

# BOULDER COUNTY BUSINESS REPORT \$1



## PETS & VETS

Going all-natural with food, treats for dogs, cats

18A

Serving Boulder and Broomfield Counties  
Volume 29 | Issue 18 | Aug. 20 - Sept. 2, 2010

# LUH, Poudre team on campus

BY BUSINESS REPORT STAFF  
news@bcbr.com

LONGMONT—Longmont United Hospital and Poudre Valley Health System will jointly build a medical campus on 70 acres at I-25 and Colorado Highway 52 in southwest Weld County.

The medical campus will be in Frederick and will serve residents

## Urgent-care services top priority for medical facility in Frederick

throughout the region.

A site master plan for the campus is being development and is expected to be completed by late fall. Initial construction is expected to be an

urgent-care center, followed by other medical facilities.

The Boulder County Business Report reported in May that the two health-care providers entered negotia-

tions on the project.

Mitchell Carson, Longmont United Hospital president and chief executive, said medical services to be offered will complement the region's growth and provide needed coverage in an area where there has been a gap in services.

"We're focusing first on meeting the area's most critical need," Carson

► See **Campus, 23A**

## FINDING HEALTH IN RAW SNACKS

Multiple sclerosis led Lafayette woman to launch natural-products company



MICHAEL MYERS

Shari Leidich turned to raw snacks to try and offset the adverse effects of multiple sclerosis. When friends began gobbling up the treats, she founded Two Moms in the Raw in 2006 to make and sell tasty, wholesome goodies. The company is growing, and its products are sold in Whole Foods and Vitamin Cottage. Leidich is seen here with her son, Owen, in the company's manufacturing facility in Lafayette. **See story, 16A.**

# Foundation seeking investment manager

Nonprofit issues RFP to find firm to handle \$17 million

BY DOUG STORUM  
dstorum@bcbr.com

BOULDER — A nonprofit organization in Boulder is seeking an investment-management firm to handle \$17 million in assets.

The Community Foundation Serving Boulder County is soliciting a request for proposals through Sept. 1.

Greg Kyde, chairman of the foundation's investment committee, said the foundation has total liquid assets of approximately \$35 million, of which approximately \$17 million is the subject of the request.

Hyde said the foundation uses a manager of managers approach but remains open to a hybrid model where a manager may perform direct money management in areas of expertise.

"Our risk acceptance is commensurate with the historical volatility evidenced by a portfolio allocated 60 percent to equities and 40 percent to

► See **Foundation, 10A**

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# Stantec acquires design firm Communication Arts

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** — A design firm in Canada has acquired the assets of Communication Arts Inc., a 20-person architecture and design firm headquartered in Boulder.

Publicly traded Stantec Inc., (NYSE: STN) is based in Edmonton, Alberta, and runs a network of 150 offices in North America with more than 10,000 employees.

Terms of the deal were not disclosed.

Founded in 1973 by Richard Foy and Henry Beer, Communication Arts Inc., commonly called CommArts, specializes in project visioning, branding and associated conceptual architectural and environmental graphics.

The CommArts staff will play a key role in creating a new client service area within Stantec's architecture practice devoted to branding and strategic project positioning, according to a press release issued by Stantec.

"The acquisition of CommArts brings a very talented group to Stantec that provides a new service offering within our architecture practice related to branding and visioning for projects," said Bob Gomes, Stantec's

## BCBRdaily

president and chief executive.

"This is a service that, in the past, we hired outside firms to complete. With the addition of CommArts, we can now provide branding and visioning services to our clients across North America," he said.

"We couldn't be more excited about the possibilities," said Janet Martin, CommArts' managing principal, in a prepared statement. "Our ability to team with Stantec in producing great design represents a solid future with far-reaching and meaningful creative opportunities."

Stantec provides professional consulting services in planning, engineering, architecture, interior design, landscape architecture, surveying, environmental sciences, project management, and project economics for infrastructure and facilities projects.

### Financial advisers form group

**LONGMONT** — Financial advisers Steve Jones and Seth Gunderson have formed Tenacity Investment

Group, an independent firm offering services through Raymond James Financial Services Inc.

Tenacity, located at 477 Main St. in Longmont, provides customized investment and financial-planning services to individuals, families and business owners.

Jones has worked at Wells Fargo as a vice president and senior financial adviser and at Fleet Boston and Charles Schwab.

Gunderson, the group's vice president, has worked at Wells Fargo as a financial adviser. He has also served clients at U.S. Bancorp and Key Investments.

Mindy Kennie is the firm's assistant vice president and office manager. Kennie has experience at Morgan Stanley, Ameriprise and Bank of America.

### FDA targets Broomfield firm

**BROOMFIELD** — The U.S. Food and Drug Administration is seeking an injunction in federal court against Regenerative Sciences LLC of Broomfield, citing violations of current good manufacturing practice that cause its cultured cell product to be adulterated.

FDA officials said the product is also misbranded due to the lack of adequate directions for use and the failure to bear the "Rx only" symbol.

