Key Equipment Finance** have established a program to fund commercial-scale solar photovoltaic systems for Abound Solar’s customers in the U.S. The relationship with Key Equipment, an affiliate of KeyCorp (NYSE: KEY), allows Abound Solar’s integrators to offer flexible financing of complete photovoltaic systems using the company’s solar modules, including cost of the balance of parts and installation.

Broomfield-based **Level 3 Communications Inc.** (Nasdaq: LVT) signed a contract with Major League Baseball to provide the organization’s website with high-speed Internet service to support its media archive and online streaming. Level 3 previously provided the baseball league with Vyvx video backhaul services for live-game streaming. Also, Level 3 signed a deal with Chickasaw Long Distance/BrightNet, a wholesale carrier based in Oklahoma. Level 3 will provide high-speed Internet protocol and transport services for Chicksaw.

ABSL Power Solutions Inc. received a \$3.7 million contract from NASA to develop and deliver a lithium-ion battery that will fly aboard each of the four spacecrafts during a 2014 NASA mission. Longmont-based ABSL, a subsidiary of U.K.-based ABSL Power Solutions Ltd., will design a low magnetic-signature battery to help power four spacecrafts during NASA’s Magnetospheric Multiscale Mission that will measure the Earth’s magnetic field.

The Creative Alliance, a marketing, public relations and design firm based in Lafayette, has been retained by Investment Trust Co. of Denver and Colorado Springs for strategic planning, branding, marketing communications, website development and public relations services.

GRANTS

University of Colorado assistant professors **David Noone** and **Noah Fierer** received grants from the

National Science Foundation to further research in their respective fields. Noone received a \$722,421 grant to analyze the exchange of water between the land surface and atmosphere to improve climate models and predictions of climate change. Fierer received a \$655,000 grant to study the effects of nutrient addition on soil microbial communities.

The state of Colorado received a \$1.1 million grant from the federal government to increase and strengthen on-the-job training opportunities. In all, \$75 million in grants were being awarded to 41 states, the District of Columbia and three Native American tribes. Colorado will use the \$1,137,558 to serve 150 workers who have been unemployed for a long time and who may be struggling with barriers to employment.

Sporian Microsystems Inc. in Lafayette, a developer of sensors and sensor systems, has received a second installment of \$250,000 for a phase 3 grant from the U.S. Army to continue developing and testing biosensor and wireless network technologies to detect pathogens in water. The U.S. Army wants to be able to detect waterborne biological pathogens in potential drinking water for soldiers in remote and austere environments. Sporian received \$100,000 for phase 1, \$750,000 for phase 2, and last summer received \$200,000 for the first part of phase 3. In the new phase, Sporian will add new wireless communication and geolocation capabilities, integrate third-party water sensors and improve the performance of its biosensor. Field testing of the upgraded system is planned for later this summer.

SERVICES

Longmont Machining purchased a new laser system for marking metals and polymers. The system performs sequential serial number marking, auto-dating, barcodes, UID codes, counterfeit protection, true type fonts, photo-quality images, and vector/raster graphics. The laser beam can be focused on an area as small as 20 microns in diameter.

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.

It's

time!



The IQ Awards recognizes the most-innovative new products and services in Boulder and Broomfield counties. Fill out the nomination form below and submit it by Friday, July 16.

Nomination form is available online at www.IQawards.com.

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

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

Nominate your innovation today!

Company _____ Address _____

City _____ Zip _____ Telephone _____ Web Site _____

CEO _____ Company Information Contact _____

Company Contact Phone and E-mail _____

Describe the product or service in detail** _____

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

Key people involved in the development _____

Source of financing _____ 2009 revenues from product or service _____

Name of Nominator _____ Telephone _____

E-mail _____

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

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

For sponsorship information, call 303-440-4950.



BOULDER VALLEY REAL ESTATE WATCH

LEED Gold renovations made at CU housing

BY BUSINESS REPORT STAFF

news@bcbr.com

The University of Colorado at Boulder's Andrews Hall, a residential building located in the Kittredge Complex, received the gold rating in Leadership in Energy and Environmental Design, or LEED, certification issued by the United States Green Building Council.

LEED standards are considered a U.S. benchmark for the design, construction and operation of high-performance "green" buildings. Arnett Hall was the first CU-Boulder residence hall to receive LEED certification in September 2009, receiving a gold rating.

