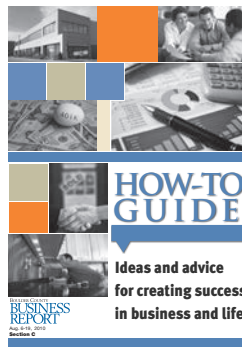


BOULDER COUNTY BUSINESS REPORT \$1



HOW-TO GUIDE

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Section C

Serving Boulder and Broomfield Counties
Volume 29 | Issue 17 | Aug. 6-19, 2010

Midyette explores portfolio options

BY DAVID CLUCAS
news@bcbr.com

BOULDER — The majority owner of more than 350,000 square feet of prime retail and office space in downtown Boulder, mostly along the Pearl Street Mall, is considering options that could include a possible sale of the portfolio.

Buildings in heart of downtown Boulder combine for 350,000 square feet of space

J Nold Midyette, property manager, president and majority owner of Pearl Street Mall Properties Inc., has enlisted national real estate investment firm Marcus & Millichap to

help analyze the portfolio, possibly worth more than \$100 million. Marcus & Millichap, which has an office in Denver, focuses on investment sales, financing, research and advisory

services.

"We are engaged with J in preliminary discussions to determine market interest in the portfolio," said Michael Hoffman, Marcus & Millichap's first vice president and regional manager based in its Denver office.

Hoffman declined to comment further, but said more details could

► See **Portfolio, 8A**

STAYING ON TOP OF AN AVALANCHE

Backcountry Access Inc. introduces latest offering in snow safety



MICHAEL MYERS

Bruce McGowan, president of Backcountry Access Inc., wears the Boulder-based company's Float 30 Avalanche Airbag, a backpack float device designed to keep avalanche victims near the top of a snow slide. McGowan and Bruce Edgerly, vice president, co-founded the company in 1994 and have introduced a series of snow safety products. See story 6A.

Broomfield creates post for economic development

City cuts funds for Broomfield Economic Development Corp.

BY RYAN DIONNE
rdionne@bcbr.com

BROOMFIELD — The city and county of Broomfield is looking for an economic-development director after cutting back funding to the Broomfield Economic Development Corp.

Broomfield's city council and the board of directors of the nonprofit Broomfield Economic Development Corp., or BEDC, voted to use more than half of the \$246,000 the city allocates to the BEDC to help pay for an economic-development director who will work for the city.

"We need to be proactive ... and I think this is an attempt to make that happen," Broomfield city councilman Walt Spader said at a July 27 city council meeting regarding the city's economic-development plans.

Under the new plan, the city will keep \$146,000 of the \$246,000 that was used to help fund the BEDC. The money it keeps will support the city's

► See **Broomfield, 24A**

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Buyer offers \$695 million for Ellora Energy

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

BY BUSINESS REPORT STAFF
news@bcbr.com

BOULDER - An undisclosed buyer has agreed to pay \$695 million in cash for Ellora Energy Inc.

Stockholders of the Boulder-based oil and gas exploration and production company will receive approximately \$13.10 to \$13.35 per share, if the deal is approved. Under the agreement, \$35 million was placed in escrow.

The transaction must be approved by stockholders and pass customary closing conditions. Proxy materials are expected to be sent to stockholders within the next 10 days with a stockholder vote anticipated before the end of August.

Ellora has oil and gas assets in East Texas and Louisiana. It sold assets in Kansas and Colorado in 2009.

As of June 30, Ellora's estimated net working capital was approximately \$125 million and had no bank debt, according to a company statement.

The privately held company in December 2007 intended to go pub-

lic, but it later withdrew that request in 2009 and began exploring alternative options to enhance shareholder value, including the possible sale or merger of the company.

The company raised \$40 million in February 2009 by selling 1 million private shares.

According to the Boulder County Business Report's research department, Ellora has 47 employees worldwide.

BCBRdaily

Greenmont invests in Madhava

BOULDER — Venture capital firm Greenmont Capital Partners in Boulder has completed an equity investment in Lyons-based Madhava Honey Ltd. to finance the honey producer's expansion.

Greenmont, which focuses on the natural products industry, said the investment will help Madhava extend its existing offering into new alternative sweetener products while continuing to grow distribution channels.

Neither the amount of the investment nor the amount of equity was disclosed.

Founded in 1973 as a honey producer, Madhava is creating alternatives to processed refined sugars and artificial sweeteners. The company is expanding operations from its roots in

Lyons to an additional manufacturing facility in Mead.

Industry veteran Hass Hassan will join Madhava as lead director. Hassan has known company President Craig Gerbore for more than 35 years, their relationship stemming from his role as co-founder, former president and chief executive of the Alfalfa's Market retail chain during the 1980s and '90s.

Broomfield bans pot businesses

BROOMFIELD — Broomfield joined the ranks of Superior by banning medical marijuana businesses following an 8-2 vote by the city council.

The council voted July 27 in favor of banning marijuana businesses, such as dispensaries and growing operations, which will be effective Aug. 8.

"There were almost 40 people who spoke to the topic," said Bill Tuthill, Broomfield's city and county attorney. He said most people were in favor of the ban.

Prior to the council meeting, very few people expressed opinions on the topic no matter what their stance.

"I think council was pleased that there was significant public input on the topic," he said.

Though Tuthill doesn't expect it to happen, residents can collect signatures from at least 15 percent of registered voters who cast ballots in the last general municipal election to get

the issue on the November ballot.

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

Texas credit union gains Norbel

LONGMONT — Security Service Federal Credit Union has acquired Norbel Credit Union for an undisclosed amount after the Colorado Division of Financial Services ordered it liquidated. Security Service had been operating Norbel under a management agreement since June 18. Norbel has locations in Longmont, Broomfield, Loveland, Fort Collins and Greeley. Norbel's continued stability was jeopardized by more than \$3.9 million in mortgages past due by 60 days or more — an increase from just more than a half-million dollars at the end of 2009. It lost \$9.8 million in the first quarter of this year after a \$1.1 million loss in 2009. Security Service Federal Credit Union is headquartered in San Antonio, Texas, but has been operating in Colorado since 1980. Approximately one-third of its members are in Colorado with more than 12,000 in Northern Colorado. The acquisition of Norbel adds more than 16,000 new members to Secu-

► See **BCBRdaily**, 10A

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Longmont Entrepreneurial Network extends reach

BY BUSINESS REPORT STAFF
news@bcbcr.com

LONGMONT — Technology incubator The Longmont Entrepreneurial Network, or LEN, will collaborate with an incubator for startups in Grenoble, France to give clients of both organizations better insight into foreign markets.

Longmont-based LEN's collaboration with Pepiniere Technologique Alpine d'Entreprises, or PETALE, will provide an opportunity for Colorado

companies to get more acquainted with doing business overseas and particularly in France. "Our goal is to help companies expand their network through partnerships," Alex Sammoury, LEN's executive director, said in a statement.

Gilles Talbotier, managing director of PETALE, believes the agreement will give its startup companies easier access to the U.S. Market. "French high-tech startups face stiff competition. They need to know in advance if their product has a future in the

► See **Network, 23A**



“Our goal is to help companies expand their network through partnerships.”

Alex Sammoury

EXECUTIVE DIRECTOR,

LONGMONT ENTREPRENEURIAL NETWORK

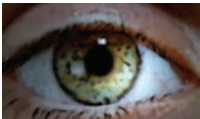
Perks, bonuses drive culture at FreeWave, Rally

Twice a year, FreeWave Technologies' leaders check the till and if there is an abundance of profits, it issues bonuses.

The Boulder-based manufacturer of spread spectrum and licensed radios just checked the money drawer and sure enough, employees are getting a bonus — something that has happened consistently since the company hired its first employee in 1995.

If you're keeping score, that's the 31st time FreeWave has distributed cash and/or contributions to employee-managed pension plans.

THE EYE



"We focus 110 percent on serving our customers every single day," explained **Ken Granader**, vice president of sales and company spokesperson at FreeWave. "We continue to bolster that support by adding new positions and retaining key employees to ensure we are keeping pace with our customers as their needs grow and evolve."

Sounds like nice place to work.

Another nice place to work must be Rally Software Development Corp. in Boulder. ColoradoBiz Magazine just named the tech company the No. 1 Best Company to Work For in Colorado for the second consecutive year.

The magazine said among the company's core values are maintaining a healthy work-life balance, treating one another with respect and giving back to the community. As part of the philanthropic culture of Rally, the company set aside 1 percent of its equity, upon founding, as part of the Entrepreneurs Foundation of Colorado. Rally's 1 percent philanthropy model also encourages Rally employees to pledge 1 percent of their paid time per year to volunteer for the nonprofit of their choice.

New visual genre



JONATHAN CASTNER

Bob Carmichael, owner of Carmichael Photography in Boulder, uses a technique called photographicvideo to blend photography, graphics and video all in one package. "It's like a slide show that's interpreted by an art director, combined with the vibe of graphics and music and the eye of a cameraman," he said.

Carmichael creates blend of music, photos, graphics, video

BY ELIZABETH GOLD
news@bcbcr.com

BOULDER — With accolades that range from an Academy Award nomination to an Emmy Award, Bob Carmichael knows his way around a camera.

As a cameraman and director, his experience spans the range of documentary, commercial and feature-film production.

It's only logical that after 25 years as a professional in the field of visual arts, he'd come up with a new way of presenting what's visible to the eye.

Carmichael calls the technique he's working with photographicvideo and defines it as a blend of photography, graphics and video all in one package.

"It's the power of still photography, the creativity of film editing and the overlay of graphics," he said. "It's like a slide show that's interpreted by an art director, combined with the

vibe of graphics and music and the eye of a cameraman."

To date, he's created three photographicvideos: Two chronicle Maroon5, a band his son, Jesse Royal Carmichael, belongs to, and one shot in Italy for a private individual. See www.bobcarmichael.com for a showing.

A twist on Carmichael's photographicvideos is that they not only promote the subject of the creation — they also support a nonprofit organization.

The first photographicvideo debuted on the Amnesty International website, and the second debuted on the Harlem Children's Zone site. The idea is that the subject — a band, in these cases — directs its fans to a nonprofit cause it supports. The result is an increase in education about the cause as well as an increase in donations.

"It's called social enterprise and works in a triangular fashion," Carmichael said. Individuals or groups

promote themselves and a cause, as well as show their clientele or fans that they support something that's good for society.

One of the videos won five silver awards in the 2010 People's Telly Awards presented by YouTube in the online video categories of campaign — not-for-profit, music video, editing, graphics and music video/concert.

"The awards legitimized the technique," Carmichael said.

"It's a great way to get a message out on products, bands and politics," he adds. "It cuts through time and is unusual."

"We really want to work with local startups to help promote them and to capture their products," he says, referring to Web videos and commercials.

"If you're trying to do a video on someone or something, you'd leave a larger footprint," he adds. "You

► See **Genre 24A**

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Judge OKs auction bid for Brown Media Corp.

Same executives will run BCBR parent company

BY BUSINESS REPORT STAFF

news@bcbcr.com

CENTRAL ISLIP, N.Y. - U.S. Bankruptcy Court Judge Dorothy Eisenberg ruled July 29 that Brown Media Corp. is the winner of an auction in bankruptcy court for a chain of newspapers owned by Brown Publishing Co. and Brown Media Holdings.

Brown Media Corp. won an all-night auction July 19 and 20 for nearly all the chain, which includes 100 percent interest in the Boulder County Business Report in Boulder and a 51 percent interest in the Northern Colorado Business Report in Fort Collins and Wyoming Business Report in Cheyenne.

The sale is expected to close in late August or September.

Brown Media Corp. is controlled by Brown Publishing and Brown Media Holdings' three top executives - chief executive Roy Brown, chief financial officer Joe Ellingham and general counsel Joel Dempsey. The ruling allows Brown Media Corp. to

acquire most of the newspaper chain's assets for \$22.4 million.

The judge rejected the sale of three real-estate parcels for a total of \$10,000 to the insiders.

The parent company of the Delphos (Ohio) Daily Herald was declared the winning bidder for three small Ohio newspapers and their related assets, with a bid of \$3.59 million.

Brown Media Corp's bid was higher than its initial "stalking horse" bid of \$15.9 million for Cincinnati-based Brown Publishing, owner of 15 dailies, 32 paid weeklies, 11 business journals and numerous other publications. When Brown Publishing filed for bankruptcy May 1, it declared debts of it had debts \$104.6 million and said its properties had a book value of \$94.1 million.

The official committee of unsecured creditors, in court documents, criticized the auction process. It submitted claims that the process was rigged to discourage bidding and minimize the sale price of the chain.

Tickets on sale for IQ Awards

BY BUSINESS REPORT STAFF

news@bcbcr.com

BOULDER — Tickets are on sale for the Boulder County Business Report's annual IQ Awards, an event that recognizes companies in the Boulder Valley with innovative new products or services.

The 10th anniversary IQ Awards will be held from 5:30 to 8 p.m. Tuesday, Aug. 24, at the Boulder Theater, 2032 14th St. in Boulder. Register for the event online at www.bcbcr.com/bcbr_events.asp and click on the IQ Awards icon. Tickets are \$49 per person. Registration deadline is Aug. 18.

The event will feature win-

ners and finalists in categories that include Business Products/Services, Consumer Products/Services, Green/Sustainability, Life Sciences, Internet/Software Consumer, Internet/Software Business, Sports and Outdoors, Communications, Computers and Robotics. Products or services must have been developed by Boulder Valley companies, or local companies must have been instrumental in development of the product or service. Major sponsors for the IQ Awards include Western Disposal Inc.; Ehrhardt, Keefe Steiner & Hottman PC; Flatirons Bank; Guaranty Bank & Trust Co.; and Wells Fargo Bank.

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CORRECTIONS

Nolan Rosall's last name was misspelled in a photo caption on page 6A of the July 23 edition.

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Wood or plastic? Boulder firm refines its cards

Sustainable Cards makes wood cards functional, less expensive to produce

BY BARBARA HEY
news@bcbr.com

BOULDER — Nearly every plastic card stuffed in your wallet — gift cards, customer reward cards, credit cards, even the key card from your last hotel stay — is made from polyvinyl chloride or PVC, a plastic that's toxic to manufacture, dangerous to incinerate and if tossed in the garbage, lives forever in the landfill.

According to the International Card Manufacturers Association, 19.4 billion plastic cards were produced globally in 2008, and 8.8 billion of those were in North America alone. To make those plastic cards takes 100 tons of PVC each year.

Sustainable Cards in Boulder offers an alternative: a patent-pending wood veneer that can be made into a card just as durable and versatile as the plastic variety.

In 2005, Peo Akesson, a Swedish native living in Boulder, was traveling in his home country and stayed at a Scandic Hotel, a large hotel chain in Northern Europe and Scandinavia. He was given a key card for his room that, instead of plastic, was made of wood.



JONATHAN CASTNER

Sustainable Cards in Boulder makes wooden cards that can be used for gift cards, customer reward cards, credit cards and hotel key cards. Mark Erickson, Sustainable Cards' chief operating officer, said, "We've made significant functional improvements in water-resistance, flexibility, durability and shelf life, as well as making the cards more cost-effective."

With the growing concern about the ubiquity of PVC, Akesson recognized the wood-based card was a much-needed alternative that should be offered to the world.

He returned to Boulder, and tracked down the Swedish manufacturer — a

cabinet maker who made wooden cards on the side for the hotel chain. Akesson acquired the business, and in 2006 founded Sustainable Cards.

The first years of business were devoted to refining the product and creating awareness among poten-

tial clients — primarily hotels and retailers — that wooden cards were as sturdy and reusable as plastic. In August 2008, the product debuted on the national scene at the Democratic National Convention, where wood

► See **Cards, 10A**

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Backcountry Access builds on snow safety

New float device keeps victims above avalanche

BY JEFF THOMAS
news@bcbr.com

BOULDER — Whether it was perfect timing, or perhaps perfect business anticipation and acumen, the effect that a couple of Boulder kayaking and skiing buddies have made on an evolving backcountry skiing market can hardly be disputed or overstated.

“It was clear that North America was due for a significant change in the ski culture,” said Bruce “Bruno” McGowan, president and co-owner of Backcountry Access Inc., of Boulder. “I knew we could do something if we could get into the market and focus on the shift of the culture. There were just too many expert skiers with no reason to stay inside the ropes.”

What was created is an entirely self-funded business that now employs 34 people, has more than \$7 million in annual sales and is a mainstay in the backcountry industry, including snowmobiling.

Much of that is in avalanche beacons, or transceivers, but the com-



MICHAEL MYERS

Bruce McGowan, president of Backcountry Access Inc., wears the Boulder-based company's Float 30 Avalanche Airbag, a backpack float device designed to keep avalanche victims near the top of a snow slide. McGowan and Bruce Edgerly, vice president, co-founded the company in 1994.

pany has introduced a line of other avalanche-search tools, including the Float 30 Avalanche Airbag, a backpack float device designed to keep avalanche victims near the top of the slide, where they can be quickly excavated.