► See **BCBRdaily**, 15A

### BCBR Opinion Poll

Our online question:

How should the city of Boulder secure its energy in the future?

Don't rock the boat 25.6%

Renew franchise agreement with Xcel Energy that is set to expire Dec. 31.

Mix things up 30.8%

Don't renew franchise agreement and let voters decide whether to place occupational tax on Xcel Energy that likely will be passed on to customers.

Go it alone 41%

Purchase and take control of Boulder's electrical grid and buy power from independent energy suppliers and/or create energy generation system.

I've got a better idea. 2.6%

### Your comments:

*A better idea: Require every home and business to install photovoltaics and windmills and install gas-powered turbines where the Xcel power plant is currently. Increase water power in Boulder Creek. Tax cars in Boulder County to provide free electric-powered small and very frequent bus service. Buses like the Hop or smaller. Encourage use of small electric vehicles like golf carts such as Lyons is using. For cars not registered in Boulder that are already paying a tax, charge a toll for entering the county or city and offer parking (fee-based) with free bus transportation and rental of electric golf carts.*

— 39 responses

Take the BCBR Opinion Poll Online at BCBR.com.

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# DigitalGlobe lands multibillion-dollar deal

BY DOUG STORUM  
news@bcbr.com

LONGMONT — DigitalGlobe Inc. in Longmont received a contract that could last up to 10 years and be worth as much as \$3.6 billion from the National Geospatial-Intelligence Agency to produce a new generation of satellite imagery.

DigitalGlobe's constellation of three satellites provides high-resolution images of the earth to the U.S. government agency that oversees satellite imagery

collection for military and intelligence work. The company also provides images to the commercial sector.

The contract is part of a program called EnhancedView. Each contract is paid annually, subject to congressional approval. And, it can be canceled annually.

The long-term funding paves the way for development of next-generation satellites with higher resolution - in other words, able to discern finer details of the subjects being photographed, though the U.S. government reserves

the highest-fidelity images for itself.

As a result of the contract, DigitalGlobe (NYSE:DGI) said it would begin procurement and construction of its next satellite, WorldView-3, expected to launch by the end of 2014.

DigitalGlobe expects to receive approximately \$20.8 million per month for the first four years, increasing to \$25 million per month for the remaining six years on the contract.

Because of the contract, DigitalGlobe is updating its full-year 2010 outlook. It expects total

revenue to be between \$340 million and \$360 million with diluted earnings per share expected to be between 40 cents and 50 cents. The company's images support a variety of uses within defense, intelligence and homeland security applications, mapping and analysis, environmental monitoring, oil and gas exploration, infrastructure management, internet portals and navigation technology.

The agency also awarded a contract worth up to \$3.8 billion over 10 years to GeoEye, based in Dulles, Virginia.

## Moving King Tut



COURTESY JEFF WELLS

Michael Sampliner of Boulder stands in front of a reproduction of a wall mural that was discovered inside the burial chamber of Tutankhamun, the boy king. Sampliner is chief operation officer of Arts and Exhibitions International, the company that helped bring the King Tut Exhibit to Colorado, now showing at the Denver Art Museum.

### Traveling exhibit ties back to Boulder businessman

BY ELIZABETH GOLD  
news@bcbr.com

BOULDER — As an event planner, Boulderite Michael Sampliner started his career in the music industry. His resume includes helping bring the Three Tenors from opera houses into places like New Jersey's Giants Stadium and producing tours for the likes of Eric Clapton and the Dixie Chicks.

Today you can see his work at the King Tut Exhibit at the Denver Art Museum.

As chief operating officer of Arts and Exhibitions International, Sampliner worked with AEI's founder,

John Norman, to negotiate rights to the worldwide tour with the Egyptian government.

Deals AEI negotiates range from setting up royalty payments on ticket sales with the rights holder to a price tag that exceeds \$100 million for exhibits like King Tut.

"We get different shares of a museum's ticket sales as well as does the Egyptian government in the case of King Tut," Sampliner said. "Their money goes into preserving the artifacts."

"Denver ticket sales are great," he added, pointing out how risky it is to lay down so much money and hope people show up at the exhibits.

"We do financial modeling as we go along in negotiating deals for each exhibit," said Sampliner. "It has an enormous affect on how we do deals with vendors and museums."

"There's a lot of risk assessment. Exhibit ticket purchases over the last few years have shown the economic twists in the same way most all businesses have seen. "Museum going is discretionary dollars."

Exhibits the magnitude of those AEI puts on, however, keep the public interested enough to keep the shows on the road.

And keeping shows like the 130-piece King Tut exhibit on the road

► See **Tut**, 24A

## Did we really need to make cocktails fun?

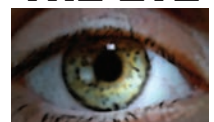
Leave it to a beverage director to figure out a way to get drinkers more involved at the bar.