A LEED certification of gold or higher is the campus standard for major renovations and new buildings. The real benefit of meeting LEED standards is the long-term savings for CU-Boulder in energy and water reduction, said Energy Conservation Officer Moe Tabrizi.

"On this campus, it is tempting to say 'ho-hum, another LEED gold-rated building,' but we should all resist that urge," said Curt Huetson, director of facilities planning and operations for Housing & Dining Services. "This truly is another example of the campus commitment and support for this and other LEED-focused projects, led by staff members that are leaders in the sustainability movement, as well as a great external design-build team."

The "green" renovations to Andrews Hall help campus move toward goals laid out in CU-Boulder's carbon neutrality plan to reduce energy consumption 20 percent by 2012. They also are in line with goals of the Governor's Energy Office.

Andrews Hall is expected to experience a 25 percent reduction in energy use and a 20 percent reduction in water use. New features include insulation, double-pane windows, sensors that suspend heating and cooling systems when windows are open, dual-flush toilets, low-flow showerheads, aerators on faucets, energy-efficient lighting with automatic controls and carpet and other finishes made from recycled materials.

Other residence hall renovations underway include Buckingham Hall with expected occupancy in August 2010 and Smith Hall with expected occupancy in August 2011. Both buildings are tracking to obtain a gold rating in LEED certification. The new Williams Village North residence hall is tracking to be the first LEED platinum-rated full-scale residence hall in the nation, slated for occupancy by August 2011.

BUILDING BUY: The owner of Front Range Anglers has purchased the A Plus Transmission building at 2344 Pearl St. in Boulder from Bryan Telea



COURTESY UNIVERSITY OF COLORADO/GLENN ASAKAWA

Students gather in a common area of the newly renovated Andrews Hall. The CU-Boulder residence hall recently was LEED certified with a gold rating for "green" design, construction and operations.

and Ronald J. Fiske for \$750,000.

Bill Leuchten plans to completely renovate the 3,291-square-foot building and to design a first-class fly-fishing shop with expanded space for more merchandise, resources and a coffee bar.

Front Range Anglers is currently located at 629 Broadway in the Table Mesa Shopping Center and hopes to move to its new central Boulder location in November.

Leuchten was represented by Steve Sims of Gibbons-White Inc. The sellers were represented by Barb Pozzi of The Colorado Group.

CAMPING OUT: CampMinder LLC, a Web-based camp-management and communication software company, has signed a sublease with Eco-Products Inc. for approximately 3,000 square feet of office space at 4755 Walnut St. in Boulder.

CampMinder was represented by Steve Sims of Gibbons-White, Inc. and Eco-Products was represented by Chris Boston of Gibbons-White Inc.

ADVISERS MOVE: CAP Advisors LLC, a small financial advisory firm, has moved within Boulder from 2960 Center Green Court in northeast Boulder to 2595 Canyon Blvd., Suite 120.

CAP is leasing the 1,300-square-foot Class A office. Annie Lund and Lynda Gibbons of Gibbons White represented the landlord, and Jeff Espinoza and Neil Littmann repre-

sented CAP Advisors.

John Truhlar, with CAP, said the move was needed after his wife, Betty Hoye of Hoye Capital, sold the building on Center Green Court in June to Catherine Middlemist of Middlemist, Crouch and Co. CPAs, which had been located on Riverbend Road in Boulder.

Sale price was \$1.25 million, according to public records. Mark Casey of Casey Partners Ltd. assisted Middlemist in the purchase.

LUMBERYARD CLOSING: Sutherland Lumber Co., a hardware and home-improvement store in Boulder, plans to close for good within the next few months and perhaps be transformed into office space.

The store, at 3390 Valmont Road, will close to the public within the next two weeks and become a temporary distribution center for the company's other hardware stores. Later this summer, it will reopen to liquidate the merchandise that's left, said Bob Sutherland, the company's managing owner.

Sutherland said he's closing the store for economic reasons, including having trouble finding affordable places to expand. The store opened in 1972, and the company has owned the land since the early 1980s.

The building sits on 5.6 acres, making it the largest parcel in the Transit Village development area, which is currently being rezoned to accommodate

office, retail and residential space.

The transit village area includes 160 acres surrounding 30th and Pearl streets that the city wants to convert to mixed-use and promote redevelopment.