The predicted change that occurred in the last two decades is that more and more expert skiers have gone into

backcountry, or free skiing, a trend that McGowan noticed first taking hold in Europe when spending much of a semester abroad in the Austrian Alps.

McGowan returned to the United States to get an MBA and work in international trade, but he already had a good idea for an initial product, now called the Alpine Trekker, a binding

insert that allows skiers to free their heels for climbing and walking and still lock them down for downhill.

“But only a few people remember that we had that product first,” noted Bruce “Edge” Edgerly, co-owner and vice president, who was a freelance writer for outdoor (mostly skiing) magazines before also getting his MBA and co-founding Backcountry Access in 1994.

The duo met during a kayak trip down the Grand Canyon in the early 1990s, an event made more fortuitous by a third person on that trip, John Hereford, who was retiring from Storage Technology Corp. and had an idea to create a digital avalanche transceiver.

Earlier analog beacons were difficult to master and required a regimented search pattern to actually locate a victim, eating up precious time before digging out the victim — the more lengthy process — could occur.

Hereford's digital model featured two (now three) antennas and a micro-processor that could actually point searchers in the right direction. Backcountry Access took over distribution and much of the production and engineering, and the product was a hit, easily taking over a beacon market in which BCA's Tracker and Tracker2 still control 70 percent of sales.

Much of the early entrepreneurial

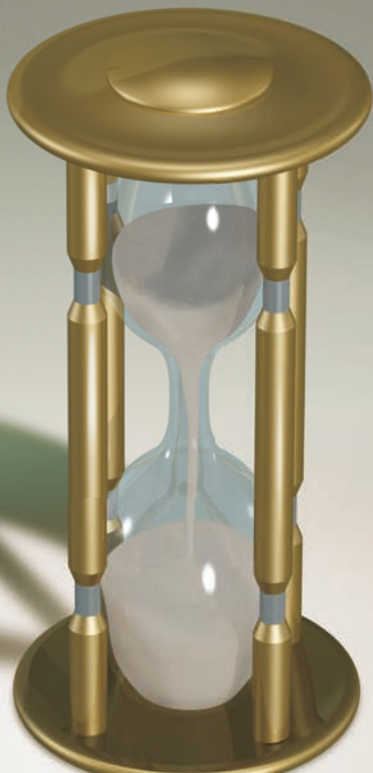
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Shifting from corporate life to self-employed

It's no surprise that entrepreneurs, startups and small businesses will play a major role in the economic recovery. What may surprise you is who is expected to lead this wave of new businesses.

A recent study by the Ewing Marion Kauffman Foundation titled "The Coming Entrepreneurship Boom" predicts that the baby boomers, ranging in age from 45 to 63, will be at the forefront.

The reasoning — the oldest boomers are on the cusp of retirement yet unable to retire due to shrunken portfolios. At the same time, they are not exactly the most attractive job candidates in the market due to age. So, many are exploring a third option — starting their own companies.

But before you quit your day job, individuals should examine their personal and potential business finances, along with the considerable lifestyle changes entrepreneurship can bring. Also, consider these tips:

Start writing your business plan: Sitting down and writing a formal business plan is an excellent way for anyone to examine the idea, structure and money sources for their business. Get the basics of the business planning process is the U.S. Small Business Administration's Small Business Planner website at: www.sba.gov/smallbusinessplanner/index.html

Branch out for specific advice: A visit to your certified financial planner can help you start to review your financial and personal capacity to make such a new enterprise work. But you should also seek advice from tax advisers, attorneys and small-business peers.

Get rid of your debts: With the possible exception of mortgage debt, there's very little "good debt" in the life of a businessperson. Start cutting back and erasing as much credit card and adjustable-rate debt from your personal life as possible. Think about refinancing your house, if the interest rates make sense. Get a home equity line of credit set up while you are employed full time. You don't have to access it, but it is good to have available.

Work on your emergency fund: Startups can be particularly expensive, and most businesses are not profitable from day one. Plan a more extensive emergency fund such as six months to a year's worth of expenses for yourself and for the business as well.

Diversify your portfolio: If you are a corporate executive who is transitioning to the self-employed world,

you should eliminate all company stock to dramatically reduce your individual stock risk. Your portfolio should be more conservative in the beginning and so should your taxable accounts if you ever need to tap them in an emergency.

Start thinking about your legal business structure: Before choosing a business structure, such as a sole proprietorship, S or C corporation, partnership, limited liability partnership or limited liability company, owners should understand all the options and reflect on their business in the context of their overall financial life.

Choose an accountant who works with the self-employed: If you are transitioning to the self-employed workforce and are certain you will have income, you will have to pay estimated taxes, and you may want to set up payroll. And you can set up a retirement plan for your business and save upward of \$100,000 per year if you have the cash flow to support it.

Plan your health-care and other basic benefits: When you're working for yourself, you become your own human resources department. Price the out-of-pocket costs of such benefits before starting your own company.

Price disability coverage now: You should price long-term disability coverage based on your present work-

ing salary so you can qualify for the highest possible benefit. Disability coverage is critical for self-employed people since they're their own support system.

Update your estate planning documents: A change in work can lead to a change in your estate planning. This is a good time to update your estate plan and remember that it's an ongoing process of your wealth management plan.

Plan how to market your business: Marketing will be a key part to get the word out about your new business. Understand the difference between pull and push marketing, and determine where your audience is.

Consider a slow transition: If your income will be too small to sustain your lifestyle, consider a slow transition to the self-employed world. Look to diversify your income streams to have multiple sources of income so you aren't dependent on one client for your livelihood.

Robert J. Pyle is president of Boulder-based Diversified Asset Management Inc., an investment adviser registered with the Securities and Exchange Commission. This column reflects the writer's views and is not a recommendation to buy or sell any investment. It does not constitute investment advice. Contact Pyle at 303-440-2906 or e-mail rpyle@diversifiedassetmanagement.com.



GUEST OPINION
Robert J. Pyle

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ON THE JOB



Bowers



Snider



Gerwitz



Rutten

ARCHITECTURE, CONSTRUCTION

Jerry R. Gloss and **Marty Beauchamp**, partners at Boulder-based Knudson Gloss Architects, have achieved the designation of Certified Active Adult Specialists in Housing from the National Association of Home Builders.

ECONOMIC DEVELOPMENT

Karen Gerwitz was appointed executive director, effective Aug. 26, of the Rocky Mountain World Trade Center Association, better known as the World Trade Center Denver. She replaces Jim Reis, president and CEO, who announced his retirement in May.

The Superior Chamber of Commerce announced its new board of directors. It consists of **Andy Mesches**, a.g. mesches LLC, president; **Bob McCool**, arielMIS, vice president membership; **Kevin Colon**, Cool River Church, vice president events; **Rick Staufner**, Staufner Team Real Estate, vice president public relations; **Mike Akins**, Akins Financial, treasurer; **Julie Watson-Smith**, Character Clubs/Character Inc., secretary.

EDUCATION

The Institute of Business and Medical Careers hired **Nick Maschka** as a financial aid counselor at its new Longmont campus that will open this fall. He will assist students with their financial aid needs involving packaging and processing grants, scholarships and loans. He will be working from the Fort Collins campus until mid-August when he will move to the new Longmont campus.

ENGINEERING

Boulder-based Drexel, Barrell & Co. promoted **Ann T. Bowers**, PE, PTOE, to associate. Bowers joined the firm in 2007 after having owned and operated her own engineering firm in Denver. She serves as the Regional Manager of the Denver office and Leader of Transportation and Traffic Engineering. She graduated from Gonzaga University with a bachelor's degree in engineering and has more than 20 years experience in her field. She is a professional engineer in Colorado, Utah and Wyoming, and a professional traffic operations engineer. She was nominated as a 2009 Women in Engineering candidate with the American Council of Engineering Companies.

HEALTH CARE

The Colorado Health Foundation hired **Suzanne Beranek** as director of communications for Policy and Philanthropy. Beranek will work as part of the foundation's senior leadership team to position the foundation and its grantees as trusted, "go-to" leaders in improving the health of all Coloradans.

HIGH TECH

Cole Winans was hired as a part-time front-end website developer for Imulus LLC, a Boulder-based website-design firm.

Boulder-based FreeWave Technologies, manufacturer of spread spectrum and licensed radios, hired **Brett Halper** as a customer-support technician.

HOSPITALITY, RECREATION

Andria Lewis, owner of the Boulder Creek Quality Inn & Suites in Boulder and The Golden Hotel in Golden, was named secretary on the executive board of the National Choice Hotels Owners Council. Choice Hotels International establishes policies and pro-

grams and provides communication between hotel franchisees and Choice corporate management.

Broomfield-based Vail Resorts Inc. (NYSE: MTN) named Keystone Resort Chief Operating Officer **Doug Lovell** vice president and chief operating officer of Beaver Creek Resort, **John Buhler**, director of skier services for Breckenridge, has been promoted to vice president and general manager of Keystone Resort. Vail Ski & Snowboard School Director **Pete Sonntag** has been promoted to vice president and general manager of Heavenly Mountain Resort.

LAW

The National Institute for Trial Advocacy in Louisville hired **Carrie Newell** as payroll coordinator and accounting assistant. Newell recently received an associate's degree in accounting.

Jamie Rutten, an associate on the family law team at Donelson, Ciancio & Goodwin PC in Broomfield, has been named chairwoman of the Family Law section of the Adams County Bar Association.

Christy Anderson joined the Boulder office of Holme Roberts & Owen LLP as senior counsel in the litigation department. Anderson has a broad range of trial and appellate experience, having handled a variety of business litigation cases including complex contract disputes, noncompete, trade-secret litigation and business tort disputes.

NONPROFIT

The Safe Shelter of St. Vrain Valley in Longmont, a nonprofit organization committed to providing shelter and advocacy to people affected by domestic violence, named **Jackie List** executive director. List has been a Longmont resident for 18 years and has more than 23 years experience in the domestic violence field.

Tim Schultz has been elected as board chairman of the Colorado Association of Funders, a statewide

group representing a broad range of foundations, corporate giving programs and other groups that support nonprofit causes. Schultz succeeds **Irene M. Ibarra** who is stepping down as she prepares to retire as president and chief executive of The Colorado Trust.

OUTDOORS AND SPORTS

The Boulder Outdoor Specialty Group based in Boulder hired **Alison Garvey Snider** as sales manager. Snider will be tasked with supporting sales and service efforts, business forecasting, and sales analysis for accounts across the country. Her responsibilities will also include managing the sales and service efforts for several key accounts. The group consists of Kelty, Kelty KIDS, Sierra Designs, Slumberjack, Wenger and Ultimate Direction.

REAL ESTATE

Jill Muller has joined Wright Kingdom Real Estate in Boulder as an associate broker. Muller, a graduate of the University of Southern California, has 28 years of sales experience and will focus on helping buyers and sellers in the Louisville/Boulder area.

Jon Hatch, a broker associate at Boulder-based Goodacre and Company Real Estate, was named a Five-Star Real Estate Agent for 2010 by 5280 Magazine. In an independent study, 5280 Magazine asked recent home buyers, 5280 readers, title companies and mortgage lenders to identify exceptional real estate agents in the Denver area.

Diane Peltier joined EXIT Realty in Westminster. She has 22 years of real estate experience in the north Denver metro area.

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 1A

emerge in about 60 days.

Midyette said the portfolio is currently not listed for sale — although that doesn't mean he wouldn't entertain any suitable offers, he said. He declined to comment further.

Hoffman said the entire portfolio is being "analyzed."

The portfolio features some of the Pearl Street Mall's most prime properties, including the old Citizens National Bank building at 1426 Pearl St., The Crystal Building, home of the Cheesecake Factory restaurant at 1401-1420 Pearl St., and the former home of Borders bookstore at 1600 Pearl St. among others. It also includes the parking garage at 15th and Spruce streets.

In total, the 15 buildings offer 220,655 square feet of office space and 135,977 square feet of retail space, according to Pearl Street Mall Properties' website. The website listed about 94,800 square feet, or 26.5 percent of the portfolio, available as of February 2010—the largest single available space being 21,000 square feet at the former Borders bookstore location.

Local real estate sources speculated that the entire portfolio could fetch upward of \$100 million — with a rough range of \$200 to \$300 per square foot for the office space and \$300 to \$500 per square foot for the retail space, if it were to go on sale.

"Downtown is still a strong mar-

ket," said local commercial real estate broker Andrew Freeman, president of Freeman Myre in Niwot. "My guess is that there will be a lot interest, if investors can find the money."

In these days of tight credit, Freeman said a buyer of the entire portfolio likely would be an institutional investor on the national scale. He added that it's not uncommon to hear property owners "test the waters" before they actually list for sale.

Lynda Gibbons, president and managing broker of Gibbons-White Inc. in Boulder, said a lot will depend on the portfolio's tenant makeup and the status of leases.

"If there's a buyer who needs to

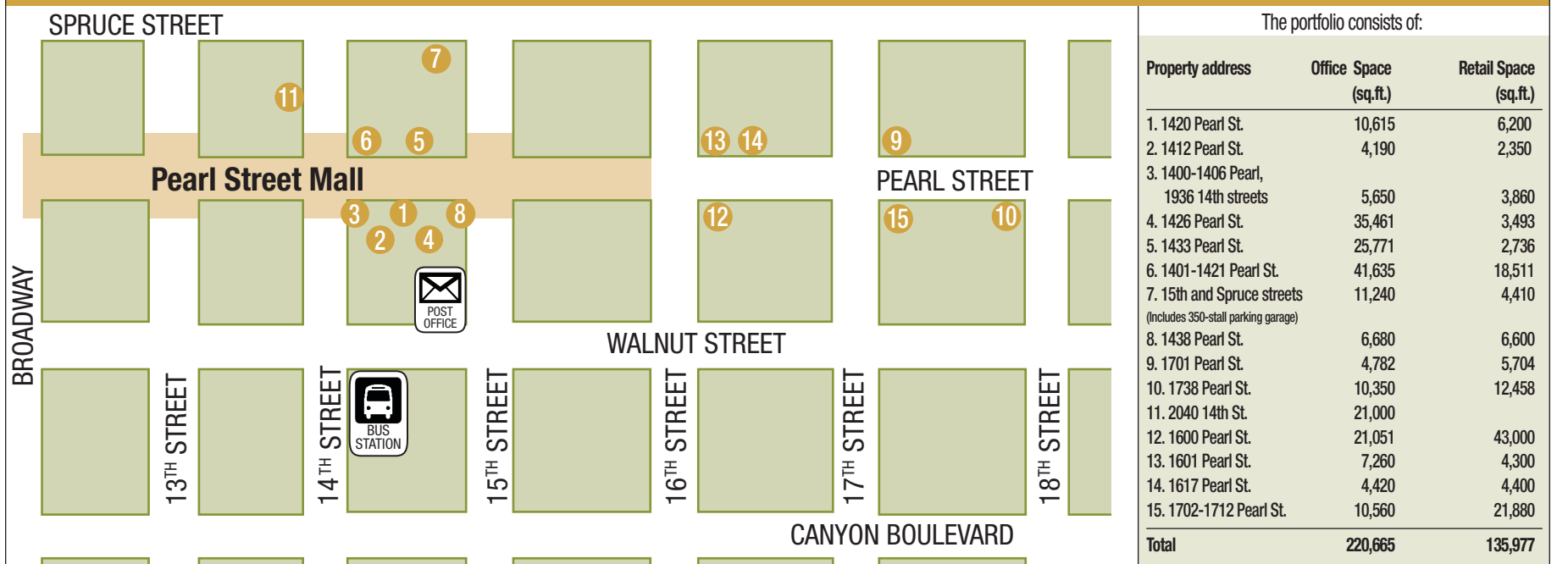
get a loan, then the properties better have a good variety of lease expirations rolled out far into the future," Gibbons said.

Midyette began as a co-owner of the properties, which were purchased throughout the 1980s and 1990s. In 2004, he became the majority owner after buying out most the shares he didn't already own from the estate of his former co-owner Donald Rieder, who died in 2002.

The sale was preceded by a family legal battle within Rieder's estate over future of the properties. The dispute could not be resolved, leading the court to give the go-ahead for the sale of Rieder's shares to Midyette.

Midyette portfolio in downtown Boulder

The majority owner of Pearl Street Mall Properties Inc., J Nold Midyette, is working with the Denver office of Marcus & Millichap to gauge market interest for this portfolio of properties, mostly along the Pearl Street Mall in Downtown Boulder.