Evan Faber, the beverage director at SALT in Boulder and Colterra in Niwot, is letting "guests" design their own cocktail recipes, using a "make-your-own" menu, by circling a spirit/base, flavor element, style and size. They also have the opportunity to name their creation.

There are more than 100 possible combinations, Faber said. Some of the cocktail ingredients (such as cilantro) are grown in-house either at SALT or in the gardens at Colterra. The "flavor elements," or simple syrups, are also made in-house, from scratch.

"The Cocktail Element is all about simplifying the process," Faber said. "We really just wanted to make cocktails fun again."

### THE EYE



Real Goods Solar is running a Free Solar Sweepstakes for a chance to win a home solar-electric system estimated at a retail value of \$30,000. Qualifying homeowners can enter to win at [www.realgoods.com](http://www.realgoods.com) or call 1-800-760-9700. The sweepstakes expires at 5 p.m. Sept. 15.

Based on average electricity usage, homeowners are likely to spend \$100,000 on electricity bills over a 25-year period. The sweepstakes brings attention to rising utility costs and renewable energy solutions to mitigate these increases. One lucky homeowner will have the ability to save thousands of dollars on electricity over the lifetime of their system.

Donna Pucci, owner of Boulder-based Design Group, just completed an extensive remodel of an English cottage in Boulder. The project was selected among hundreds to be featured in the Summer 2010 Issue of Renovation Style Magazine.



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Julia Timmer Photography

# Big ideas stem from several sources for local innovators

## Funding always key in advancing inventions

BY DOUG STORUM  
dstorum@bcbr.com

BOULDER — Triggers for innovation come from many sources: employees, competitors, customers, and in some instances, the government.

Serial entrepreneur Scott Brown's latest company, Kronovia Inc., took its cue from the need for publicly traded companies to control their employees' content on social-networking sites. He came up with a way to track, monitor and archive



online chatter that could be detrimental to the cause.

When an employee at Scott Rodwin's architectural firm needed to find a more affordable way to make his old home more energy-efficient, they took the downtime of a lean economy to create cookie-cutter plans for green retrofits.

And John Bliss, founder of Blip-Snip, came up with a way to save viewers oodles of time hunting through a long online video for a key moment by devising a way to mark it before passing it on to friends or associates.

Brown, Rodwin, Bliss and others shared insights into how they came about innovating new products or services during the Boulder County Business Report's CEO Roundtable on innovation, held Aug. 10 at the offices of law firm Holland and Hart in downtown Boulder.

In classic style, some innovation comes out of necessity.

"Our architectural design business was slowing down, and one of our employees wanted to find a way to improve the energy-efficiency in his old home," Rodwin recalled. "We

### CEO ROUNDTABLES

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

The CEO Roundtable is conducted in collaboration with Holland & Hart LLP and Ehrhardt Keefe Steiner & Hottman PC. The roundtables are closed to the public, but the Business Report reports on each roundtable in its print editions.

### 2010 schedule

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

began talking about it over lunch, and since work was slow, we worked on a plan to retrofit his house." It just so happens, the employee's house was a tract home, one of thousands built in the area right after World War II. "We saw the possibility of creating a simple way for homeowners of these similar homes to look at a menu of improvements with set costs, and let them pick. We made the renovation process very simple for them."

The new offering has turned into a revenue generator for Rodwin's Skycastle Homes.

Bliss sees his invention at BlipSnip as a real time saver for broadcasters, as well as friends.

"If you've got a 45-minute video of a bike race, you know you're in there somewhere. Why not mark the spot and save people time looking for you?" he asked. "That's what we can do with BlipSnip."

Bliss said it's easy to impress tech-minded people with something like this, but the key is making it easy for

► See **Innovators, 5A**

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## BOULDER COUNTY BUSINESS REPORT

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**INNOVATORS** from 4A

everyone. “It’s easy to get techies, it’s harder to get my mom,” he said.

Brown said the worry of coming up with something innovative is making sure you find the right customer and then find a way to get it in front of them. With his social network monitoring system, he believes he’s found his customers — any company that must comply with regulations. “We need to answer the question, do customers really want us?”

Sometimes its not necessarily a product, but a process that can be innovative.

Chris Dodge of Virsage Solutions has taken existing cloud-computing technology and is parlaying it into a service he calls WorkPlace. Geared toward small- and mid-size companies, it stores a client’s data and applications, but it runs off of Virsage Solutions’ servers in its data center. Virsage WorkPlace is accessible from any computer connected to the Internet. Users can access their company’s network from the office, home or on the road. It is compatible with PCs, Macs and iPads.

“With decreasing bandwidth costs, which is a big factor for us, clients can access their business from anywhere, and don’t have to pay for server upkeep or IT staff,” he said.

And yet another method of being innovative is collaborating with part-



DOUG STORUM

From left, Alex Sammoury, executive director of the Longmont Entrepreneurial Network, Doug Simpson, chief executive of Corgenix Medical Corp., and Chris Dodge, CEO of Virsage Solutions; participated in the Boulder County Business Report’s CEO Roundtable focusing on innovation.

ners.