Sutherland is working with Morgan Creek Ventures Principal Andy Bush to convert the property into something more desirable.

The most likely option is to convert the 14,000-square-foot building that's most visible from Valmont Road into office space. If that happens, Bush would relocate his office there, and they would hope to attract others as well.

Terry Kruegel with The Colorado Group is brokering the deal.

PELOTON SALES: The Peloton remains one of the best-selling communities in Boulder, with 39 sales so far in 2010. Lofts and two-bedroom condos start at \$249,900. Eligible buyers can own with 3.5 percent down through FHA financing. Located on Arapahoe Avenue between 33rd and 38th streets, The Peloton's central location places homeowners near some of Boulder's most popular shopping, dining, and recreation spots. The Peloton is within walking distance of Twenty Ninth Street, a retail district, and minutes from the University of Colorado main campus.

The Peloton has a 22,000-square-foot Community Center that includes a 6,000-square-foot fitness club, a private

► See **Real Estate, 33A**

Construction jobs in June fell to 4-year industry low

BY BUSINESS REPORT STAFF

Seasonally adjusted construction industry employment slipped in June to the lowest total since July 1996 while the industry's unemployment rate remained at 20.1 percent, more than double the average for all workers, according to analysis of new federal figures by the Associated General Contractors of America.

"The recession may have ended a year ago for most of the economy, but for construction, job losses and business closures continue every month," said Ken Simonson, chief economist for the construction trade association.

"While the rest of the economy added nearly a million jobs in the

first half of 2010, 114,000 construction workers lost theirs, joining the two million others who have become unemployed since August 2006," Simonson observed. The industry added 49,000 jobs in March and April as homebuilders and highway contractors geared up, but 30,000 jobs disappeared in May and 22,000 in June as housing cooled and nonresidential building slumped further.

The outlook for nonresidential building construction remains ominous, according to Simonson. In May, the latest month for which such data is available, architectural firms laid off workers for the 21st time in 22 months.

REAL ESTATE from 32A

22-seat movie theater with stadium seating, a great room and Boulder's only heated rooftop swimming pool and hot tubs overlooking the Flatirons.

LONGMONT

MENTAL RENOVATIONS: The Mental Health Center Serving Boulder and Broomfield Counties will be renovated in mid-July to its facility at 834 S. Sherman St. in Longmont.

The renovations will include:

- A community space for clients to receive treatment in an open environment rather than behind closed doors from the other side of a desk.
- Wellness-education meeting space that can be used by the community during and after hours.
- A new area where clients can receive primary care to address physical health conditions.
- Ceremonial garden to celebrate and reward successes in recovery and to offer a comfortable natural space where clients can receive one-on-one treatment.
- Community kitchen for clients to

learn simple life skills such as cooking to help them be more independent and productive.

The new facility will feature updated insulation, Xeriscape landscaping, LED lighting connected to a daylight sensor to conserve energy, a new heating, ventilation and air-conditioning system, and Energy Star-rated appliances and electronics.

A ground-breaking ceremony and tour will be held from 4 to 5:30 p.m., Wednesday, July 14.

Based in Boulder, the Mental Health Center has offices in Boulder, Broomfield and Longmont.

GTC PROJECTS: Golden Triangle Construction Inc. based in Longmont recently broke ground on two animal shelters — the Denver Municipal Animal Shelter in Denver and The Buddy Center in Castle Rock.

Both shelters were designed by Boulder-based architectural firm Animal Arts, who Golden Triangle worked with in 2008 to redesign and expand the Longmont Humane Society.

CONSTRUCTION from 3A

The city's previous tax-estimate formula didn't account for economic changes, which led to the underpayments. Increasing commodity and building material costs helped throw off the estimates.

If a contractor used the city's tax-estimate formula, it calculated building materials at 50 percent of total valuation, when the building materials had become a much larger percent of the project valuation.

Changes the city is making to the process include:

- Permits issued for projects with a final contract price or final project cost less than \$20,000 don't need to be reconciled and will not be audited.
- Presenting proposed code changes to City Council (slated for first reading July 20).
- The city will implement and

maintain ongoing interdepartmental training; and the city will establish routine education and outreach.