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Broomfield
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Longmont
2011 Ken Pratt Blvd.
720-947-8470

Westminster
3300 W. 72nd Ave.
720-947-8300

Westminster-Park Centre
1955 W. 120th Ave.
720-947-8060

Boulder-Broadway
2696 Broadway
720-947-8400

Thornton
4151 E. 136th Ave.
720-947-8040

Wheat Ridge
7391 W. 38th Avenue
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CARDS from 5A

key cards were used for nearly 70,000 rooms in 90 Denver hotels.

In the years since, Akesson and his team of now six Boulder-based employees, continued to perfect the product. "We've made significant functional improvements in water-resistance, flexibility, durability and shelf life, as well as making the cards more cost-effective," said Mark Erickson, chief operating officer.

Until recently, most of the company's revenue came from Europe, which readily embraced the look, feel and slightly higher cost of wood cards. Cards for customers outside the U.S. are made in the facility in Sweden, which now has four full-time employees. And last year, Sustainable Cards' cards were selected for use at the United Nations Climate Change Conference in Copenhagen.

In the U.S., customers were less willing to pay a premium to go green. But after tweaking the process, the wood alternatives are now just a few cents more than plastic, costing about 5 cents per raw card, and from 8 to 15 cents finished, depending on the

laminate, according to Greg Hartmann, board member of Sustainable Cards, and former managing director of HVS Boulder, an international hotel-consulting firm.

The team recently shifted focus in the U.S. to better compete in a "\$6 billion industry that is very focused on PVC cards," Erickson said.

Under the direction of Gary Smythe, who after nearly 30 years in card manufacturing just joined the company as vice president of business development, Sustainable Cards is seeking partnerships with card manufacturers and offering a certification program on how to use the company's wood veneer in existing equipment. This approach enables manufacturers to have a green offering for customers, while introducing Sustainable Cards to their considerable client base.

"We will offer assistance, advice and direction, and show the market that cards made from wood are a great alternative," Smythe said.

Chuck Schuringa, director of operations at the Westin Tabor Center, has been using Sustainable Cards for events

and promotions since the DNC. "I am a big fan," he said. "They work wonderfully and have a beautiful wood grain, and I haven't seen any performance issues whatsoever." In fact, he just retired one card after two years of service only because it had gotten dirty.

The Sustainable Cards line includes three options: the Hede, made of all wood; the Norse, wood veneer coated with a layer of cellulose; and the Viking, wood coated by PETG, a recyclable plastic. The cards are printed with waterless ink, another resource-conserving plus, and can be made with the same magnetic strips, signature panels, bar codes or scratch-off areas seen on traditional cards. The wood used in sustainable cards is birch, abundant in Scandinavia, and from sustainably harvested forests.

The Viking card was developed for customers who prefer the feel and familiar "flick" of the plastic card as it lands on a hard surface. The PETG coating has the same durability of the traditional plastic card, but without vinyl chloride (the worst component of PVC), and can be incinerated.

A just-completed study by Natural Capitalism Solutions in Longmont concluded that Sustainable Cards are "more sustainable than other alternatives," including bio-PVC, PVC, PETG and bioplastic, based on sourcing, manufacturing and toxic profile. "It is important to have third-party validation," Erickson said, particularly for those hotels committed to environmental goals that want proof products they use are truly sustainable.

While wood veneer cannot be embossed as seen on today's credit cards, the major card issuers Visa, MasterCard and American Express dropped the requirement for embossing more than a year ago, according to Smythe. "Cards can now be printed with ink jet, which opens up the possibility of using an alternate substrate."

For now, the company's focus is on key cards, customer loyalty and gift cards, with the goal of selling 150 million cards within three years. Said Smythe, "Our mission to take to the world is that there is a way to use wood to make cards and it can be done successfully."

BACKCOUNTRY from 6A

efforts were funded by zero-interest credit cards, McGowan remembers, but the industry was pretty much filled with mom-and-pop organizations — the fact they had a business plan was enough to set them apart in the eyes of many banks. Their approach to retailing in higher-end sports outlets — everyone had to charge full retail — helped make them a mainstay in the industry.

The company has added other products, such as probes, stash packs, shovels and climbing skins, but McGowan once again found a European product that needed some good American knowhow in introducing the Float 30 Avalanche Airbag. The company's first product, the Alpine Trecker, was a European product re-engineered to work correctly, and that has been the idea behind the airbag, as well.

Gone from the European model, however, is nitrogen gas, replaced instead with a compressed-air con-

tainer that can be easily refilled at dive shops. The German-made bag also required an explosive charge to activate inflation, which made transport difficult, which BCA also eliminated.

The company also cut the price of the unit in half, to about \$700, and knew it had an eager market in snowmobilers.

"It was really an effective development (about 18 months from conception to market)," and we'll get a solid return of investment," McGowan said. In the first year of sales, BCA became the North American leader in airbag sales to snowmobilers, who, McGowan noted, have been a lot more receptive to that technology than they have the avalanche beacons.

Product lines have been important for the business, which four years ago secured the rights to Hereford's digital transceiver technology and has only one year remaining on the note that paid for that sale. However, McGowan

said that the people who work for the company and the people the company works for are the real keys to success.

"We're really an information-management company," he said. The company dedicates an extraordinary amount of time to backcountry safety, especially Edgerly, who besides managing the sales and marketing side of the business, also writes extensively on safety issues.

Almost all of the company's senior management has been there for more than a decade, but it has still taken effort to make sure the company stays in touch with the people who employ its products.

"It used to be we sold through high-level retail, but nowadays it's incumbent on the manufacturer to manage the relations between the customer and themselves," he said, noting that more than 50 percent of Backcountry Access's sales are online.

Social networking, blogging

and writing on safety have become extremely important to the company, he said, but they also go out of their way to provide online tools to educate retail employees.

Edgerly said the information flow between the company and its customers is not only an important sales device; it also helps create the corporate atmosphere, which is all based on backcountry safety.

"It's pretty extraordinary when you get a letter from someone's mom, saying you saved her son's life," he said. "Running a successful business is incredible, but being able to make a living saving lives is even more rewarding — the most rewarding career you could ever imagine."

With one drawback.

"We used to take the entire month of June off to go kayaking, but that hasn't happened since '98," he said.

BCBRDAILY from 2A

Security Service's membership base of 750,000 and adds some \$120 million to its \$5.6 billion in assets. "We are pleased to welcome our newest members to the SSFCU family," said David Reynolds, president and chief executive of Security Service, in a statement. "They will continue to receive seamless, uninterrupted service and will enjoy Security Service's market-leading rates for deposit and loan products." The credit union's accounts are insured by the National Credit Union Administration up to \$250,000.

Google Ventures backs Trada

BOULDER — Trada Inc. in Boul-

der has closed a \$5.75 million round of financing led by Google Ventures' \$4.5 million investment.

Boulder-based Foundry Group contributed \$1.25 million to the round, announced on a blog posted on the Trada website.

Using a large group of independent search-engine advertising experts, Trada helps small- to medium-size businesses achieve their click and conversion rate goals by incorporating specific keywords. Trada, founded by Niel Robertson in late 2008, raised an \$850,000 seed round when it was founded and then closed a roughly \$1.35 million second round led by Boulder-based Foundry

Group in March.

It has about 50 employees and will use the money to add more employees to keep up with growing customer demand.

Potts joins Crestone's board

BOULDER — Crestone Capital Advisors LLC, a provider of wealth-advisory services to high net-worth people and their families, has appointed Michael Potts to its advisory board.

Potts is the president and chief executive of the Rocky Mountain Institute in Boulder, a think tank that uses architects, scientists, engineers, communicators and administrators

to drive breakthrough innovations in energy efficiency and the transition to renewable energy sources.

Potts currently serves on various commercial and nonprofit boards including Van Gilder Insurance Co., Community Banks of Colorado and the Kripalu Yoga Fellowship.

"The addition of Michael Potts to our advisory board is a tremendous benefit for Crestone," said Eric Kramer, principal of Crestone Capital. "Michael will provide valuable perspective and counsel to the Crestone executive team based on his more than 25 years of experience as a growth-oriented, high-technology executive."

REAL ESTATE & DEVELOPMENT

BCBR.COM

13A | Hudson Homes **15A** | Rebuilding on The Hill **17A** | Skycastle's green remodels



DOUG STORUM

Central Park Tower is the newest structure in the Interlocken Advanced Technology Environment in Broomfield. Even with the added square footage, the business park has a low vacancy rate of 6 percent to 7 percent, according to its landlord.

Interlocken vacancy rate at '6 or 7 percent'

Webroot, Sybase, Cloud Peak Energy absorb class A space

lease buildings." Baum formerly managed Interlocken and currently serves on the board.

The 900-plus-acre site boasts high-end office space, conference centers, hotel accommodations, a golf course

and other amenities, all with easy access to Boulder and Denver. The top-end facilities draw clientele even in a flat economy, said commercial agent Frank Kelley, senior vice president with CB Richard Ellis.

"There is a flight to quality in every market," Kelley said. "It's consistent with what we've seen in the past as people want the nicest building they can occupy," he said.

► See **Interlocken, 16A**

BY HEATHER MCWILLIAMS

news@bcbcr.com

BROOMFIELD — While a sharp chill froze some Colorado real estate markets this summer, deals heated up for the Interlocken Advanced Technology Environment. The office park in Broomfield saw a significant drop in vacancies over the past several months that has commercial agents, developers and city planners excited about future prospects.

"It's been interesting," said Garrett Baum, a Colorado developer and managing partner of Urban Frontier LLC. "About eight months ago, it seemed like activity was picking up. We waited to see if that was really happening, and in the last five or six months, there are deals getting done and signed, and we have companies looking to buy land or



DOUG STORUM

Buildings like this one in the Interlocken Advanced Technology Environment in Broomfield are attracting tenants looking for quality class A office space.



COMMERCIAL REAL ESTATE BROKERAGES

(Brokerages ranked by total square footage leased and sold in Boulder and Broomfield counties in 2009.*)

RANK	PREV. RANK	Company	Total sq. ft. leased 2009 Total sq. ft. sold 2009 Total sq. ft. brokered 2009	Office sq. ft. leased 2009 Office sq. ft. sold 2009	Industrial sq. ft. leased 2009 Industrial sq. ft. sold 2009	Retail sq. ft. leased 2009 Retail sq. ft. sold 2009	Largest lease/sale 2009	Largest lease/sale 2009	Headquarters Year Founded Website
1	1	THE COLORADO GROUP INC. 3434 47th St., Suite 220 Boulder, CO 80301 303-449-2131/303-449-8250	580,458 651,702 1,232,160	234,559 14,220	318,296 624,482	27,603 13,000	422,532	Danny Paul Lindau, President	Boulder 1984 www.coloradogroup.com
2	3	CB RICHARD ELLIS INC. 8390 E. Crescent Parkway, Suite 300 Greenwood Village, CO 80111 720-528-6300/720-528-6333	742,630 145,593 888,223	392,012 0	332,715 129,304	15,638 17,903	MWH Americas, Inc. (370 Interlocken) - Lease / 4120 Specialty Place - Sale	Rick Calhoun Lee, Senior Managing Director	Denver 1906 www.cbre.com/denver
3	5	GIBBONS-WHITE INC. 2305 Canyon Blvd., Suite 200 Boulder, CO 80302 303-442-1040/303-449-4009	488,171 104,101 592,272	215,935 77,945	152,033 0	115,108 21,873	23837 SF Retail: 2950 Baseline/ Sprouts	Lynda Gibbons, Managing Broker	Boulder 1986 www.gibbonswhite.com
4	9	NEWOPTION PARTNERS 1007 Pearl St., Suite 290 Boulder, CO 80302 303-998-1100/303-998-1140	481,775 0 481,775	73,000 0	398,775 0	10,000 0	N/A	Aaron Evans, Partner Paul R. Whiteside, Partner	Boulder 2002 www.newoptionpartners.com
5	13	TEBO DEVELOPMENT CO. 1590 Broadway Boulder, CO 80302 303-447-8326/303-447-0206	374,438 56,954 431,392	40,132 N/A	139,121 0	168,142 0	N/A	Stephen D. Tebo, Owner James Dixon, Leasing Agent	Boulder 1972 www.tebodevelopment.net
6	7	THE CAMPUS AT LONGMONT 1375 Ken Pratt Blvd., Suite C Longmont, CO 80501 303-647-4011/303-647-4012	290,681 0 290,681	290,681 0	0 0	0 0	117,000	Kory Cash, General Manager	Denver 2005 www.thecampusatlongmont.com
7	11	FREEMAN MYRE 6800 N. 79th St., Suite 200 Niwt, CO 80503 303-827-0020/303-827-0022	194,240 0 194,240	24,921 0	144,123 0	25,196 0	52,175 square of industrial space	Andrew Freeman, Owner Tom Newman, Property Manager	Niwot 2000 www.freemanproperty.com
8	8	FREDERICK ROSS CO. 1800 Larimer St., Suite 1700 Denver, CO 80202 303-892-1111/303-892-6338	56,878 134,495 191,373	33,862 134,495	20,935 0	2,081 0	6285 Lookout Road	John P. Box, CEO	Denver 1888 www.frederickross.com
9	4	DEAN CALLAN & CO. INC. 1510 28th St., Suite 200 Boulder, CO 80303 303-449-1420/303-440-6621	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	6285 Lookout Road	Becky Callan Gamble, President	Boulder 1963 www.deancallan.com
NR	6	ACQUIRE INC. 1400 Folsom St., Suite 201 Boulder, CO 80302 303-448-1400/303-998-1400	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Paige Coker Heiman, President and Managing Broker	Boulder 2004 www.insideacquire.com
NR	NR	AVANTI COMMERCIAL REAL ESTATE 1111 Pearl St., Suite 201 Boulder, CO 80302 303-444-1439/866-306-2571	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Darrin Harris Frisby	Boulder 2006 www.avantire.com
NR	14	CHRISMAN COMMERCIAL 864 W. South Boulder Road, Suite 200 Louisville, CO 80027 303-938-8200/303-938-8201	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Steven Chrisman, Manager	Louisville 1998 www.chrismancommercial.com
NR	NR	CRESA PARTNERS 7979 E. Tufts Ave. Parkway, Suite 810 Denver, CO 80237 303-228-0800/303-813-1639	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Phillip Infelise Marc Lunde, Managing Principal	Denver 1985 www.cresapartners.com
NR	NR	FLATIRON PARK CO. 5540 Central Ave. Boulder, CO 80301 303-442-6995/303-442-0265	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Dick Hedges, Vice president	N/A 1968 www.flatironpark.com
NR	12	GRUBB & ELLIS 1401 Wynkoop, Suite 300 Denver, CO 80202 303-572-7700/303-572-7722	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Mark Ballenger, Executive Vice President, Managing Director	Santa Clara, CA 1958 www.grubb-ellis.com
NR	NR	GUIDANCE CORPORATE REALTY ADVISORS 5330 Manhattan Circle, Suite G Boulder, CO 80303 303-442-5400/303-545-6581	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Norman DeHart, Principal	Boulder 2006 www.guidancebrokers.com
NR	NR	IRWIN & HENDRICK LTD. 2299 Pearl St., Suite 400 Boulder, CO 80302 303-444-9771/303-442-6852	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Dan Hendrick, Owner	Boulder 1976 www.irwinandhendrick.com
NR	NR	KEYS COMMERCIAL REAL ESTATE 1919 14th St., Suite 800 Boulder, CO 80302 303-447-2700/303-447-1150	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Geoffrey E. Keys, Principal	Boulder 1983 www.keys-commercial.com
NR	10	MARCUS & MILLICHAP 1225 Seventeenth Street, Suite 1800 Denver, CO 80202 303-328-2000/303-328-2010	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Michael Hoffman, Regional Manager/First Vice President Adam Christofferson, Vice President/Regional Manager	Denver N/A www.marcusmillichap.com
NR	NR	PRIME REAL ESTATE SERVICES LLC 2919 W. 17th Ave., Suite 204 Longmont, CO 80503 303-682-0150/303-682-9747	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Nelson Miner, President	Longmont 1993 www.primereservices.com
NR	NR	PRUDENTIAL ROCKY MOUNTAIN REALTORS 275 S. Main St., Suite 100 Longmont, CO 80501 303-772-2222/303-772-1377	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Dave Arguijo, Executive Vice President	Longmont 1992 www.prudentialrockymountain.com
NR	2	REAL CAPITAL SOLUTIONS LLC ① 1450 Infinite Drive, Suite E2 Louisville, CO 80027 303-466-2500/303-464-9724	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Sharon Eshima, President Marcel Arsenaault, CEO, Chairman	Louisville 1984 www.coloradosantafe.com
NR	NR	THE W.W. REYNOLDS CO. INC. 1800 Broadway, Suite 210 Boulder, CO 80301 303-442-8687/303-442-8757	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	William (Bill) Wencel Reynolds, Owner	Boulder 1965 www.wwreynolds.com
NR	15	VALENTINER & ASSOCIATES 4735 Walnut St., Suite 150 Boulder, CO 80301 303-443-9342/303-443-1252	3,124 N/A N/A	3,124 N/A	N/A N/A	N/A N/A	N/A	Sheri Valentiner, Owner/ Broker	Boulder 1986 www.valentinerrealty.com

N/A: Not available. *Second ranking criteria is largest lease/sale in 2009. Includes companies in Denver that have a significant presence in Boulder and Broomfield counties. ① Formerly Colorado & Santa Fe Real Estate Co.