Doug Simpson, chief executive of Corgenix Medical Corp in Broomfield, said his company is asked to be

innovative in the sense that partners come to it with a great idea and new technology, and Corgenix finds a way to make it marketable within the

health-care industry.

Collaborating with companies from Japan, New Delhi and researchers at Tulane University, Corgenix helped develop and patent a test kit for the rapid detection (within 10 minutes) of the deadly and highly contagious Lassa virus, which causes Lassa hemorrhagic fever, primarily in Africa. Because Lassa is classified as a top-priority bioterrorism agent, the test kit could be used to improve bioterrorism defense capabilities in the United States and other nations.

Finding funding to back a big idea is the age-old challenge of innovation.

Bliss said lack of funding can impede innovation. “I’d like to see a database of angel investors,” he said.

Alex Sammoury, executive director of the Longmont Entrepreneurial Network, an incubator for startups, said the Boulder Valley has venture capitalists, but they hesitate to be “first in. ... We need to change that mentality.”

He cited the recent loss of Great Scientific Basin, a client in his incubator that is moving to Utah. “Great Scientific received \$7 million in venture capital from a VC in Utah, and they want the company to move to Utah. That’s a loss of 28 good jobs in Longmont.”

**PARTICIPANTS**

John Bliss, founder and chief executive, BlipSnips; Scott Brown, chief technology officer, Kronovia Inc.; Chris Dodge, chief executive, Virsage Solutions; Scott Rodwin, chief executive, Rodwin Architecture/Skycastle Homes LLC; Alex Sammoury, executive director, Longmont Entrepreneurial Network; Doug Simpson, chief executive, Corgenix Medical Corp.

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## Developers forced to find nontraditional financing

BY DAVID CLUCAS  
news@bcbr.com

For the past year, Colorado home-builder Dean Thedos has sought out every lender he knows — in multiple states — to help finance a 10-unit, luxury townhome project in northwestern Boulder. But the director of architecture and development at Longmont-based Cornerstone Homes Inc. said he has heard the same story over and over: “Their response is that federal

regulators have placed such onerous requirements on lenders that they have essentially banned any new construction loans from being made, regardless of the quality of the project.”

Cornerstone's project is permit-ready — not an easy task in Boulder — and boasts features such as private elevators in every unit, attached private garages and basements, 3,700-square-foot finished indoor space and 1,300 square feet of additional outdoor space on roof decks, courtyards and balconies. At \$2.16 million per unit, Thedos said the homes are competitive in Boulder's luxury market at \$584 per square foot versus the typical \$700 per square foot and above.

“We've been told by lenders the deal is too big, that it's too small, that it's too visionary — in fact, we've been told everything but yes,” Thedos said.

He isn't alone. A majority of new developments that were just exiting the design and permit phase in 2009 now sit idle. They're ready to be built, but lack cash in this tight credit environment. Lenders will say those projects also lack demand in this slow economy — and without significant preleasing or purchase commitments, they aren't willing to take the risk.

### Nontraditional funding

Still, some construction cranes are at work locally, meaning cash is making its way into the market.

For Union Place, a new \$27 million residential and retail mixed-use project in Fort Collins, the key was tax-increment financing.

The 89 for-sale and rental homes and 20,000 square feet of retail space being built southwest of North College Avenue and West Willox Lane, received \$2.2 million from the city's Urban Renewal Authority. The incentive from the city — largely for the project's roads and infrastructure to help generate future sales tax revenue — spurred the Fort Collins branch of Nebraska-based Adams Bank & Trust to grant a loan for the project.

“I realistically couldn't have gotten funding without the tax-increment financing,” said Donna Merten, president and chief executive officer of Boulder-based Merten Inc., who is developing the project. Mike Jensen, a broker and partner with Keller Williams in Fort Collins is helping market the development.

The group attracted the city's investment by setting a goal to gain U.S. Green Building Council Leadership in Energy and Environmental Design or LEED neighborhood certification for Union Place. The 10-acre site will use geothermal and solar energy, water conserving irrigation and stormwater management, and recycle more than 85 percent of construction debris.

The project includes both market-rate and more than 30 affordable-rate town homes and triplexes, four being built by Habitat for Humanity.

► See **Developers, 7A**



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**DEVELOPERS** from 6A

The units will be priced between \$150,000 and \$250,000 and available starting in early 2011.

In the commercial sector, you can just about forget going to the banks for financing new development, said Allen Ginsborg, managing director and principal of NewMark Merrill Mountain States Division in Fort Collins. If anything, it's the banks coming to developers like Ginsborg, seeking buyers for the troubled assets on their balance sheets.

Ginsborg said he is nearing an all-cash deal to purchase a distressed shopping center in the Denver metro area from a bank. As long as there are existing properties available at low prices, Ginsborg said there's little reason to invest in any new product, unless it's a build-to-suit with a long-term tenant signed.