The outreach to contractors includes:

- Postcards with information about the July 1 reconciliation requirements were mailed on June 30 to all contractors licensed to do business in the city of Boulder.
- The Planning and Development Services Center has a banner in place to alert customers to important tax information.
- At the time of issuance, permit packets include information about reconciliation requirements and direct the customer to the Construction Use Tax web page.
- Contractors may register to receive e-mail updates on the city's Construction Use Tax process.

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Truly Eco-Luxury home that combines sustainability with old world quality. Highlights include solar hot water, 9.3 KW Photovoltaic electric, Viessman radiant heat boiler and gray water system. The interior is finished with American clay wall finish, walnut cabinets with matching grain, Legranto quartz countertops, and Gaggenau appliances. Fantastic views from the rooftop deck.

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


LUXURY FAMILY HOME – LARGE LOT



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**

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**

LAKE FRONT LUXURY RETREAT



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**

David Scott
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Cynthia Cleveland
Shauna Steingrebe

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OPINION

EDITORIAL

Voters should defeat ill-advised measures on November ballot

Three measures slated for the November ballot in Colorado deserve to be defeated. Amendment 60, Amendment 61 and Proposition 101 would do great damage to the ability of state and local governments to function.

As the Boulder Chamber stated in a recent release, "The Boulder Chamber is deeply concerned about the potential negative impacts of three measures on the November 2010 ballot. Amendments 60 & 61 and Proposition 101 individually and together would eliminate, reduce or unduly restrict reasonable governmental taxing and financial activity to the immediate and long-term detriment of our state."

We agree. Each of these measures is bad enough; together, they are dangerous.

Amendment 60 would reduce school-district mill levies, require enterprises and authorities to pay property taxes, limit future property-tax increases to 10 years and would repeal "de-Brucing" measures previously enacted at the local level, according to Coloradans for Responsible Reform.

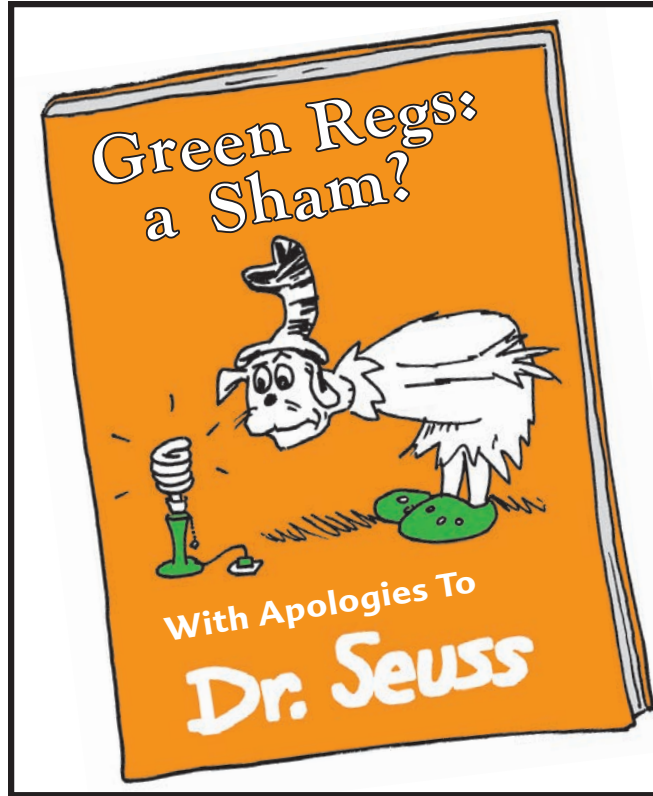
Amendment 61 would hamstring the state from taking on debt. It would, the group notes, prohibit all levels of government from bonding or engaging in lease-purchase agreements. Any exceptions would be limited to 10 years. Additionally, borrowing by the state is prohibited.

Proposition 101 requires eventual reduction in the Colorado state income tax to 3.5 percent, eliminates specific ownership taxes on motor vehicles and reduces vehicle-registration fees to \$10. The income-tax measure alone would amount to \$1.2 billion in today's dollars, according to Coloradans for Responsible Reform.

Collectively, the measures will eliminate billions in dollars from state coffers that have had several years of drastic cuts. Colorado has already suffered markedly from cuts forced by a severe economic downturn. Higher education, in particular, has borne the brunt of those cuts.

These additional measures would threaten the state's ability to function. Services would have to be reduced to almost nothing. But, perhaps that's what backers intend. Supporters — including TABOR author Douglas Bruce — seem intent on reducing state and local government to virtually nothing.