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Beth Edwards

Hudson family business stretches four generations

Homebuilders weather decades of ups, downs in construction industry

BY JENNIFER QUINN
news@bcbr.com

BOULDER — Wherever Kellie Hudson goes in Boulder County, it's easy to spot a home built by the Hudson family.

"We went looking for property for our two daughters in Boulder County, and every time we pulled up to a place, we would see a home that was built by a Hudson," she said. "I would comment, 'Your great grandfather, grandfather or father worked on this house.' It makes the family business special and memorable."

Dennis Hudson estimates the Hudson family business, Hudson Homes LLC, has built well more than 100 homes in the area since the company was founded in 1947.

The company is owned by Hudson and his wife, Kellie, and now with daughter Kaitie working, the family business stretches four generations.

The first Hudson-built homes represent a place in time when Boulder had only dirt roads, and the University of Colorado marked the edge of town.

The business originally worked in



PETER WAYNE

Dennis Hudson, left, estimates the Hudson family business, Hudson Homes LLC, has built well more than 100 homes in the area since the company was founded in 1947. The company is owned by Hudson and his wife, Kellie, and now with daughter Kaitie working, the family business stretches four generations.

large property development and later branched out to building new homes, commercial buildings and remodeling existing structures. It offers project consultation and property management construction services as general contractors.

Its newest work includes condominiums at One Penn Place in downtown Boulder, custom homes

in Kenosha Estates in Erie and a new home at Somerset Meadows.

"The latest condominium project was so much fun to work on with the architect, inheritor design, sales and construction team," Kellie Hudson said. "We put together the floor plan and then decided how to put all of the parts and pieces together. It is an exciting business especially when

you deliver a home and see someone's face light up as they admire their new home."

Hudson Homes is privately owned and has seven full-time employees including daughter Kaitie Hudson who manages the office. The company office is owned by Dennis and Kellie and was previously the location of one of the first buildings constructed by Hudson in the 1950s. That office building was removed to make way for their new office building in 1996.

Construction takes place primarily in Boulder County and some homes have been built in Colorado Springs and Littleton.

The price of a project or home can range \$50,000 to millions depending on the project or home being built. Most work is done in the spring and summer because of the warmer weather, but business has slowed down.

"People have not been building as much," Dennis Hudson said. "They are nervous, cautious and it is difficult to sort out financing."

Alan and Kenna Quiller bought a Hudson home 15 years ago to raise their family. Kellie and Dennis Hudson worked with the Quiller family to accommodate their needs including taking the three-car garage and making it a two-car garage and office.

► See **Hudson, 19A**

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BUSINESS PARKS

(Parks in Boulder and Broomfield counties ranked by developed space in square feet.)

RANK	PREV. RANK	Business Park	Developed space in square feet	Developed space at 100% build out	Developed space: Industrial Developed space: Warehouse Developed space: Office	Rent per sq. ft.	Principal tenants	Leasing agent and phone	Developer's name and phone number	Year building begun Year renovated Website
1	1	INTERLOCKEN ADVANCED TECHNOLOGY PARK U.S. 36 and Flatiron Circle Broomfield, CO 80021 N/A/720-528-6333	5,200,000 9,800,000		0% 0% 100%	\$8-\$15 NNN	Oracle, Ball Corp., Level 3, Hunter Douglas, Staples, MWH Global, McKesson HBOC, Vail Resorts Inc., VMWare, RES Americas	Doug Bakke, 720-528-6307 Frank Kelley, 720-528-6344	W.P. Carey, Brent Carrier 212-492-1100	1984 N/A N/A
2	2	COLORADO TECHNOLOGY CENTER Dillon Road an 96th Street/Highway 42 to CTC Blvd. Louisville, CO 80027 303-589-5271, 303-431-8668/N/A	2,275,000 4,500,000		N/A N/A N/A	\$9.50-\$11.50 (R&D); \$5-\$9 (warehouse)	Inovonics, Praxair, Sierra Nevada, Fresca Foods, Sanmina-Sci, Lockheed Martin, Vaisala, Umpqua Feather Merchants, Pearl Izumi, Promotech, American Zephyr, Naxcer Composites, Collins Machine, Colorado Plastics, Eldorado Artesian Springs, Medivance, Audit Logistics, Safe Systems, Citron, Udi's, Ale'm, Bella Energy, Sundrop Fuels, NetDevil	Various	Multiple Developers	1980 N/A www.coloradotechcenter.com
3	3	FLATIRON PARK CO. 5540 Central Ave. Boulder, CO 80301 303-442-6995/303-442-0265	2,100,000 2,100,000		15% 10% 75%	\$5.50-\$12.50 NNN	Polycom, Qwest, Merck, Elevations Credit Union, Nite Ize, Perseus/Westview Press, ProStor Systems	Dick Hedges, 303-442-6995	Flatiron Park Co., 303-442-6995	1968 N/A www.flatironpark.com
4	4	THE CAMPUS AT LONGMONT 1375 Ken Pratt Blvd. Longmont, CO 80501 303-647-4011/303-647-4012	1,402,344 1,402,344		5% 15% 80%	\$6.50-\$14.00 NNN	GE Energy, Micron, Texas Instruments, nSpire Health, Dot Hill, National Semiconductor, Matheson Tri-Gas, Front Range Community College, RidgeviewTel LLC	Grubb & Ellis (Scott Garel, 303-572-7700); Dean Callan, (Becky Callan Gamble, 303-449-1420)	Circle Capital, Kory Cash, 303-647-4011	1978 N/A www.thecampusatlongmont.com
5	5	CENTENNIAL VALLEY BUSINESS PARK U.S. 36 and McCaslin Boulevard Louisville, CO 80027 303-300-8850/303-758-6632	1,300,000 3,000,000		0% 0% N/A	N/A	GHX, Zayo, Envysion, Vestas, Intercall, Globelmmune, Rock Bottom Restaurants, Plexus, MountainSide Medical, Idol Minds, Imagine Nation	Jeffrey G. Sheets, 303-758-3500	Koelbel & Co., 303-758-3500	1985 2002 N/A
6	6	VISTA BUSINESS PARK N. 120th St. Lafayette, CO 80026 N/A/N/A	1,000,000 3,000,000		0% 0% 100%	\$3.50	Colorado Street Metal, City Electric, Colorado Seamless Gutter, CXC Cable Connection Experts	Tom Studebaker, 303-441-5672	Vista Business Park LLC, 303-229-6485	2005 N/A www.vistabusinesspark.org
7	7	BOULDER COUNTY BUSINESS CENTER (LOTS 6, 7, 8 AND 9) Dry Creek Drive & Fordham Street Longmont, CO 80503 303-321-8888/303-322-2600	953,000 653,000		N/A N/A N/A	N/A	Intrado, Sun APT, DigitalGlobe, Honda	N/A	Macy Development Co., 303-321-8888	N/A N/A N/A
8	8	MOUNTAIN VIEW CORPORATE CENTER 12002-12303 Airport Way Broomfield, CO 80021 N/A/303-439-9667	460,660 460,660		0% 0% 100%	\$13-\$15 NNN	WhiteWave Foods, Time Warner Cable, TransFirst	Chris Phenicie, 303-628-7411	Legacy Partners Commercial, 303-296-9441	1999-2001 N/A N/A
9	9	CLOVER BASIN BUSINESS PARK N. 75th Street and Nelson Drive Longmont, CO 80503 303-469-4200/303-469-4300	450,000 1,200,000		50% 0% 50%	None available for lease.	Seagate Technology	Stan Whitaker, 303-469-4200	Western Property Advisors, 303-469-4200	2000 N/A N/A
10	10	PEARL EAST BUSINESS PARK 4780-4990 Pearl East Circle Boulder, CO 80301 303-442-8687/303-442-8757	448,113 448,113		0% 0% 100%	Varies.	Univ. of Colorado, Pharmacia Integrative Pharmacy, Unitime Systems, Social Security, Alion MA&D, Gold Systems	Jeff Wingert, 303-442-8687	Bill Reynolds W.W. Reynolds, 303-442-8687	1989 1995 N/A
11	11	ELDORADO RIDGE 11001 W. 120th Ave. Broomfield, CO 80021 N/A/303-439-9667	326,000 326,000		0% 0% 100%	\$13-\$15	HO Global Workplaces, Health Inventures	David Hart, 303-843-1918; Chris Phenicie, 303-843-1917	Caitlin Properties, 303-925-0500	1998-2001 N/A N/A
12	NR	ST. VRAIN CENTER 1245 S. Hover Road Longmont, CO 80503 303-321-8888/303-322-2600	300,000 350,000		N/A N/A N/A	\$24 to \$30	King Soopers, First National Bank, Kohl's, Borders Bookstore, Chili's, Noodles & Co., Pro Golf, Elevations Credit Union	Don Macy, 303-321-8888	Macy Development Co., 303-321-8888	1990 N/A N/A
13	12	LAFAYETTE CORPORATE CAMPUS Campus and Crescent drives Lafayette, CO 80026 303-223-0496/303-629-5451	283,107 292,264		0% 0% 100%	\$12 NNN	Logicon, Dharmacon, Composite Technology Development, Benjamin West, Logicon, Meretek Diagnostics, DoubleClick, Westcon	Barbara Myers, 303-629-5212	Etkin Johnson Group, 303-629-5212	2004 N/A www.lafayettecorporatecampus.com
14	13	LAKECENTRE BUSINESS PARK Airport Avenue Boulder, CO 80301 303-442-8687/303-442-8757	276,437 276,437		0% 0% 100%	Varies.	Amgen, Cisco Systems, Engenio, Research Electro-Optics	Chad Henry, 303-442-8687	W.W. Reynolds, 303-442-8687	1990 2001 N/A
15	14	CREEKSIDE BUSINESS PARK 1921 Corporate Center Circle Longmont, CO 80501 303-301-5408/N/A	258,000 600,000		20% 0% 80%	\$12.50 NNN	Mentor Graphics, Emulex, Tetra Tech, PharMerica, Sangat Precision, LSI Storage Peripherals, Analog Devices, Intel, OnGoing Operations	Steven Holcomb, 303-301-5408	MAGI Real Estate, 303-301-5408	1999 N/A N/A
16	15	BOULDER TECH CENTER/MONARCH PARK 6309 Monarch Park Place Longmont, CO 80503 303-530-5398/N/A	210,000 245,000		70% 0% 30%	\$13 NNN	Brooks Automation, Vapor Technologies, Sunrise Medical Colorado, Crocs, Veris, Thule Organization Solutions, PeakData, Dynamic Design & Mfg., PTA Corp., Serious Materials, Parascript, TechPubs	Multiprop Inc., 303-530-5398	Andrew Unkefer, 303-530-5398	1995-2000 N/A N/A
17	16	TIERRA BUSINESS PARK CENTRE 4720-4777 Walnut St. Boulder, CO 80303 303-442-8687/303-442-8757	207,768 207,768		0% 0% 100%	\$9-\$11.50	Star Power Systems, Educause, CorrLogic, Eco-Products, C.U. Foundation, Space Science Institute	Jeff Wingert, 303-442-8687	W.W. Reynolds, 303-442-8687	1990 N/A www.wyreynolds.com
18	17	COAL CREEK BUSINESS PARK 826, 858, 867 Coal Creek Circle Louisville, CO 80027 N/A/N/A	202,243 202,243		0% 0% 100%	\$17 NNN	Medtronic, CableLabs, Boulder Valley Credit Union	N/A	Trammel Crow Co., Doug Snyder, 303-220-0900	2001 N/A N/A
19	18	LONGMONT INDUSTRIAL FACILITY 120 Ninth Ave. Longmont, CO 80501 303-466-2500/N/A	196,057 196,057		87% 0% 13%	\$6 NNN	Circle Graphics, A-Window Grate	Real Capital Solutions LLC, 303-466-2500	N/A	1940 N/A N/A
20	19	LAFAYETTE TECH CENTER 1665 Coal Creek Drive Lafayette, CO 80026 N/A/303-665-1415	176,000 500,000		5% 5% 90%	\$8-\$12 NNN	DataTrax, Boulder Nonlinear, Buffalo Supply, Siemens Corp., Hart Interactive	Dave Schneller, 303-665-0515	Dave Schneller, 303-665-0515	1992 Ongoing N/A
21	20	BOULDER TECH CENTER 6500 Dry Creek Road Boulder, CO 80301 N/A/303-530-7862	169,596 438,000		70% 0% 30%	\$14-\$18 NNN	Vapor Technologies, Helix Technology, Case Logic	303-892-1111	Multiprop Inc., Andrew Unkefer, 303-530-5398	1998 1999-2000 N/A
22	21	SUPERIOR POINTE 1000 and 1100 McCaslin Blvd. Superior, CO 80027 N/A/303-534-8270	150,000 150,000		0% 0% 100%	\$10-\$12 NNN	Key Equipment Finance, TransFirst Holdings, Idris Communications	Chris Ball, 303-312-4280	Superior Pointe 1000 LLC	1999 N/A N/A
23	NR	LONGMONT TECHNOLOGY PARK Sunset Street and Nelson Road Longmont, CO 80501 720-528-6339/N/A	130,180 145,000		56,710% 73,470% N/A	Varies	American Converters, Circuits West., Bags Inc., Longmont United Hospital Business Office, American Recreation Products	Todd Witty, 720-528-6339	N/A	N/A 2001 N/A
24	NR	PARKWAY CENTER 710 Ken Pratt Blvd. Longmont, CO 80501 303-449-2131/N/A	122,000 122,000		0% 0% 100%	\$11.95-\$12.95 NNN	Big Lots, Subway	The Colorado Group/ Jason Kruse (303-449-2131)	N/A	1975 N/A N/A
25	NR	SKYWAY CORPORATE CENTER 8810-8835 W. 116th Circle Broomfield, CO 80021 N/A/303-220-5585	103,720 103,720		0% 50% 50%	\$10.25 NNN	Dal-Tile, Lafuma, Rocky Mountain Bakery	Frederick Ross, Chris Nordling 303-260-4326	First Industrial Trust Mark Dwyer, 303-220-5565	2002 N/A www.firstindustrial.com

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

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Beth Edwards

Frat house rebuilt as apartments on The Hill

Collaborative effort could set pace for future rebuilds

BY DOUG STORUM
dstorum@bcbr.com

BOULDER — The remodel of an old fraternity house fallen into disrepair could serve as an example of what can be done to revitalize The Hill, a mix of student housing and retail near the University of Colorado campus.

The Ledges at 985 16th St., just one block off Broadway, is a 17,500-square-foot, 11-unit apartment complex with three- and four-bedroom units targeting CU students.

The project is a collaboration between architectural firms Urban West Studio and North Boulder Studios, contractor and construction manager Deneuve Construction Services in Boulder, engineering firms JVA Inc. and Boulder Engineering, landscaper Nature's Design Associates and Sustainability Built, a green-building consultant.

“Looking at the bigger picture of redevelopment on The Hill, this could be a bellwether project for other property owners to look at.”

Phil Shull
PRESIDENT,
DENEUVE CONSTRUCTION SERVICES

Financing for the project was handled locally through TCF Bank. The cost of the renovation project was not disclosed.

Project designer and architect Leonard Thomas with Urban West Studio said the vision for the project was to reuse as much of the building as possible. He said some of the walls were structurally sound, but many of the existing openings were too small and the wrong places to be used. He said roughly 40 percent of the existing floors and slabs were retained.

Phil Shull, president of Deneuve Construction, said the project followed Boulder's Green Points Program, but added it won't be submitted for LEED (Leadership in Energy and Environmental Design) certification.

“This project would exceed
► See **Apartments, 16A**

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APARTMENTS from 15A

SmartRegs requirements (the city of Boulder's proposed code changes to improve energy efficiency in rental units)," he said. "Looking at the bigger picture of redevelopment on The Hill, this could be a bellwether project for other property owners to look at."

Bob Greene of Venture Concepts International LLC in Boulder, who represented property owner Dick Putnam on the project, said The Ledges is a mix of old and new.

"We tried to use as many green components as possible and recycle as much of the old material as possible," he said.

Thomas said each apartment has a blend of private and communal spaces within each unit. Early on it was determined that private bathrooms were highly valued by students, and the design accommodates each bedroom with a private bathroom.

"It appears to be popular with students and parents," Greene said. As of press time, the apartments, undergoing final touches to interior work and landscaping, is 82 percent leased, and Shall expects it will be fully leased in another week or two. Monthly rent ranges from \$2,500 to \$3,800.