**Alternative sources**

There is one other hope beyond the banks. Call them angel investors, real estate venture capitalists, or perhaps, bottom-feeders — investors and companies with cash on the sidelines.

California-based HG Capital LLC invests in Western U.S. real estate in good times and bad. But the company gets a lot more attention in times like these, said President Henry Bandet.

"Traditionally a developer in normal financial times would need to come up with some cash equity for a project, and the bank puts up 75 to



COURTESY CORNERSTONE HOMES INC.

Dean Thedos has sought out every lender he knows — in multiple states — to help finance a 10-unit, luxury town home project in north-western Boulder, seen here in this architect's rendering. But the director of architecture and development at Longmont-based Cornerstone Homes Inc. is finding that funding for his project is hard to come by.

80 percent financing," he explained. "Today's loan-to-value ratios are more like 50 percent."

HG Capital focuses on providing that cash and expertise for small- to mid-size commercial and residential projects in the range of \$2 million to \$8 million. The company looks for operating partners with "skin in the game," Bandet said, with a minimum of 5 percent to 10 percent cash invested with the project.

Demanded return for HG capital's investment can vary, but in its most basic form involves a preferred return of 10 percent a year on the equity and then splitting the profit of the project 50/50, Bandet said.

In some cases, HG Capital doesn't want any bank debt involved. For speculative and land deals, the company pre-

**“We’ve been told by lenders the deal is too big, that it’s too small, that it’s too visionary — in fact, we’ve been told everything but yes.”**

**Dean Thedos**

DIRECTOR OF DEVELOPMENT,  
CORNERSTONE HOMES INC.

fers providing all the cash needed to the operating partner, since those projects face greater risk of foreclosure - especially with short-term bank loans - and HG Capital could be left on the hook with the bank taking the property.

Back in Boulder, Thedos is now

attempting to tap these alternative sources of funding. His other option is to sell the project outright for an asking price of \$3.87 million, "which represents a breakeven number for us after three years of research, planning and entitlement," he said.

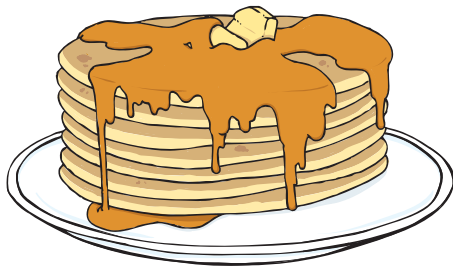
**DAD'S GUIDE**



**TO COOKING:**

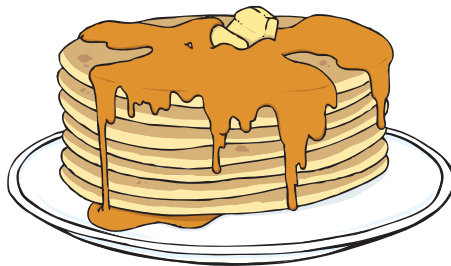
**Breakfast:**

Pancakes



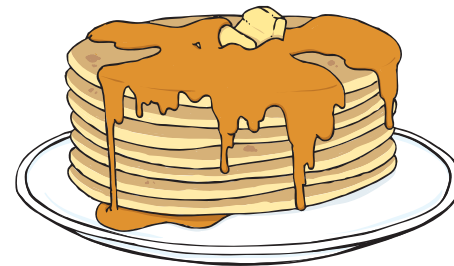
**Lunch:**

Pancakes



**Dinner:**

Pancakes



**At least Dads have good financial advice.**

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

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*Andrew Batson  
Brass Key Property Brokers*

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# 26 finalists selected for 2010 IQ Awards

BY DOUG STORUM  
dstorum@bcbr.com

**BOULDER** — Twenty-six companies make up the field of finalists for the Boulder County Business Report's 2010 IQ Awards.

The event recognizes companies in the Boulder Valley with innovative new products or services.

Winners in nine categories will be announced at the awards event to be held at the Boulder Theater on Aug. 24.



More than 65 companies were nominated for the annual awards event that is celebrating its 10th anniversary this year. Finalists and winners were selected by members of the Business Report's editorial staff.

Major sponsors for the IQ Awards include Western Disposal Services Inc.; Ehrhardt, Keefe Steiner & Hottman PC; Flatirons Bank; Guaranty Bank & Trust Co.; Colt Print Services Inc., Data Network Group Inc. and Wells Fargo Bank.

Here is a brief description of the 26 companies selected in nine categories:

### Business Products/Services

**Clifton Gunderson, Broomfield** - Designed for municipalities, accounting firm Clifton Gunderson's Financial Checkup product examines 18 key indicators covering areas such as revenue, expenses, cash liquidity and long-term debt to identify significant trends and "red flags" that may impede a local government's long-term financial stability. Managing partner in Broomfield: David Laundry.

**DigitalGlobe Inc., Longmont** - DigitalGlobe's WorldView-2 satellite is the earth-imagery industry's first to provide commercial customers with photographs of using eight multispectral band technology. The eight spectral bands provide greater detail in photographs taken from the satellite to better identify features and changes in buildings or terrain on the Earth's surface. CEO: Jill Smith.