Fortunately, voters do not have to allow Bruce and his anti-tax zealots to have their way. We have a choice: Permit the decimation of state and local government, or tell Bruce and his ilk to take a hike.



I am Sam. Sam I am.
Do you think "SmartRegs" are a sham?

Will you buy compact fluorescents?
Will you buy them for your tenants?

Will you buy them for your home,
Apartment, yurt or biodome?

If you won't, well, that's no good!
'Cause these new laws will say you should.

New appliances, insulation,
Add to rent price escalation.

I'll fix these things! I can be trusted!
Just let me wait until they're busted!

I'm all for saving energy...
Can I do it voluntarily?

12/16/09

'New Energy Economy' becoming reality

Latest expansions at Abound, Vestas, mark Ritter's legacy

Abound Solar sees a bright day ahead, as it makes use of \$400 million in federal loan guarantees, announced by President Obama July 3. The loan will be used to expand manufacturing at the company's plant in Weld County near Longmont, adding 300 jobs. Abound is based in Loveland, with research and development in Fort Collins. The company is also adding 850 jobs in Indiana.

Meanwhile, Vestas Wind Systems A/S has signed a lease for 48,000 square feet in Louisville for a new R&D center. The operation is the latest in Colorado for Vestas, which employs 700 at a wind-turbine-manufacturing plant in Windsor. Vestas is also building a tower-manufacturing plant in Pueblo, and two plants for manufacturing of blades and nacelle assembly in Brighton.

Abound Solar uses technology developed at Colorado State University and the National Renewable Energy Laboratory to transform ordinary sheet glass into photovoltaic panels. Vestas, based in Denmark, has settled on Colorado as a center for the company's North American manufacturing.

Both expansions — and many others announced during the past several years — reflect Colorado's emerging "New Energy Economy," a term

coined by Gov. Bill Ritter during his campaign for governor.

Ritter has sought to place Colorado at the forefront of a global transformation to renewable energies, away from reliance on fossil fuels. In addition to helping focus economic development on clean technologies, Ritter and the General Assembly have spearheaded continued shifts toward renewable energy by Xcel Energy.



PUBLISHER'S NOTEBOOK
Christopher Wood

The recently passed Clean Air-Clean Jobs Act will steer Xcel and the state toward even greater renewable-energy objectives. Ritter's administration has also worked to boost training of a clean-tech labor force and has promoted research and development in the private, nonprofit and public sectors.

The focus is paying off: A recent study by Headwaters Economics, a nonprofit research organization based in Bozeman, Mont., found that Colorado saw green jobs increase by 30 percent from 2005 to 2007, according to the Denver Business Journal. Of 3,567 green companies found in five Western states, half are based in Colorado.

Colorado's success in attracting green companies, and in building

them from within, is due to a number of factors, including the presence of federal laboratories and research universities, such as CSU and the University of Colorado.

But it's also due to a great degree on the fact that Ritter made the New Energy Economy a central focus of his administration.

Business has had its fair share of disagreements with Ritter over tax policy and union issues. But business owners can't help but acknowledge the benefits of thousands of jobs at Vestas, hundreds at Abound Solar, and many more at smaller suppliers and research centers. Construction at Abound and Vestas alone has spurred thousands of construction jobs.

The New Energy Economy is bringing meaningful, real benefits to the state. One question is whether Ritter's replacement — Denver mayor John Hickenlooper, former U.S. Rep. Scott McInnis or candidate Dan Maes — will embrace the green-jobs agenda.

Skeptics might say that the world is decades — perhaps a century — away from shifting from fossil fuels completely. At the least, an economy built solely on renewable energy remains many years away.

But, thanks to Ritter, Colorado is showing the way — and reaping the benefits. Here's hoping that his replacement continues that leadership.

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LETTERS TO THE EDITOR

Zionism has hold on government, media

Editor,

Is there a manual of approved phrases that you and every other member of the 'main stream' media are obliged to use?

I'm referring to your (Chris Wood's) use of "... Thomas' reprehensible remarks ..." line in your Publisher's Notebook in the June 11-24 issue; that phrase returns 1,030,000 results in a Google search. AIPAC says "jump," and you guys ask "how high?"

She didn't say anything I haven't come to think everyday. Just what is the hold that Zionism has on this country? How far are we all willing to continue calling black white and white black to avoid the label "anti-Semitic"?