The exterior of masonry, steel and stucco references the brick and sandstone exterior of the CU campus, and providing mountain and campus views from each unit was a key ele-



COURTESY URBAN WEST STUDIO

An architect's rendering shows what The Ledges, an apartment complex on The Hill near the University of Colorado campus in Boulder, will look like when completed.

ment in the design.

The apartment building has onsite storage units for each resident ranging from 22 to 30 square feet, Internet access and security systems. It includes a high-tech exterior surveillance system plus fire and carbon-monoxide detection systems and a sprinkler fire-suppression system.

The project occupies a corner lot in a mature neighborhood. Landscapers made sure mature trees were saved and added new drought-tolerant trees, shrubs and ground covers.

Thomas said throughout the demolition of the previous building reusable materials and building waste were recycled where possible.

Some of the key green features include low-flow water plumbing fixtures, high-efficiency heating and air-conditioning systems, and insulation materials, Energy Star appliances and Andersen double-pane low-e glazed windows.

The number of parking spaces at the site increased from 15 to 18.

INTERLOCKEN from 11A

In a stagnant economy, finding a good deal on a high-end space is more likely. Vacancy rates for class A properties at Interlocken dropped to 6 percent or 7 percent this quarter, Kelley said. It was nearly double that in 2009.

"Last year, people were tentative because they didn't know how things would turn out with the economy," Kelley said, causing many companies to throttle down spending. "When the economy didn't go down the tubes ... there was a lot of pent-up demand."

In the second quarter of 2010, the metro region absorbed 475,000 square feet of office space, Kelley said, a total that doesn't reach pre-2008 levels, but a clear increase from the past few years. Additionally, a new Interlocken building currently under construction is set to complete next month, with 50 percent of the space already leased.

It's not just the quality office space attracting businesses, though, Baum said. The area also appeals to some key industries either not hard hit by the recession or recovering more quickly.

"Green technology is taking off, and there is a lot of brain trust in that area, and the venture-capital money is following," Baum said. That draw applies to much of the region near Interlocken, he said.

"The whole northwest market is seeing good velocity and good activity," Baum said, and reeling in tech-

COMPANIES SUCH AS

the Internet security firm Webroot Software Inc. in Boulder plan to move to Interlocken by year's end.

nology, renewable energy and biotechnology companies.

Companies such as the Internet security firm Webroot Software Inc. in Boulder plan to move to Interlocken by year's end.

"Our new space at 385 Interlocken is brand-new, class AA office space that not only accommodates our current Colorado employee base but gives us room to grow in a modern facility," said MacLean Guthrie, director of public relations for Webroot.

Webroot currently occupies 66,000 square feet of office space in Boulder, which it is rapidly outgrowing, MacLean said. Webroot leased 100,000 square feet in the Interlocken facility and plans to move all 250 Colorado-based employees to the new site in December. The quality of the facility, linked with location and room for expansion, drove the decision to move to Interlocken.

For Wyoming-based coal-mining company Cloud Peak Energy, leasing space at Interlocken made sense because of its proximity to Denver International Airport.

"It's to give our CEO, CFO, inves-

tor relations and other people more accessibility to investment bankers who want to come in and speak with our company," said Heidi Lowe, community relations and public affairs manager for Cloud Peak Energy.

They signed a 10-year lease for the Interlocken space and plan to move 50 people there sometime in August. Company headquarters will remain in Gillette, Wyoming, but with no international airport nearby, travel for international investors was a hassle.

"It's also closer to our mines ... we can get there quicker," Lowe said. Cloud Peak has several mining operations, including in the Powder River Basin located in southeast Montana and northeast Wyoming.

Vail Resorts Inc. (NYSE: MTN) — headquartered at Interlocken since 2006 — leased additional Interlocken office space earlier this year to join 100 accounting employees from their Keystone offices with the existing Interlocken-based accounting operations.

"We wanted our accounting department to be able to work efficiently and effectively together, so we moved

them down here," said Kelly Ladyga, spokeswoman for Vail Resorts. The company now houses 400 employees at the Interlocken site, she said.

Housing options at a variety of price points, easy access to Boulder, Denver and the mountains, as well as the proximity to DIA for traveling executives, prompted the Vail Resorts move from Avon, Colorado, to Interlocken in 2006, Ladyga said.

The technology company Sybase Inc. also plans to move its Boulder offices to Interlocken later this year, Kelley said. Sybase officials declined to comment on reasons for the move.

The trend toward Interlocken doesn't surprise Kevin Standbridge, manager of the city and county of Broomfield.

"We think it's a fantastic thing," Standbridge said. "This is what we've been working with our economic-development council to achieve," he said. Broomfield offered "modest" incentives to businesses in the form of tax breaks, Standbridge said, but also points to the U.S. Highway 36 corridor location with easy access to Denver, Boulder and DIA as a magnet for companies.

"I think this has been the story of Interlocken for quite awhile," Standbridge said. "It's very well managed and very well planned, and it's where a group can go for new, class A office space in the corridor."

Skycastle offers ready-to-go green remodels

Preset blueprints, pricing designed for retrofitting ranch-style tract homes

BY DAVID CLUCAS

news@bcbr.com

BOULDER — Two years ago, Boulder architect and builder Scott Rodwin began to notice a shift from his residential real estate customers.

Demand for high-end, large-home remodels was dropping, but demand for modest, entry-level home remodels was increasing.

The problem was that entry-level homeowners could rarely end up affording the type of remodeling Rodwin's Skycastle Homes LLC offered — high-quality work, with a focus on sustainable and energy-efficiency construction.

Rodwin and his general contractor, Brandon David, were faced with the dilemma like so many other local businesses in this slower economy — how to make their product more affordable without diminishing quality or environmental principles.

The solution came after Rodwin and David discovered that much of Boulder's entry-level home supply consisted of the same design — a one-story, post-World War II ranch-style tract housing, mostly in the Martin Acres neighborhood.

The architects realized they could create a ready-to-go renovation blueprint that could be applied to the typical Martin Acres home with pre-priced options to expand, green and remodel. By standardizing the initial design costs and developing an optimal green strategy that fits 1,600 Martin Acres homes and more than 3,000 other homes in the city, Skycastle Homes drastically reduced its prep work for projects and opened itself to a whole new line of customers.

"Today, we can provide a project hard bid and remodel design for these homes for \$1,300 in three weeks," Rodwin said. "By comparison, pure architectural services could cost \$10,000 and take up to six months."

And with somewhat of a repeatable remodeling process in place, the time and costs of construction are also reduced. Skycastle Homes is a design and build firm handling the project from beginning to end. Its proposed remodels already fit the city's new green and size restrictions, and the company is familiar with acquiring the proper building permits. It also teams up with Wells Fargo to offer preferred lending for the projects.

Total project costs can range from \$40,000 for a basic remodel and complete energy retrofit, to an average of \$150,000, to a high bid of \$300,000 for a two-story addition and all the finishes and green upgrades.

"The design-build package we offer allows for customization — it's like buying a car ... 'I want the sunroof, I want the floor mats' — and along with



COURTESY SKYCASTLE HOMES LLC

Boulder-based Skycastle Homes LLC has developed predesigned how homeowners of one-story, post-World War II ranch-style tract houses can expand and green their homes in an efficient and cost-effective manner. Here is a rendering of how a remodel might look.

SKYCASTLE HOMES' BROCHURES

for the typical Martin Acres home look a lot like those checklists you fill out when buying a new Ford Escape vehicle or Dell computer. A front addition and porch ... \$60,000. Airtight attic insulation and storage conversion ... \$12,000. Weatherization ... \$3,000. A high-efficiency water heater ... \$1,500. Add it all up along with some extra allowances for a cork floor, new kitchen appliances, building-permit fees and taxes, and customers can quickly gauge the most bang they can get out of their renovation buck.

that comes a lot of predictability in the pricing and time it will take to complete," Rodwin said. "Homeowners appreciate that — they can see the project from start to finish."

Skycastle Homes' brochures for the typical Martin Acres home look a lot like those checklists you fill out when buying a new Ford Escape vehicle or Dell computer. A front addition and porch ... \$60,000. Airtight attic insulation and storage conversion ... \$12,000. Weatherization ... \$3,000. A high-efficiency water heater ... \$1,500. Add it all up along with some extra allowances for a cork floor, new kitchen appliances, building-permit fees and taxes, and customers can quickly gauge the most bang they can get out of their renovation buck.

Boulder resident Gregg Allison and his wife bought their Martin Acres home in 1996. The couple has two

sons and long knew that the three-bedroom, two-and-three-eighths bath home wasn't the most functional or energy-efficient of spaces.

The bathrooms were crammed and shabby, and the basement was wasted space. They hired Skycastle Homes.

"It was always one of those homeowner remodel projects that needed to be done, but I didn't have the time, and it certainly wouldn't have turned out as professional and nice as it did with Skycastle," Allison said.

The remodel combined the two bathrooms upstairs into one, allowing for more space, upgraded the downstairs bathroom and provided a new layout and finish for the basement. Green improvements such as better insulation and a new furnace and water heater were also added.

"We've noticed the house feels a lot tighter and more comfortable," Allison

said. "That was probably an original 1950s furnace they replaced. There used to be huge swings in temperature."

The Allisons discussed their options with Skycastle in January, work started in March, and the project was completed by early July. Allison said the bid matched well to the end price, and he's happy with the quality of work and subcontractors used.

"They have good connections within the building community," he said. "I would have been left to just go through the phone book if I did it on my own. And having them deal with all the subcontractor bids and building permits — that allowed us to focus on the design elements, which were important to us."

Skycastle Homes has been around for nine years as the construction arm of Boulder-based Rodwin Architecture and continues to do custom design/build work with a green focus for other homes too, Rodwin said. The Martin Acres project, started about a year ago, is helping out the business in the slow economy.

From a general contractor point of view, working on Martin Acres homes has presented the team with different and unique challenges compared with the more high-end homes in the area, David said.

"We run into a lot of noncode compliant remodels from past owners," he said. One house had a gutter that had been converted into an air duct. "We have to rip out and replace a lot of that stuff. In those cases, we're also improving the life span and overall safety of the home."

BOULDER VALLEY REAL ESTATE WATCH

Top-Selling Boulder County Single-Builder Subdivisions

Year-to-date June 2010

Subdivision	Builder	City	Average Price	Recorded Closings
1. Peloton Condos	Cityview Peloton	Boulder	\$352,300	28
2. Landmark Lofts	Chanin Development	Boulder	\$406,200	27
3. Canyon Creek 6	Richmond Homes	Erie	\$293,000	12
4. Northfield Duplex Condos	Markel/Coast to Coast	Boulder	\$160,000	8
5. 1201 Balsam Condos	1201 Balsam	Boulder	\$383,800	7
5. Erie Village 1 Cottages	Boulder Creek	Erie	\$262,700	7
7. North End	Markel Homes	Louisville	\$497,300	6
7. Pleasant Valley Condos	Colorado Oaks	Longmont	\$298,900	6
8. Pearl Condos	Coburn Development	Boulder	\$778,800	5
8. Northfield Commons Townhomes	Markel/Coast to Coast	Boulder	\$498,900	5
8. Walnut Condos	MCV Walnut Investments	Boulder	\$415,000	5

Source: Home Builders Research

Foreclosures in Boulder Valley

June 1-30, 2010

City	Foreclosures Filed	Deeds Issued
Allenspark	0	0
Broomfield	25	4
Boulder	19	11
Eldorado Springs	0	0
Erie	1	1
Golden*	0	1
Jamestown	0	0
Lafayette	8	4
Longmont	38	36
Louisville	6	2
Lyons	4	2
Nederland	2	0
Niwot	1	0
Superior	0	1
Ward	0	0
TOTAL	104	62
Year-to-date 2010	774	411

*Reflects only the portion of Golden in Boulder County

Source: Public trustees of Boulder and Broomfield counties

Solar and green home tour set for September

BY BUSINESS REPORT STAFF

news@bcbr.com

BOULDER — A dozen homes in Boulder County will be featured on the 15th Annual Boulder County Solar and Green Homes Tour.

The tour, presented by the Center for ReSource Conservation, showcases homes with renewable-energy and green-building features. The tour will take place Sunday, Sept. 26.

The tour includes three homes in Central Boulder, one each in South Boulder and East Boulder, five homes near downtown Louisville and two homes in Nederland within walking distance of its Community Center.

The homes showcased on the tour range from new construction projects and "gut remodels" to complete mechanical-system revamps and upgrades. Some homes are high-end new builds with net-zero energy consumption.

Most homes serve as an example of what a homeowner can do to lower their Xcel Energy bill, increase the air quality and thermal comfort in their home, and protect the environment. Homeowners, contractors, building scientists, and renewable energy professionals will be on-site at each of the homes to answer questions.

The \$5 cost of entry to the event will allow attendees to visit all 12 homes, and receive discounted food and drink at other points of interest near tour homes. For more information go online at www.conserva-center.org/energy/tour.html.

COLDQUANTA MOVES: ColdQuanta Inc. is moving its operations to a larger space to accommodate company growth.

ColdQuanta is taking 3,240 square feet at 1600 Range St. in Boulder as it commercializes technology developed by University of Colorado-Boulder faculty member Dana Z. Anderson, co-founder and chief technology officer of ColdQuanta.

GOING UP

Construction continues at Northfield Commons



DOUG STORUM

Construction continues at Northfield Commons in Boulder. These dwellings on Pinedale Street, along with single-family homes, duplexes, condominiums, row houses and town homes, make up the residential area on a 22-acre infill site next to the Pleasant View soccer fields.

Anderson's collaborators include CU professors Eric Cornell and Carl Wieman, recipients of a 2001 Nobel Prize for the achievement of Bose-Einstein Condensation in an atomic vapor.

Rainer Kunz, president and chief executive of Cold Quanta, said the move more than doubles the space the company was occupying at 5470 Conestoga Court in Boulder. Kunz said the added space is needed as the company hires more employees in anticipation of contracts from the federal government.

Ultracold matter, including Bose-Einstein Condensation - known as BEC, a new form of matter formed just above absolute zero - has many potential applications, ranging from atomic clocks, inertial sensing instru-

ments and the improvement of frequency standards to magnetic field sensing and quantum computing.

The lease was brokered by Freeman Myre Commercial Real Estate in Niwot. The building is owned by Westland Development Services Inc. of Boulder.

DOWNTOWN WEALTH: Wealth-management firm Tarrall Skram & Nielson LLC has moved its office from Lafayette to downtown Boulder.

The firm's new office is on the second floor at 2505 Walnut St. It offers personalized wealth-management services, including trusts.

Hony Tarrall and John Skram are wealth advisers, Michael Nielson is

head of risk-management services, and Marilynne Tarrall is in charge of wealth- and tax-planning services.

The firm's consultants are associated with and securities are offered through LPL Financial Trust Services offered through The Private Trust Company N.A., an affiliate of LPL Financial.

GIZMO GROWS: Widgix LLC, doing business as SurveyGizmo, has signed a lease for more space and will move within Boulder to 4888 Pearl East Circle, Suite 300 W.

Survey Gizmo is moving from 3090 Sterling Circle. The move increases the company's space to 10,299 square feet.

SurveyGizmo's software collects
 ▶ See **Real Estate, 19A**

BOULDER VALLEY REAL ESTATE WATCH

Top 10 Boulder County Builders

Year-To-Date June 2010

Builder	Home Sales	County Market Share
1. Cityview Peloton	28	14.4%
2. Chanin Development	27	13.9%
3. Markel Homes	24	12.4%
4. Northfield Commons/Coast/Markel	13	6.7%
5. Boulder Creek Builders	12	6.2%
5. Richmond American Homes	12	6.2%
7. Coast to Coast Builders	8	4.1%
8. 1201 Balsam	7	3.6%
9. Colorado Oaks	6	3.1%
9. Habitat for Humanity	6	3.1%
Remaining homebuilders	51	26.3%
Total	194	100%

Source: Home Builders Research

REAL ESTATE from 18A

data through online surveys and polls. The software includes creation tools for research, job applications, marketing campaigns, customer relations management, blogs, Web-landing pages, e-newsletters, sales tracking and lead generation.

The applications can range from including a quiz in your MySpace profile, to embedding a registration form into your website, or conducting a customer-satisfaction poll.

Co-founders Christian Vanek and Scott McDaniel have led the company through two years of sizeable growth in revenue, from \$164,000 in 2007 to \$1,890,000 in 2009, a 1,047 percent increase.

Chad Henry of W.W. Reynolds Co. and Neil Littman and Audrey Berne of The Colorado Group brokered the lease.

RELOCATING CREDIT: The Ashoka Credit Union is moving its office to a larger space within Boulder.

The credit union is moving from 525 Canyon Blvd. to 3405 Penrose Place.

The Ashoka Credit Union serves the national and international Shambhala associations, including Naropa University, Shambhala centers, and organizations associated with the founder, their employees and family members.