**Funovation Inc., Boulder** - Funovation's Laser Maze Challenge is a patented obstacle course made of lasers. Players enter a dark room and a web of lasers appear. Players must navigate through the field of lasers from one end of the room to another. Time penalties are assessed every time a player breaks a beam. Quickest time wins. Customers include amusement

parks, entertainment centers, hotels and resorts. CEO: Ted Ziemkowski.

### Computer

**Rebit Inc., Longmont** - Rebit's SaveMe software continuously backs up laptops and PCs protecting them from crashes, viruses or accidental file deletions. Should files be lost, it can recover individual files, entire folders or restore the complete system to a point in time. The company's SmartSave Personalization Technology, doesn't compile data until the drive is full, but allows the amount of historical data to grow and shrink. CEO: Paul Guerin.

**Spectra Logic Corp., Boulder** - Spectra Logic's T-Finity data-storage tape library incorporates new design architecture that uses less data-center floor space per units of data stored and consumes up to 50 percent less power than its nearest rivals. Its BlueScale EnergyAudit system records real-time energy use and provides displays on the side of the unit. CEO: Nathan Thompson.

**Virsage Solutions Inc., Boulder** - Virsage Solutions' WorkPlace houses your data and applications, but it runs off of Virsage Solutions' servers in its data center. Virsage WorkPlace is accessible from any computer connected to the Internet. Users can access their company's network from the office, home or on the road. It is compatible with PCs, Macs and iPads. CEO: Chris Dodge.

### Consumer Products/Services

**Product Architects Inc., Boulder** - Product Architects' Tritan plastic cap for sport bottles let's people on the move drink without spilling a drop. The cap incorporates a patented silicon gasket that forms a seal when the cap is tightened, and directs the beverage out sipping holes when the cap is twisted open a half turn. CEO: Judy Amabile.

**Stuart Batty Enterprises LLC, Boulder** - Stuart Batty has refined the design of woodturning tools. Using Batty's patented technology, the tools last longer than conventional tools. They flex and vibrate less, providing users more control while reducing stress on the body. A new manufacturing process reduces the amount of vanadium steel needed by laminating it to stainless steel, lowering the cost but not the strength of the tool. CEO: Stuart Batty.

**University Parent Magazines Inc., Boulder** - University Parent has come up with the Campus Dough DebitSmart Visa Prepaid Card. It's a debit card that allows students under the age of 21 to have a debit card and receive discounts on purchases at thousands of brick-and-mortar and online retailers. Campus Dough helps college students avoid credit

► See **IQ, 12A**



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**Longmont**  
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**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**  
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## ON THE JOB



Dionne



Hageman



McCulley



Spuler



Waite



Zieske

**ADVERTISING, COMMUNICATIONS**

Boulder-based TDA Advertising & Design hired **Ryan Dean Waite** as senior copywriter on all accounts, with a focus on FirstBank and Webroot Software Inc. Previously, Waite held the same title at Arnold, Boston, working on Jack Daniels, truth and McDonald's.

Boulder-based Metzger Associates hired **Marie Rotter** as an account director. Rotter has a background in journalism, public relations and web-communications development.

**ARCHITECTURE, CONSTRUCTION**

WellHome, a business of Masco Home Services Inc., a subsidiary of Masco Corp. (NYSE: MAS), hired **Thomas Zieske** as branch manager for the company's newest location serving homeowners throughout the Boulder area. Based in Boulder, Zieske will be responsible for managing all aspects of the launch of the home-improvement service.

**Douglas A. Spuler** has joined the Beck Group's office in Broomfield as lead of the firm's architectural division. Spuler is a registered architect and a LEED accredited professional. The Beck Group is a multi-disciplined, integrated design and construction firm with a focus in federal government, higher education, religious and health-care markets.

**BANKING AND FINANCE**

**Kevin McCulley** of Harbor Financial Group Inc. in Boulder passed the CFP board exam and achieved the Certified Financial Planner designation. He is involved in asset allocation analysis, trading, alternative investment and private-equity due diligence and investment research at the firm.

**ENGINEERING**

Boulder-based Drexel, Barrell & Co. promoted **Mark H. Hageman**, a LEED accredited professional, to associate principal. Hageman joined the firm in 1975 and serves as director of site and infrastructure development. Hageman became a member of the

ownership group in 2004 as an associate and was promoted to senior associate in 2006. He graduated from the University of Colorado at Boulder.

**HIGH TECH**

Boulder-based Tendril Networks Inc. hired **Craig Cavey** as senior vice president of consumer markets. Cavey will lead Tendril's efforts to bring energy awareness, savings and control products to consumers by expanding the company's channel-marketing program.