Since when are the Palestinians responsible for the acts of Nazi Germany? Are we so sure that the United States, Britain and many Zionists themselves didn't leave the door ajar for those events just to further the cause of the Zionists and Big Oil Capitalists?

Why weren't Jews, who are almost entirely European, given half of Germany, or Poland or New York as a "homeland"?

Don't the Cheyenne, Navajo, Arapahoe, Inca, Maya ... have the right to assert similar claims for the return of their "homelands" as the Zionists feel entitled to?

I'm not religious. I don't have any-

WOULD WE (THE USA)

be as unquestioning in our support of what's been done by the Israelis to the Palestinians for 62 years if instead it was Cuba or Iran doing it to anyone?

thing against being Jewish or Muslim or Christian or Buddhist, etc. But I'm absolutely anti Zionism and the influence and control it exerts over virtually every part of our government, media and rights to free speech.

The kryptonite phrase to stop all criticism of Israel shouldn't be "anti-Semitic" — those that are considered Semites are a much larger group than just Jews; it should be "anti-Zionist." Go to: www.jewsagainstzionism.com/ or www.gilad.co.uk and notice that being Jewish and being a Zionist are mutually exclusive.

Take any article about the acts of the state of Israel against the Palestinians (and include the acts of Palestinians against Israel) and reverse the roles — wherever the world Israel appears replace it with Palestine and vice versa. Would there be a collective

cry of outrage in Congress? Would there be a mostly collective cry of outrage in Europe?

Absolutely.

Is there an obvious violation of human rights and international law and a history of completely disproportionate responses?

Absolutely.

Would we (the USA) be as unquestioning in our support of what's been done by the Israelis to the Palestinians for 62 years if instead it was Cuba or Iran doing it to anyone?

I'm 59, I was a conscientious objector and cleaned bedpans and brushed false teeth during the Vietnam War; gosh, I always thought that Marines didn't mince words, would look anyone in the eye and stand for all that's good about America (that list gets shorter everyday), but I guess this selective blindness is the price you have to pay to be able to publish your paper.

In conclusion, it isn't that Helen Thomas couldn't find the truth, it is that you and me and America, to quote another fine Marine, Jack Nicholson in "A Few Good Men," "You can't handle the truth."

Have a good day.

Richard Luna
Luna Realty
Denver

AWARDS

Blake Jones, co-founder, president and chief executive of Namasté Solar Electric Inc. in Boulder, and **Kevin Reddy**, chief executive and chairman of Noodles & Co. in Broomfield, were named Entrepreneur of the Year in the Rocky Mountain Region by Ernst & Young LLP. They are among six executives receiving the regional honor. The six advance to Ernst & Young's national Entrepreneur of the Year competition. The winner will be announced in November. Jones was recognized in the energy category, and Reddy was recognized in the hospitality category.

Community Food Share honored **Susan Brochstein** and **Michelle Osterman** with its "A Woman of Uncommon Valor" Lifetime Service Achievement Award. This award is given to an individual who not only has helped Community Food Share fulfill its mission of ensuring that no one in our community goes hungry, but who also has supported his/her community in many other ways. Brochstein and Osterman were instrumental in starting the Community Food Share Guild. Community Food Share's Access Awards, designed to honor those who have increased access to food assistance for those in need in our community, were also given to: **Nancy** and **Michael Berman**, major donor; **DigitalGlobe Inc.**, corporate donor; **Wal-Mart**, retail food industry donor; **WhiteWave Foods Co.**, manufacturing food industry donor; **Silver Star Printing**, in-kind donor; **Mark Retzlaff**, special events donor; **Richard Schaden**, special events donor; **Becci** and **Bryan Crist**, volunteers; **Suzanne Dysard**, special access award — CropWalk; **Richard Castro**, special access award — Boulder Runners/Turley's Turkey Trot.

INTERNET NEWS

Boulder-based **Outlast Technologies Inc.**, a developer of temperature regulating technology, created an interactive multilingual training program designed to help manufacturers and retailers learn about Outlast technology. The program is available at www.outlast.com.

Broomfield-based **Vail Resorts Inc.** launched www.vailresortsecho.com to educate and engage guests and employees about Vail Resorts' sustainability efforts. The new website will include fact sheets and stories as well as photos and videos of employees volunteering for green-related missions.

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