The credit union was founded in Boulder in 1976 by Chogyam Trungpa Rinpoche. It offers loans, savings accounts, IRAs, electronic fund transfers, wire transfers, certificates of deposit and financial counseling.

Jason Kruse and Todd Walsh of The Colorado Group brokered the lease.

GUNBARREL

DOWNSIZING: Adams Technologies Inc. is moving to a smaller space in the Gunbarrel neighborhood north of Boulder.

Adams Technologies sells and services equipment for the packaging and printing industries.

The company is moving from 6395 Gunpark Drive to take 3,832 square feet of space at 6235 Lookout Road, Suite C. A company spokeswoman said the move was necessary because the building Adams has been leasing is being put up for sale.

"The new space is a little smaller, but we are moving from two units to one," she said, adding that the move reduces Adams' monthly rent by a "couple hundred dollars."

Andrew Freeman of Freeman Myre Commercial Real Estate in Niwot was the listing agency, and Scot Smith and Wade Arnold of The Colorado Group helped broker the lease.

HUDSON from 13A

"We knew Hudson homes had a good reputation of building homes in the community, and we were pleased with the quality of the construction," Kenna Quiller said. "I was impressed with the relationship they developed with us and their attentiveness to our needs. Hudson Homes did not build our home and then disappear; they helped us when we experienced issues."

After a recent vacation, the Quiller family came back to a broken pipe which destroyed two levels of their home. Hudson Homes was able to reconstruct the house.

"It is such a comfort to know we had someone to call that we already had a history with, and they stepped up to the plate," she said. "It is reassuring that they have been around for so many years and have such a good reputation."

William Hudson, Dennis' uncle, came to Boulder from Wyoming to study engineering at the University of Colorado in the 1940s. "My uncle was a visionary and could see the possibility for growth in this area," Dennis said.

Hallie Hudson, Dennis' grandfather, was soon to follow.

"They made good choices to be involved in projects and development in the Boulder Valley close to the university," he said. "Generation to generation the market has changed

a lot, and we have evolved to include custom building for single families, restoration projects, remodel and add-ons to diversify our products."

Kellie said the one thing that has enabled the company to survive the highs and the lows is the commitment to family and the support of the family. Dennis has used his business degree from CU, and Kellie her degree in environmental design to move the company forward.

Being a Boulder builder most always means building green, but Hudson Homes tries to weigh its green commitment with what makes financial sense to the customer.

"We are responsible to make sure the budgetary constraints balance with the commitment to be green," Kellie said. "We all need to really understand environmental impacts to the world we live in now and in the future."

Hudson Homes use environmentally friendly products including hardwood floor materials, paint, carpeting and recycled products. The company recycles as much construction waste as possible.

"I like to deal with different people on new construction projects because they always bring new ideas and views to the table," Dennis said. "It is in my blood, and I grew up with building and have no desire to do anything else."

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FEDERAL LABS AND RESEARCH CENTERS

(Federally funded scientific laboratories and research centers in Colorado ranked by number of employees.)

RANK	Company	Number of employees	Products/Services	Person in charge Year Founded Website
1	NATIONAL RENEWABLE ENERGY LABORATORY 1617 Cole Blvd. Golden, CO 80401 303-275-3000/N/A	1,600	Centers for science and technology support the research and development efforts of the U.S. Department of Energy.	Dan Arvizu Director 1977 www.nrel.gov
2	NATIONAL CENTER FOR ATMOSPHERIC RESEARCH (NCAR) 1850 Table Mesa Drive Boulder, CO 80305 303-497-1174/303-497-2411	1,393	Scientific research laboratory. Mission is to understand the behavior of the atmosphere and related systems. Visitor center, exhibits and tours are located at the Mesa Lab facility.	Roger Wakimoto Director 1960 www.ucar.edu
3	UNIVERSITY CORPORATION FOR ATMOSPHERIC RESEARCH (UCAR) 1850 Table Mesa Drive Boulder, CO 80305 303-497-1000/303-497-1172	1,393	Research and development related to atmospheric sciences, provides advanced research facilities for the science community, technology transfer.	Richard Anthes President 1960 www.ucar.edu
4	U.S. GEOLOGICAL SURVEY Denver Federal Center, Building 810 Lakewood, CO 80025 303-236-5900 /N/A	1,260	Integrates, enhances, manages and applies the wealth of USGS scientific expertise to the natural and living resources, hazards and environment of 15 states between the Mississippi River and western slope of the Rocky Mountains.	Max Etheridge Acting Regional Director 1879 www.usgs.gov
5	NATIONAL OCEANIC & ATMOSPHERIC ADMINISTRATION (NOAA) 325 Broadway Boulder, CO 80305-3337 303-497-6000/303-497-6951	908 ①	Research, services and technology development related to oceans, atmosphere and geophysical environments.	Don Mock Deputy Director, NOAA Earth System Research Laboratory 1954 www.ngdc.noaa.gov/mgg/dsrc/
6	CU COOPERATIVE INSTITUTE FOR RESEARCH IN ENVIRONMENTAL SCIENCES CU Campus Box 216 Boulder, CO 80309 303-492-1143/303-492-1149	715 ②	Promotes research in the environmental sciences, atmospheric and climate dynamics, environmental chemistry and biology, solid earth geophysics, remote sensing, pollution and global change.	Konrad Steffen Director 1967 www.cires.colorado.edu
7	NATIONAL INSTITUTE OF STANDARDS & TECHNOLOGY (NIST) 325 Broadway Boulder, CO 80305-3328 303-497-3000/N/A	381	Research and services relating to time and frequency; produces standards, technology and measurements for the United States.	Kent Rochford Acting NIST Boulder Laboratories Director 1954 www.nist.gov
8	CU JOINT INSTITUTE FOR LABORATORY ASTROPHYSICS (JILA) CU Campus Box 440 Boulder, CO 80309-0440 303-492-7789/303-492-5235	325	Basic research and development in five areas: atomic molecular experimental physics, atomic and molecular theory, precision and gravitational measurement and astrophysics.	Carl Wieman Assistant Director 1963 http://jila.colorado.edu
9	CENTERS FOR DISEASE CONTROL AND PREVENTION LAB 3150 Rampart Road Fort Collins, CO 80521 800-232-4636/770-488-4760	250	Focuses on viral and bacterial diseases transmitted by ticks, mosquitoes and fleas, providing diagnostic assistance for samples received from throughout the world. The lab is a national and international reference center for these diseases and supports extensive research, diagnostic and prevention programs, as well as bioterrorism preparedness and response programs related to vector-borne disease.	Lyle Petersen Director of Division of Vector-Borne Infectious Diseases 1940 www.cdc.gov/ncidod/dvbid
10	NATIONAL WILDLIFE RESEARCH CENTER 4101 LaPorte Ave. Fort Collins, CO 80521 970-266-6007/970-266-6010	150	To apply scientific expertise to resolve human-wildlife conflicts while maintaining the quality of the environment shared with wildlife. Scientists focus on issues related to agriculture, human health and safety, property and natural resource protection. Current research involves wildlife vaccines and contraceptives, repellents, animal avoidance/scare devices, disease surveillance technologies, analytical chemistry and product registration.	Larry Clark Director 1886 www.aphis.usda.gov/wildlife_damage/nwrc/about/about.shtml
11	ROCKY MOUNTAIN RESEARCH STATION 2150 Centre Ave., Building A Fort Collins, CO 80526 970-498-1100/N/A	139	Administers and conducts research on 14 experimental forests, ranges and watersheds while maintaining long-term databases for these areas. Oversees activities on more than 260 research natural areas and lead ecosystem management and research partnership projects in Arizona, Montana, New Mexico and Nevada.	Sam Foster Station Director 1909 http://www.fs.fed.us/rmrs
12	COLOARDO INSTITUTE FOR RESEARCH IN THE ATMOSPHERE Colorado State University Fort Collins, CO 80523 970-491-8448/970-491-8241	130	Research is concentrated in several theme areas that include global and regional climate, local and mesoscale weather forecasting and evaluation, applied cloud physics, applications of satellite observations, air quality and visibility and societal and economic impacts, along with cross-cutting research areas of numerical modeling and education, training and outreach.	Graeme Stephens Director 1983 www.cira.colostate.edu
13	INSTITUTE FOR TELECOMMUNICATION SERVICES, NATIONAL TELECOMMUNICATIONS AND INFORMATION ADMINISTRATION U.S. DEPARTMENT OF COMMERCE 325 Broadway Boulder, CO 80305 303-497-5216/N/A	83	Promotion of advanced telecommunications and information infrastructure development in the U.S., enhancement of domestic competitiveness, improvement of foreign trade opportunities for U.S. telecommunications firms and facilitation of more efficient and effective use of the radio spectrum.	Al Vincent Director 1943 www.its.bldrdoc.gov
14	NATIONAL CENTER FOR GENETIC RESOURCES PRESERVATION 1111 S. Mason St. Fort Collins, CO 80521 970-495-3200/970-221-1427	52	To acquire, evaluate, preserve and provide a national collection of genetic resources to secure the biological diversity that underpins a sustainable U.S. agricultural economy through diligent stewardship, research and communication.	David Dierig Research Leader 1953 www.ars.usda.gov/main/site_main.htm?modecode=54-02-05-00
15	BUREAU OF RECLAMATION Sixth and Kipling, Building 67 Denver, CO 80025 303-445-2720 /303-445-6379	49	Engineering, science, research and support center for projects related to water resources. Provides specialized expertise to programs, regions and area offices, to other federal agencies and to international customers.	Lowell Pimley Director 1902 www.usbr.gov/pmts/tech_services/
16	CENTRAL GREAT PLAINS RESEARCH STATION 40335 County Road GG Akron, CO 80720 970-345-0505/N/A	30	To enhance the economic and environmental well-being of agriculture by development of integrated cropping systems and technologies for maximum utilization of soil and water resources. Emphasis is on efficient use of plant nutrients, pesticides, and water and soil conservation/preservation.	Merle F. Vigil 1907 www.ars.usda.gov
17	USDA-ARS CROPS RESEARCH LABORATORY 1701 Centre Ave., Sugarbeet Research Unit Fort Collins, CO 80526 970-492-7149/N/A	26	To utilize distinctive site environmental and disease-free characteristics and specifically developed team expertise to develop new biotechnologies, discover new information and techniques to identify and produce genotypes exhibiting superior disease and stress tolerance and agronomic qualities and provide new knowledge that improves production efficiency and biochemical processing characteristics.	Leonard Panella Supervisory Research Geneticist 1969 www.ars.usda.gov
18	NATURAL RESOURCES RESEARCH CENTER 2150 Centre Ave., Building C Fort Collins, CO 80526 970-226-9100/970-226-9230	3	Provides scientific data and technical assistance to Department of the Interior bureaus and other natural resource agencies.	David Hamilton Center Director 2005 www.fort.usgs.gov
19	DOT/FRA-TRANSPORTATION TECHNOLOGY CENTER 55500 DOT Road Pueblo, CO 81001 202-493-6024/202-493-6009	1	Serves the U.S. by ensuring a transportation system that meets vital national interests and enhances quality of life.	Camille Hazeur Director 1967 www.fra.dot.gov/us/content/230

1 Includes federal employees, affiliates at CU Boulder and Colorado State University and contract workers.
2 Includes employees at National Oceanic and Atmospheric Administration

SOURCE: WWW.CO-LABS.ORG

RESEARCHED BY Beth Edwards

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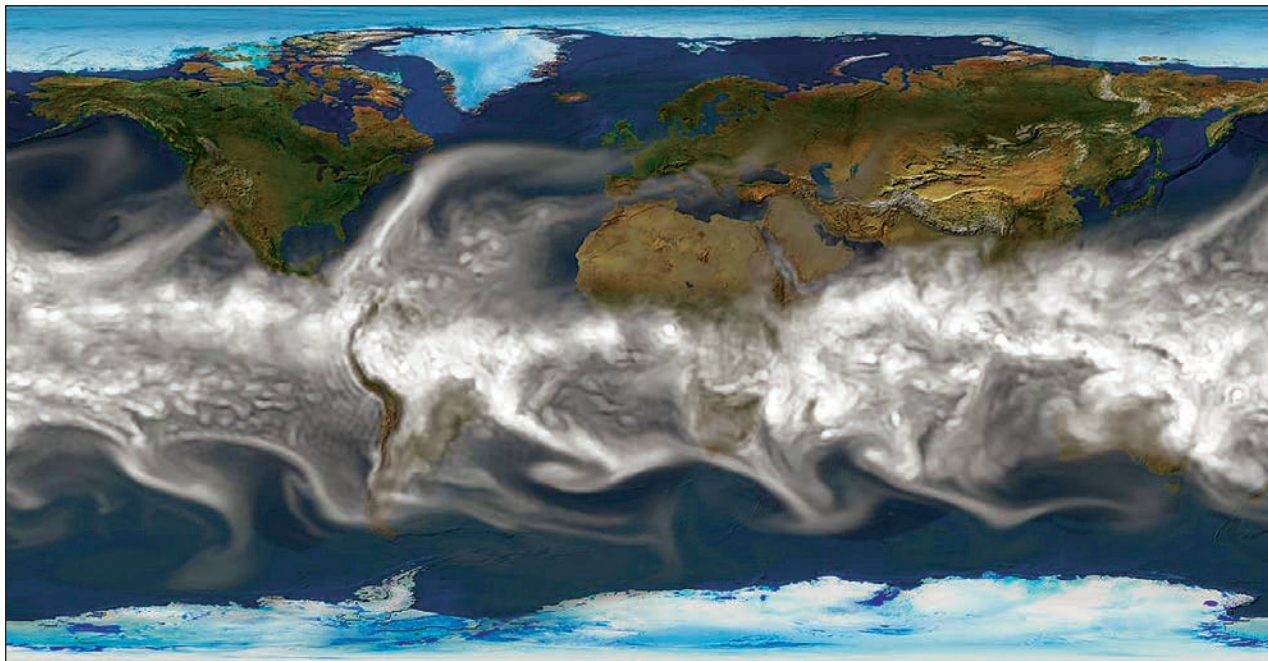
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COURTESY UNIVERSITY CORPORATION FOR ATMOSPHERIC RESEARCH

This image captures the distribution of water vapor in the atmosphere at one moment in time during a climate simulation by the NCAR-based Community Climate System Model. Climate models rely on supercomputers to simulate the complexities of past, present or future climate. The models track the evolution of temperature, moisture, pressure, and wind speed at thousands of points around the globe. Experiments may examine changes over years, decades, or centuries, and the entire task can take weeks or months of processing time on a supercomputer.

Writing code to see the future

Software refining accuracy of NCAR's modeling systems

BY RYAN DIONNE

rdionne@bcbr.com

BOULDER — For decades the National Center for Atmospheric Research has been creating models to help simulate what Earth will look like in the future.

While scientists and researchers are testing various hypotheses, software developers are entering the equations and ensuring the parameters work to test those hypotheses.

Sam Levis, an NCAR project scientist who develops and analyzes the modeling software, said there are hundreds of people helping write code for various models — including the recently announced Community Earth System Model.

The software and technology isn't new, but having numerous people working on a project at the same time while keeping it accurate despite constant scientific discoveries is what makes NCAR's modeling impressive.

The new Community Earth System Model, which was started decades ago, is continually evolving as scientists find out more information about how the Earth works and is changing. With that data, Levis and a group of other scientists input equations into the software to achieve accurate modeling.

At the most basic level, the



group is inputting equations like $F=MA$ for force equals mass times acceleration, which helps determine how fluids move, Levis said.

"We'll use what we understand about science that may be in the form of equations

about how the atmosphere operates and how the ocean and things on the land behave," he said. "We use equations to represent physical processes and chemical and biological processes."

With each Earth process, such as how wind changes over time, how ocean currents move and how soil erodes, transformed into an equation and inputted into the modeling software, scientists can, with a fair amount of accuracy, predict

“We'll use what we understand about science that may be in the form of equations about how the atmosphere operates and how the ocean and things on the land behave.”

Sam Levis

PROJECT SCIENTIST,

NCAR

what the Earth will look like in the future.

But Levis added, "The simulation is far from perfect." And that's why scientists and researchers are constantly making adjustments.

After starting with a base — which NCAR calls preindustrial conditions in the year 1850 — scientists compare the 1850 model with what information they know and what they think is reasonable for that time given factors like the atmospheric composition and how close the Earth is to the sun.

With the base set as accurately as possible, scientists can determine what snow pack will be in 10 years, how the ocean currents will

► See **Future**, 22A

Next-gen apps will be virtual assistants

No one can deny that the original telephone Alexander Graham Bell invented in 1876 has changed significantly. From a luxury item proudly displayed as the centerpiece of the home to something small, portable and powerful that people keep within arm's reach 24/7, the humble telephone has evolved into a mini personal computer capable of much more than traditional voice phone calls.