Boulder-based Webroot Software Inc. appointed **Michelle Marian** as senior vice president of global online business. An executive with more than 20 years of marketing and sales experience, Marian will lead Webroot's online operations. Webroot also appointed **Steve Cakebread**, **Theresa Gouw Ranzetta** and **Robin Vasan** to its board of directors. Ranzetta is a managing partner at Accel Partners, Vasan is a software entrepreneur and investor, and Cakebread is chief financial officer of Pandora, an Internet radio company.

Longmont-based DigitalGlobe Inc. (NYSE: DGI) appointed **Jeffrey Goebel** as vice president of geospatial value added products and services and **Jack Hild** as vice president of U.S. defense strategy. Both Goebel and Hild have worked with the National Geospatial-Intelligence Agency.

**HOSPITALITY, RECREATION**

Jill's Restaurant in the St Julien Hotel & Spa in Boulder hired **Philippe Antoine** as restaurant manager.

Prior to joining Jill's, Antoine was general manager at Ambrosia in southern California and manager of a restaurant in SoHo district in New York City.

**INSURANCE**

**Phyllis Mulder**, senior vice president and general counsel for Longmont-based Alliant National Title Insurance Co., was named president-elect for the Texas Land Title Association. She will aid the president, serve as treasurer of the association and become president next year. Alliant National is licensed to operate in Arizona, Colorado, Texas, Florida, Missouri and Iowa.

**LAW**

**Nathan Seiler** has joined Boulder-based Gross Hartman LLC as a partner. Gross Hartman is a corporate, securities and intellectual property boutique law firm. Seiler's practice includes the full range of corporate and securities matters and includes public and private financings, mergers and acquisitions, strategic relationships, corporate governance and securities law disclosure and compliance. He has represented publicly and privately held companies in a broad range of industries, including life sciences, medical devices, clean technologies, telecommunications, information technology and manufacturing.

**PUBLISHING**

Bonnier Corp., publisher of Ski and Skiing magazines, hired **Ryan Dionne** as content director of Skiing Business.com, a new website that will present ski industry business news.

**FOUNDATION** from 1A

fixed income securities," he said in a prepared statement.

As one of nearly 700 community foundations in the U.S., The Community Foundation Serving Boulder County, a 501 c (3), pursues a mission of improving the quality of life in Boulder County and creating a culture of giving.

As a donor resource, the foundation can help donors create "advised funds" at the foundation, make a single gift and then have continued input as to its

use for the life of the endowment.

The foundation provides intimate knowledge of the needs of the community and of those entities addressing them. Staff can assist donors in crafting a philanthropic strategic plan, informing them in their specific areas of interest.

The foundation acts as a technical and financial resource for Boulder County nonprofits. It holds seminars for board members on various topics of interest to nonprofits as well as

provide grants to deserving charities. It also runs its own programs, focused on the most pressing needs of the community.

The foundation is looking for a manager that will create, recommend and implement an asset allocation appropriate for the foundation's time horizon, risk tolerance, liquidity and cash flow needs.

The manager must be able to evaluate, recommend and provide access to

money managers they feel have superior skill/insight/knowledge that may translate into superior, risk-adjusted returns.

The manager must be able to measure, monitor and control the volatility of the portfolio, and review and evaluate safekeeping and custodial procedures.

Proposals should be submitted electronically in a single PDF file to The Community Foundation Serving Boulder County, Attn: Debbie Gaffney, CFO, Debbie@commfound.org.



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## CONTINUING-EDUCATION PROGRAMS

(Colorado programs ranked by total enrollment.)