GUEST OPINION

Daniel Burrus

Today, with the advent of various smart phones, such as the iPhone, Blackberry and Droid, phones have gotten ... well ... smarter. People can now download apps (short for applica-

tions) directly to their phone to help them with a number of everyday tasks. Whether you want to check flight schedules, create a to-do list, convert currency, track your daily caloric intake, relax to soothing sounds or do any number of business or personal things, chances are there's an app for it.

As a result, businesses in every sector have been creating apps directly related to their core offerings. Some would even say that companies are "scrambling" to enter the apps market, believing that attracting additional customers and revenue is directly related to their app offerings.

Is creating apps a smart thing for businesses to do? Of course. Just as the phone has evolved, so has business. Having the ability to "touch" your customers when they're not in your store or on your website is vital to stay competitive. However, as technology and smart phones continue to evolve (which we know without a doubt that they will), it only makes sense that the apps companies create would have to change, too.

And that's exactly where many companies are missing the mark.

Where we go from here

While creating apps with a mass-market appeal is good (such as apps for finding a good restaurant or creating action lists), few companies are thinking about the evolution of apps and what the next generation of apps will be.

So what exactly will tomorrow's apps look like? The natural progression will be for apps to be enterprise

► See **Virtual**, 22A

FUTURE from 21A

change, and what areas of the Earth will erode faster than others.

In order to allow scientists to tweak various conditions as needed for various hypotheses, Levis and other developers enter the information in segments that can be accessed individually and changed as needed.

“We write code in newer versions of Fortran, mainly just because of tradition, and it works well,” Levis said.

The programs are very modularized, he said. “We try to isolate each process that we simulate to facilitate further development so when new science comes around we can easily incorporate it into the model.”

Levis said hundreds of people are involved with the community model at NCAR. With the module concept, he said someone from a university could work on a problem within a segregated group without impacting the others. It also allows scientists to turn various processes on and off or play around with individual parameters to see how it would impact things.

The Community Earth System Model has new features that haven't been done on super computers studying climate. Its projections will be used for government reports on climate change, allowing scientists to look at how climate is likely to change.

VIRTUAL from 21A

level. In other words, there will need to be apps for purchasing, for logistics, for supply-chain management, for lead generation, for patient care, etc. Tomorrow's apps will be like having a virtual assistant by your side.

These apps won't just make you more productive with your work; they'll actually do some of the work for you. For example, in the medical field, we'll see apps for disease management, for patient records and for remote diagnostics. The app will be more like an essential tool to perform a specific function rather than an ancillary item.

Aside from the app itself, the future of apps is also about where that app will be used. With Apple's launch of the iPad and soon competing smart pads by other manufacturers, apps are already finding new homes outside of the phone.

Some smart phone apps are compatible with smart pads. But even those companies aren't thinking big enough ... both literally and figuratively. Since the Smart Pads have bigger screens and more processing power, why should they do the same thing as the phone app? Why not take advantage of that extra space and power and come up with a new class of apps that can do things the phone apps can't? These are key questions companies must think about and address if they want to be serious players in the future app market.

Just the beginning

The next evolution is apps for the television. Today's newer televisions are Internet enabled. (And, by the way, all our devices will be Internet enabled one day.) That means the processor and the television browser are built into the TV set so you don't have to plug a computer into your television; the TV is the computer.

With this comes the wide-scale use of Internet protocol television, or IPTV for short. It's essentially TV over the Internet versus on cable and satellite. In fact, many millennials use IPTV service for all of their television viewing rather than cable or satellite. Knowing this, it's only logical that we'll also see apps for TV. Some new models already have them — television level apps. Flat panel displays provide even more visual real estate and will most likely have faster processors. Many new televisions are also 3-D equipped, meaning that your apps will be 3-D, too. Smart companies need to stay ahead of this evolution and create their apps accordingly.

Stake your claim

If you look at the apps available, you can see that most of the companies developing apps don't see the future.

They're doing simplistic and basic apps that don't take into account future needs and they certainly aren't enterprise level apps. In fact, if you look for business apps in iTunes, the largest app

store, you'll find numerous apps on such things as document scanning, creating to-do lists, and document sharing. Such apps are so common that some could argue they're commodities.

Standing out in the business world requires you to be more than a commodity — you need to be a unique solutions provider. Tomorrow's apps will do precisely that.

Realize that apps are a major tectonic revolution in computing. We went from servers, mainframes, and terminals to having our own desktops and PCs to having our own laptops. Our main computing device is now becoming our Smart Phones and Smart Pads that enable us to connect to the world from anywhere.

By making the smart phone and smart pad a multimedia PC powered by dozens if not hundreds of apps, people can now have a powerful computer with them at all times. As result, people from all walks of life and every industry have the ability to do some amazing things they couldn't do before. That's a giant shift in thinking about phones and apps ... and one your company needs to be a part of.

Daniel Burrus is a technology forecaster and business strategist and author of six books, including "Technotrends." He is the founder and CEO of Burrus Research, a research and consulting firm. He also founded Visionary Apps.

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BUSINESS DIGEST

OPENINGS

The **Boulder Regional Fire Training Academy** opened at the new Boulder Regional Fire Training Center at 6055 Reservoir Road in Boulder.

Verde PR & Consulting, a public relations agency based in Durango, opened a Boulder office to be closer to its clients along the Front Range. The office, located at 1035 Pearl St., Suite 430, currently houses two Verde employees, Lisa Conover and Craig Randall.

Ryan Cunningham opened **WeGo Electric**, an electric scooter and organic apparel shop at 4555 13th St. in Boulder. The Jules Electric Scooter comes in one style but many colors and costs \$3,500. It has a top speed of 40 mph. Range is 40 miles per charge. It is charged by plugging into a 110v outlet for four hours. WeGo Electric is open Monday through Saturday by appointment. Phone is 303-818-6343.

MOVES

Germany-based renewable-energy company **juwi** will move its wind-energy headquarters from Cleveland to Boulder in September. The move will bring about 20 jobs to Boulder, where juwi Solar already employs 30 at its U.S. solar headquarters.

BRIEFS

Rochester, N.Y.-based Advanced Document Imaging LLC and **Parascript LLC** of Longmont integrated their technologies to perform quality-assurance testing for the U.S. Census Bureau for electronic-data capture in the 2010 census. The ADI and Parascript partnership helps the Census Bureau to ensure accuracy data gleaned from census forms. In particular, the solution delivers a program that validates the accuracy of the census data-capture process. Parascript specializes in digital image analysis and pattern recognition.

Louisville-based bioscience firm **Globelmmune Inc.** laid off 15 of its 60 employees. The move was made to “adjust the organization for what (it) is working on” according to Chief Executive Timothy Rodell. Globelmmune will continue work on all its current projects.

Boulder based **Harbor Financial Group Inc.** was selected as a Top Wealth Manager by Wealth Manager Magazine for the eighth time since 2002. For the fifth-consecutive year, Financial Advisor Magazine recognized Harbor Financial as one of the best and fastest-growing firms in the nation.

Inovonics Wireless Corp. in Louisville shipped its one millionth EchoStream wireless network sensor. First introduced in March 2007, EchoStream networks range from a single panic button to thousands of sensors serving multibuilding campuses in security, safety and submetering marketplaces.

Zayo Enterprise Networks, a fiber-based communications provider based in Louisville, and BTI Systems in Ottawa, Ontario, announced the successful deployment of a new generation of high-speed Ethernet services for their customers in Memphis, Tenn. Also, **Zayo Bandwidth** in Louisville will work with a coalition to construct 424 miles of a 700-mile fiber-optic network in Western Ohio. Zayo will support the work of the GigEPlus Availability Coalition. The project is funded by a \$30 million grant from the federal Recovery Act Broadband Opportunity Program to add and expand broadband services to 28 rural and underserved communities. Both companies are part of the Zayo Group in Louisville.

Boulder-based **Cool Energy Inc.** will work with Xcel Energy to install a pilot heat- and power-generation system in a commercial building in Boulder. Xcel Energy will be providing research and analytical support as Cool Energy installs its SolarFlow System powered by solar energy. The system is designed for residential and small commercial buildings. Cool Energy is leasing 2840 Wilderness Place in Boulder where it will create a demonstration site for the system.

Bella Energy Inc. in Louisville installed a 172-kilowatt solar-electric system at the Colorado Army National Guard Readiness Center in Grand Junction. The solar array provides enough power to offset 450,000 pounds of carbon emissions annually.

CONTRACTS

Golden Retriever Rescue of the Rockies, or GRRR, hired Longmont-based interSector Partners L3C to manage a fundraising campaign. GRRR is a nonprofit organization based in Golden that rescues and places golden retrievers in safe and loving homes.

Zenzi Communications, a marketing and public relations agency with offices in Boulder, Boston, Chicago and San Diego, has been retained by Chiquita Brands to launch and manage media relations efforts for the Chiquita Banana Sticker Design Contest.

Broomfield-based **Level 3 Communications Inc.**

(Nasdaq: LVL) signed a five-year agreement with Experior Networks, a communications and networking solutions company, to provide Experior with transport and high-speed Internet protocol services for rural enterprises, public institutions, broadcasters and service providers in Mohave County, Arizona.

Aircell LLC signed a contract with NetJets Inc. to provide it with high-speed Internet service on more than 250 of its mid-size and large-cabin aircraft. The Itasca, Ill.-based company, with its business aviation division based in Broomfield, will begin installing the high-speed Internet infrastructure soon. The deal represents the largest order for high-speed Internet service in business aviation history, according to an Aircell press release. Terms of the deal were not disclosed. Aircell, a provider of wireless Internet service on aircraft, enables flight passengers to access the Internet with any Wi-Fi enabled device.

MERGERS & ACQUISITIONS

Ball Corp. (NYSE: BLL) in Broomfield has acquired Neuman Aluminum, a manufacturer of aluminum disks used to make aerosol cans and beverage bottles. The acquisition provides Ball with additional metal forming technology that will allow it to access new markets. Terms of the deal were not disclosed. Neuman Aluminum operates plants in Verona, Va. and Sherbrooke, Quebec, which produce aluminum disks, or slugs that are converted into premium packaging for personal-care, household, beverage and other products.

SERVICES

Louisville-based **GHX** is offering services through its GS1 Global Location Number Service to hospitals and other health-care providers in supply-chain transactions through the GHX exchange in time to comply with the Dec. 31 sunrise date set by purchasing organizations and a number of health-care systems. Suppliers are being called on to use GLNs, as opposed to proprietary account numbers, in business agreements and transactions by the sunrise date.

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.

NETWORK from 3A

U.S. market,” he said in a statement. “Strengthened by LEN, our members can more easily validate whether or not exporting to the U.S. makes sense. The partnership offers us both incredible advantages.”

Created in 2002, LEN helps entrepreneurs build sustainable and profitable businesses. To date, LEN has assisted more than 50 startups. PETALE was formed in 2006. It has 36 current members coached commercial issues, fundraising and international partnerships.

The agreement came about as a direct result of the existing collaboration already in place between AEPI — the Grenoble-Isere France Economic Development Agency — and CORA — the Colorado Rhone-Alpes Economic Development Partnership —, which was founded by Denver’s French-American Chamber of Commerce.

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Ways to use Outlook to improve efficiency

Although workers use Microsoft Outlook everyday there are many functions and features of the program useful but not used. Utilizing some of these Outlook functions can improve efficiency and track information within Outlook much easier.

Using categories

The category function enables users to develop words or phrases to sort and filter data within Outlook. The category listing is the same for all functions and folders within Outlook including the calendar, e-mail, contacts, tasks and notes. Categories allow users to see and view items within that category.

For instance, if you create a category called 'Personal' you can tag contacts, calendar or task items that are personal to see one listing of all personal related items. You can organize categories by topic, function, activity or person.

To create or edit categories; click Edit/ Categorize/ All Categories and the Color Categories dialog box will open. There are default categories listed that are labeled by color name that can be renamed and/or deleted.

Using the function buttons on the right of the dialog box, create new, rename and/or delete categories. Then

click OK out of the window. Once categories are created, then simply right click on any appointment, task, email or note item and choose Categorize and assign the item a category. To view items that have been categorized, go to View/ Current View/ By Category.



GUEST OPINION

K.J. McCorry

The To-Do Bar

In Outlook, there is a sidebar that can be activated to show a list of tasks and daily appointments that can be opened in the calendar, task and e-mail windows. This To Do

Bar is useful for users to get a quick review of action items, email follow-ups and appointments for the day. It keeps the high priority items forefront in any window.

The default view will show the calendar, list of today's appointments and all active tasks. To open the To-Do Bar, go to View/To Do Bar/ Normal. Once opened, this task bar can be customized by simply right clicking on the header To Do Bar. To customize the task-list portion, right click the header Arranged

By and choose Custom. This will open the Customize Current View dialogue window to change preferences. This task list will be a combination of all e-mail flag items and task list items.

E-mail voting

With new e-mail messages there is a voting button function that enables standard responses from recipients. This is useful when getting feedback for a meeting date, location or an email needs a yes, no, maybe vote.

When recipients respond to the e-mail, Outlook tallies the votes so that they can easily be assessed in the original sent e-mail. To create the voting options, create a new e-mail and click on the Options ribbon. From the Use Voting Button drop down choose Custom. In the Use Voting Options field, insert each option followed by a semi-colon (;), complete the e-mail and send.

Once an e-mail is received, the Vote option is located in the message tab. The recipient will choose an option and the e-mail will automatically be sent to the sender. Once all recipients have responded, the sender should go to the original e-mail in the Sent folder. The icon will be a tracking icon and not the standard email icon. Open the original email and

under the Message ribbon, click on Tracking and it will show a summary of the voting results.

Customize Views

Outlook folders, including Calendar, Task and Notes, display fields and items in a layout called a View. These views you can customize including changing fonts, colors, adding filters and/or adding other fields. For example, in the Next Seven Day view in the Task window you can remove the Status and % Complete columns and add in Start Date or Notes into the Next Seven Day view. To customize any view in Outlook, open the Customize Current View window by going to View/Current View/Customize Current View.

You can also right click in the header of any view, and choose Customize Current View from the menu listing. Once in the Customize Current View window, click on the Fields tab and add or remove fields as needed. Each standard view option can be customized and will be the default view until changed.

K.J. McCorry is the owner of Officiency Enterprises, consulting services that help offices become more productive, efficient and sustainable. She can be reached at www.officiencyenterprises.com.

BROOMFIELD from 1A

economic-development director's annual salary, between \$102,000 and \$138,000, and related programs.

The remaining \$100,000 will be used to help fund the BEDC, a private entity that works to promote economic development in Broomfield.

Jessica Erickson, the BEDC's vice president and interim chief executive officer, said much of the money it received from the city supported the salary of former president and chief executive Don Dunshee, who retired in May.

Erickson said the city's new position will be able to better negotiate with businesses looking to move to Broomfield, as well as those already in the city.

With the backing of the city and knowing exactly what the city can offer, businesses can negotiate directly with the new director instead of through the BEDC, which has acted

in the past as a mediator.

While the city's development director will play a large role in offering incentives and helping entice companies to stay or relocate to Broomfield, Erickson said the BEDC will still be heavily involved.

Often companies want a certain degree of confidentiality when talking about moving, and it'll be easier for the BEDC, a private entity, to uphold that, she said.

Erickson, whose contract expires Aug. 31, said the BEDC isn't looking for a new CEO — though she's unsure what her role will be.

Charles McKay, BEDC's board chairman and partner in the Church Ranch Corp. in Westminster, said he anticipates that Erickson will lead the BEDC in the foreseeable future.

Prior to Dunshee's retirement, the BEDC had three employees. Now,

it will operate with two and still be governed by the board of directors, McKay said.

Though the 2010 contract remains in place between the city and BEDC, in the recent agreement, which goes into effect for 2011, both parties agreed to re-evaluate funding once the city hires a director.

That means that once a director is on board, which should be by this fall, the city could reduce its funding to the BEDC to help cover the new hire's salary and any programs that may be in place this year.

The city accepted applications for the new economic-development director position through July 30. It received about 100 applications, which Suzanne Smith, Broomfield's human relations director, said was more-or-less what they expected.

According to the job posting, the city was looking for someone with

at least seven years of experience in economic development, redevelopment or economic vitality and has at least a bachelor's in business, finance, economics, public administration or something similar.

The new hire will be responsible for managing Broomfield's economic-development program and work closely with the Broomfield Urban Renewal Authority and the BEDC.

The development director will be in charge of attracting new businesses to Broomfield and retaining the businesses already in the city.

Meanwhile, the BEDC will still support the city as it always has, McKay said. Despite having less money invested into the organization, he doesn't anticipate having less influence or power in terms of economic development.

"I think we'll probably have more," he said. "We're there to help the city, not be in conflict."

GENRE from 3A

don't need a big crew to do it this way — there are no sound men or lighting directors or producers."

Cost for a photographic video varies. He said they are much less than full-on videos, like the commercials he did for companies like Merrill Lynch. Those range from an average \$500,000 to \$4 million.

Photographic videos, like the ones he made for Maroon 5, run from an estimated \$30,000 to \$100,000.

Carmichael's roots in the area date back to the 1970s, when he graduated from the University of Colorado at Boulder. He incorporated his company in 1976 with a film on Longs Peak with a focus on advancing participatory sports funded by a PBS grant.

He moved on to work with NFL films and later to Los Angeles to pursue film making in the 1980s, where he built a reputation for adventure

films and making action-oriented commercials for companies such as Merrill Lynch and Disney World.

Carmichael returned to Boulder in 2005 to rekindle his love for climbing, skiing and smaller crowds.

Along with his business partner for the past 18 years — Doug Millington — Carmichael relies on five primary revenue sources: photographic videos, photography, commercial director services for hire,

production services and feature-film projects.

Carmichael markets his company in a variety of ways. He relies on representatives in Los Angeles, New York and Chicago to let him know when projects are posted for bids. "When we got the recent awards, we got a list of creatives in the industry telling them about it and attached the video," he said. The campaign landed them another job.

AWARDS

Brian Weinberg, U.S. Bank branch manager in Erie, and **Tiffany Mireles**, U.S. Bank branch manager in Louisville, received U.S. Bank's Annual Pinnacle award, the company's highest consumer-banking employee achievement honor. In addition, **Daniel Ellis**, a senior financial adviser who works for U.S. Bank in Boulder, received U.S. Bank's President's Award.

Boulder County received nine Achievement Awards from the National Association of Counties for a variety of programs that have demonstrated measurable benefits within the county. The ClimateSmart Loan Program was honored with the Best of Category award for the Environmental Protection and Energy category. Other awards recognized the following programs: Community Forestry Sort Yards, Healthy Kids and Medical Home initiatives, Human Services Strategic Plan, Leadership Academy, Paradigm Pilot Project, Parks and Open Space Partnership Initiative, Dialogues on Immigrant Integration and Eldorado Springs Wastewater System.

The **University of Colorado's** Housing and Dining Services, headed by director **Amy Beckstrom** and executive chef **Kerry Paterson**, received one of eight national Achievement of Excellence awards from the American Culinary Federation at its national convention.

The Center for People with Disabilities in Boulder honored representative **Dianne Pri-**

mavera, D-Broomfield, with the Americans With Disabilities Act Advocate Award. The award honors people who have worked to ensure equal access to services, employment and other opportunities. in Boulder County.

The U.S. Air Force named Broomfield-based **MWH Constructors** a 2010 Honor Award winner for the design-build of the Space Innovation and Development Center headquarters at Schriever Air Force Base near Colorado Springs. The award recognizes excellence in design and establishes benchmarks for other Air Force facilities. Last August, MWH completed the \$19 million command center.

The **Flagstaff House Restaurant** in Boulder has received a Grand Award from Wine Spectacular and has been name one of Open Table's 50 Best Restaurants in 2010. Flagstaff's sister restaurant, Monette's, on the big island of Hawaii, also won a Wine Spectator Grand Award after one year of business.

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PRODUCT UPDATE



COURTESY EARTH BALANCE

Earth Balance has a new line of organic soy milk. Mighty Fudge Studios in Boulder designed the packaging.

Longmont-based **Earth Balance**, a line of all-natural buttery spreads, shortenings and nut butters, will launch a new line of organic, non-GMO verified soy milk exclusively at Whole Foods Market stores across the country next month. Earth Balance's soy milk is made with 100 percent USA-grown soybeans and is available in original, vanilla, chocolate and unsweetened varieties. The soy milk is also vegan, free of lactose, cholesterol, dairy, gluten and is a source of calcium, vitamin D and omega-3s.

A new line of golf shoe from Callaway Golf Co. (NYSE: ELY) is featuring technology created by Boulder-based **Outlast Technologies Inc.** Callaway's new Hyperbolic golf shoe is advertised to have temperature regulating and moisture reducing benefits, created by Outlast's technology. The men's shoe costs \$179.99 a pair, and the women's version costs \$159.99.

Webroot Software Inc. in Boulder has launched a new Internet security product for consumers. Webroot Internet Security Complete for consumers uses Webroot's business-class cloud protection with technologies that secure a consumer's care identity, privacy and personal data. The new product is compatible with Windows 7, Windows Vista and Windows XP operating systems.

Longmont-based **UQM Technologies Inc.** released a new 200 kW motor/generator system for use in electric propulsion and generator applications.

Boulder-based **Occipital LLC** has launched a mobile application that uses photographs to create a panoramic view in real time. Boulder-based Occipital, a 2008 TechStars startup, is selling the app, called 360 Panorama, at the Apple Store for \$2.99. With 360 Panorama, users pan their phone in any direction, and Occipital's computer-vision system builds a panorama in real time by "stitching" together several photographs.



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OPINION

EDITORIAL

Buechner appointment lacked process

We're disappointed in the Lafayette City Council for the manner in which former University of Colorado president John Buechner was appointed to fill a vacancy on that body.

Buechner, a former Boulder mayor, was appointed to fill a vacant seat on the council July 20, in a 4-2 vote. The appointment came without council members interviewing any of the 12 candidates, including Buechner.

Initial reports said that Buechner refused to be interviewed for the position. He subsequently told the Boulder Weekly that he never made such a refusal. We hope that's true, as refusal to be interviewed would indicate a sense of entitlement and a disregard for what should be a fair, well-defined process.

DID NONE OF THESE

individuals deserve fair consideration? Was none worthy of interviewing?

And that's the heart of this matter. The process was neither fair nor well defined.

There's no doubt that Buechner is qualified to serve on the council. His experience at CU and in local government will serve the council and the citizens of Lafayette well. He's even written a book, "Who's Running This Town, Anyway?" on local governance.

But that sort of experience should have made him eager to participate in an open process, not one tainted by a predetermined outcome. He, above all, should have known the importance of process — deliberative process.

Eleven other candidates had submitted their names for consideration. Several had experience in local governance, having served on various boards or committees. One candidate was even a former mayor of the city.

Did none of these individuals deserve fair consideration? Was none worthy of interviewing? Is Buechner so good that he blows the other candidates out of the water?

Perhaps. But that would have come out in an open process whereby candidates felt they had received fair consideration, and where the citizens of Lafayette could be confident that a vacant position was filled with integrity, after a careful review of all options.

Instead, four council members presupposed that Buechner was the only choice, that he would emerge the victor no matter what was learned from any other candidate.

It was the wrong course, and one from which we hope the council learns.



Boulder shouldn't fret loss of employers

It's all part of the mix. Some in Boulder might lament the departure of key technology companies such as Webroot Software Inc. and Sybase Inc. to Broomfield. Both companies recently agreed to move their Boulder operations to Central Park Tower, a new building about to be completed in the Interlocken Advanced Technology Environment.

Indeed, city and economic-development officials worked hard to find solutions for the companies within the Boulder city limits, only to find that the allure of brand-new, class A office space in Broomfield was too overwhelming for the companies to ignore.

We commend the efforts of Frances Draper of the Boulder Economic Council, Liz Hanson with the city of Boulder and others for their efforts to retain these companies. (And the city itself boasts an excellent incentive program for companies looking to expand locally.)

But the departure of Webroot and Sybase isn't really a departure at all — it's a move to a bigger house in the same neighborhood.

Boulder lacks much available class A office space. That's a simple fact built on the realities of lack of land for development, as well as other factors.

In contrast, Broomfield boasts a substantial portfolio of class A space, mainly in Interlocken and the neighboring Arista development. Boul-

der and Broomfield counties remain closely linked in terms of their economies, and Broomfield's presence just down the turnpike, midway between Boulder and Denver, make it a prime location for office users.



PUBLISHER'S NOTEBOOK
Christopher Wood

Undoubtedly, many of the jobs shifting to Broomfield will continue to benefit Boulder and surrounding communities. Workers likely won't move from where they are now, and retail dollars spent by those workers aren't likely to shift much, either. (And we suspect that space vacated by Webroot and Sybase in Boulder won't remain vacant for long.)

A technology company in Broomfield does as much to boost the tech cluster locally as one in Boulder. Broomfield, in fact, fulfills a critical role for area companies seeking large amounts of quality office space.

In short, what benefits one community benefits the other as well.

That's equally true when looking at other communities in the Boulder Valley. Longmont, for example, boasts huge inventories of office and industrial space in The Campus at Longmont, owned by Circle Capital Property Management LLC, and

other properties. A slogan used by the Longmont Area Economic Council — "Where Ideas Become Products" — says it all. Companies that emerge from the startup phase and require substantial square footage for product development and manufacturing need look no further.

In fact, every community in the Boulder Valley fulfills its own niche, many of which overlap. Boulder is a center of innovation, with the university, federal labs and abundant high-tech employers. But innovation also occurs in the other communities.

Longmont is a center for the Boulder Valley's manufacturing base, but manufacturers also prosper in Erie, Lafayette and Louisville. Broomfield captures a fair chunk of the class A tenant, but such companies also find homes in Lafayette, Louisville, Longmont or, yes, Boulder.

So let's not get too upset when a company moves within our area. Far more concerning is when a company leaves the Boulder Valley completely, favoring the Silicon Valley, the Research Triangle or any of thousands of other communities striving to take what we've got.

Every Boulder Valley community is part of the mix, and right now, the mix is a pretty good one.

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

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CALENDAR

AUGUST

6 NOBO Nite Out, North Boulder's monthly artist showcase, will be from 6 to 9 p.m. This walking tour features local Boulder artists on the first Friday of each month. For more information on participating artists, visit www.firstfridayboulder.com.

9 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.

10 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.

11 The Boulder Chamber's Business Women's Leadership Group is meeting from 8 to 9:30 a.m. at the Hotel Boulderado, 2115 13th St. in Boulder. The topic being presented is managing stress and burnout. For more information, e-mail erin.work-chou@boulderchamber.com or visit www.boulderchamber.com and click on events.

The Longmont Area Chamber of Commerce presents Safety Seminar: Office Ergonomics from 11:30 a.m. to 1 p.m. at the chamber center, 528 Main St. in Longmont. For more information, contact Kathy Stevens at 720-864-2871 or e-mail kstevens@longmontchamber.org.

The Boulder Small Business Development Center presents Startup Essentials from 1 to 4:30 p.m. at the chamber center, 2440 Pearl St. in Boulder. For more information, visit www.bouldersbdc.com.

The Longmont Area Chamber of Commerce is hosting a Small Business Leads Group from 3 to 4 p.m. at the Dickens Tavern, 300 Main St. in Longmont. For more information, contact Shelley McLeod, 720-864-2878 or e-mail smcleod@longmontchamber.org.

The Louisville, Erie, Lafayette and Superior chambers of commerce are hosting a Business After Hours from 5 to 7 p.m. at Avista Adventist Hospital, 100 Health Park Drive in Louisville. Admission is \$10. For more information, call 303-666-5747 or visit www.louisvil-lecolorado.com and click on events.

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

13 The Longmont Area Chamber of Commerce is hosting a Business Before Hours: Longmont Tutoring Club from 7:30 to 9 a.m. at the Longmont Tutoring Club, 1445 Nelson Road, Suite 100 in Longmont. Admission is free. For more information, contact Jeff Simcock at 720-864-2872 or e-mail jsimcock@longmontchamber.org.

16 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.

17 The Boulder Chamber presents Understanding Consumer Choice from 11 a.m. to 12:30 p.m. at the chamber office, 2440 Pearl St. in Boulder. Peter McGraw, assistant professor of marketing and psychology at CU Boulder, will teach how consumers make judgments and decisions. Admission is free for members and \$25 for nonmembers. For more information, visit www.boulderchamber.com and click on events.

18 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 at 720-864-2878 or e-mail smcleod@longmontchamber.org.

The Boulder Chamber is hosting a Business After Hours from 5 to 7:30 p.m. at the Hyatt Summerfield, 13351 W. Midway Blvd. in Broomfield. The event features a barbecue by the pool. For more information, visit www.boulderchamber.com and click on events.

The DaVinci Institute presents How to Unleash the Power of Twitter 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 jan@davinciinstitute.com.

19 An Employee Transportation Coordination meeting with Boulder East and Go Boulder will be held from 7:30 to 9 a.m. at the 29th Street

Community Room, 1710 29th St., on the second floor of Borders Books in Boulder. The event features a free, light breakfast, information on a car-free community festival in September and bus, bike and carpool tips. For more information, visit <http://bouldereast.typepad.com>.

The Broomfield Chamber of Commerce is hosting a Business After Hours from 5 to 8 p.m. at the Hyatt Summerfield Suites, 13351 W. Midway Blvd. in Broomfield. For more information, e-mail Jennifer Kerr at Info@BroomfieldChamber.com or visit www.BroomfieldChamber.com.

The Longmont Area Chamber of Commerce is hosting a Business After Hours from 5 to 7 p.m. at the Radisson Conference Center, 1850 Industrial Circle in Longmont. Admission is free. For more information, contact Jeff Simcock at 720-864-2872 or e-mail jsimcock@longmontchamber.org.

21 The Lafayette Peach Festival is from 9 a.m. to 4 p.m. on Public Road in Old Town Lafayette. The event features fresh peaches, peach deserts, arts, crafts, antiques, children's activities, live entertainment and music. For more information, visit www.lafayettecolorado.com and click on events.

24 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.

25 The Longmont Area Chamber of Commerce is hosting a Professional Pursuit Luncheon from 11:30 a.m. to 1 p.m. at the Radisson Conference Center, 1850 Industrial Circle in Longmont. The luncheon focuses on the economic vitality in the St. Vrain region and will touch on challenges and solutions to rebuild, retain and attract businesses to the community. Admission is \$30 for members and \$40 for nonmembers. For more information, contact Jeff Simcock at 720-864-2872 or visit www.longmontchamber.org.

The Erie Chamber is hosting a Business After Hours from 5:30 to 7:30 p.m. at The Goddard School, 3000 Vista Village Drive in Erie. For more information, call 303-828-344.

NONPROFIT NETWORK

BRIEFS

Special Transit is on the verge of reaching its fundraising goal of \$11.25 million and hopes to close its collection efforts soon. The Boulder-based nonprofit that provides transportation to people who are mobility impaired needs \$270,000 to reach the goal. Special Transit received a \$5.25 million challenge grant from the state, and has been raising the remaining \$6 million since 2008. Special Transit plans to use the money to construct a building at 2855 63rd St. in Boulder. The 36,000-square-foot facility will be twice the size of the current location and expand Special Transit's footprint from 1.3 acres to 6.8 acres. The new building will include a solar-panel array, low-flow water fixtures, a radiant floor slab in the garage/maintenance area, drought-tolerant landscaping, self-dimming and occupancy-sensing lighting and more. The nonprofit has an annual operating budget of \$12 million, a fleet of 108 buses, 210 employees and serves 18 communities in five counties.

FUNDRAISERS

The HealthLinks Foundation presents Cabaret for a Cause from 6 to 10 p.m. on Saturday, Aug. 28 at the Boulder Theater, 2032 14th St. in Boulder. The evening begins with a silent auction from 6 to 7 p.m. followed by entertainment from 7 to 10 p.m. Complimentary champagne and tapas will be provided by Terroir Restaurant in Longmont. Admission is \$60, and \$30 of each ticket is tax deductible. All proceeds benefit the HealthLinks Foundation. To purchase tickets, visit www.healthlinksfund.org or call 303-443-1937.

GOOD DEEDS

The Dairy Center for the Arts in Boulder announced that Western Disposal Services in Boulder will donate \$300,000 over the next three years to fund a new entry for The Dairy's historic building at 26th and Walnut streets. Dan Souder, founder of Western Disposal, and Gary Horton, president, announced the gift in conjunction with the company's 40th anniversary celebrations.

Mammography saves lives.

WOMEN AGE 40+ SHOULD HAVE MAMMOGRAMS.

"I'm glad I didn't listen to that recommendation to wait until I was 50 to start getting mammograms. Breast cancer doesn't run in my family, so I was shocked to find early stages of breast cancer when I was only 46. Thankfully, we were able to treat the cancer successfully."

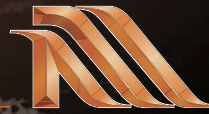
How important is it to start screening at 40? In 2009, 42 percent of the women diagnosed with breast cancer at Boulder Community Hospital were under the age of 50.

Mammography is the best test for detecting breast cancer. Digital mammography provides more accurate detection while using less radiation than standard film mammography. We offer digital mammography at Boulder, Lafayette and Broomfield locations.

For more information, visit bch.org/mammography or call 303-440-2170 to schedule a mammogram.



Terry Stiven's mammogram identified her breast cancer at a very early stage, when treatment is most successful.



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