| RANK | PREV. RANK | Institution  | Fall enrollment<br>For credit<br>Not for credit | Tuition per credit hour<br>Tuition per noncredit course                                     | Financial aid<br>Scholarships | Programs available  | Person in charge<br>Year founded<br>Web site  |
|------|------------|--|---|---|-------------------------------|---|---|
| 1    | 1          | <b>COMMUNITY COLLEGE OF DENVER</b><br>1111 W. Colfax Ave.<br>Denver, CO 80217-3363<br>303-556-2600/303-556-8555  | 14,500<br>N/A<br>N/A                            | \$165.15, residents; \$357.25,<br>nonresidents.<br>N/A                                      | No<br>No                      | General, personal, vocational and technical education programs.   | Karen Bleeker, President<br>1967<br>www.ccd.edu   |
| 2    | 3          | <b>COLLEGE FOR FINANCIAL PLANNING</b><br>8000 E. Maplewood Ave., Suite 200<br>Greenwood Village, CO 80111<br>303-220-1200/303-220-1810                         | 10,050<br>9,500<br>500                          | \$295<br>\$600 to \$900   | No<br>Yes                     | Master of science in personal financial planning, education to sit for CFP national exam, five other designations in financial planning.  | John Sears, President<br>1972<br>www.cffp.edu   |
| 3    | 3          | <b>COLORADO FREE UNIVERSITY</b><br>7653 E. First Place<br>Denver, CO 80230<br>303-399-0093/303-399-0477  | 10,000<br>N/A<br>N/A                            | N/A<br>N/A  | No<br>No                      | Foreign language, Spanish center, computer training, arts and crafts, communication, home and garden, cooking, performing arts, wellness and beauty, business and career, retirement, music and dance, travel and personal growth, special events.        | Helen Hand, President<br>1969<br>www.freeu.com  |
| 3    | 3          | <b>EMILY GRIFFITH OPPORTUNITY SCHOOL</b><br>1250 Welton St.<br>Denver, CO 80204<br>720-423-4700/720-423-4860   | 10,000<br>N/A<br>N/A                            | \$50<br>From \$30 to \$412  | Yes<br>Yes                    | Business, computer technology, ESL, culinary arts, fashion design, cosmetology and aesthetician, nursing, auto technician, welding, construction apprenticeships  | Les Lindauer, Executive Director<br>1916<br>www.egos-school.com   |
| 3    | 2          | <b>REGIS UNIVERSITY COLLEGE FOR PROFESSIONAL STUDIES</b><br>3333 Regis Blvd.<br>Denver, CO 80221<br>303-458-4080/303-964-5538                                  | 10,000<br>10,000<br>N/A                         | Call for details.<br>N/A  | Yes<br>Yes                    | Programs designed for adults; undergraduate or graduate degrees, academic certificates or noncredit corporate education programs.   | Marcel Dumestre, Academic Dean<br>Steve Jacobs, Assistant V.P. of Academic Affairs<br>1877<br>www.regis.edu |
| 6    | 6          | <b>RED ROCKS COMMUNITY COLLEGE</b><br>13300 W. Sixth Ave.<br>Lakewood, CO 80228<br>303-914-6000/303-989-6919   | 8,900<br>N/A<br>N/A                             | From \$50 to \$1,200<br>N/A   | Yes<br>Yes                    | General, personal, vocational and technical education programs.   | Cliff Richardson, President<br>1969<br>www.rccc.edu   |
| 7    | 8          | <b>CSU DIVISION OF CONTINUING EDUCATION</b><br>1040 Campus Delivery, Spruce Hall<br>Fort Collins, CO 80523-1040<br>970-491-5288/970-491-7885                   | 6,800<br>5,498<br>1,398                         | From \$223<br>From \$50   | Yes<br>Yes                    | Noncredit certificates, online correspondence, telecourses, undergraduate and graduate degrees.   | Lou Swanson, Director<br>1967<br>www.learn.colostate.edu  |
| 8    | 9          | <b>CU-BOULDER DIVISION OF CONTINUING EDUCATION AND PROFESSIONAL STUDIES</b><br>1505 University Ave., UCB 178<br>Boulder, CO 80309<br>303-492-5148/303-492-3962 | 6,377<br>4,851<br>1,526                         | \$60- \$600<br>\$50 - \$3,500   | Yes<br>Yes                    | Lifelong learning opportunities to a diverse student population including evening credit courses, online credit and personal enrichment.  | Anne Heinz, Dean, Associate Vice Chancellor<br>1911<br>http://conted.colorado.edu                           |
| 9    | 10         | <b>UNIVERSITY COLLEGE</b><br>2211 S. Josephine<br>Denver, CO 80208<br>303-871-3354/303-871-3303  | 6,000<br>N/A<br>N/A                             | \$399 to \$438<br>N/A   | Yes<br>No                     | Applied communication, alternative dispute resolution, computer information systems, environmental policy and management, geographic information systems, and more.   | James R. Davis, Dean<br>1983<br>www.universitycollege.du.edu  |
| 10   | 11         | <b>COMMUNITY COLLEGE OF AURORA</b><br>16000 E. CentreTech Parkway<br>Aurora, CO 80011<br>303-360-4700/303-360-4761   | 5,500<br>N/A<br>N/A                             | \$115, residents; \$409, nonresidents<br>N/A  | Yes<br>Yes                    | More than 40 degrees and certificates that specialize in transfer and vocational education.   | Linda Bowman, President<br>1983<br>www.ccaurora.edu   |
| 11   | 12         | <b>COLORADO BAR ASSOCIATION, CONTINUING LEGAL EDUCATION</b><br>1900 Grant St., 3rd Floor, Suite 300<br>Denver, CO 80203<br>303-860-0608/303-860-0624           | 4,100<br>N/A<br>4,100                           | N/A<br>\$100 to \$500   | Yes<br>Yes                    | Live in-person, live Web cast, recorded home-study courses in all areas of law.   | Gary Abrams, Executive Director<br>1971<br>www.cobar.org/cle  |
| 12   | 12         | <b>CU-DENVER SCHOOL OF EDUCATION AND HUMAN DEVELOPMENT</b><br>Campus Box 106, P.O. Box 173364<br>Denver, CO 80217-3364<br>303-315-6312/303-315-6313            | 4,000<br>N/A<br>N/A                             | \$45 to \$350<br>N/A  | Yes<br>Yes                    | Graduate-level courses and professional development workshops directed at K-12 teachers and administrators.   | Steven Jones, Director<br>1975<br>www.cudenver.edu  |
| 13   | 14         | <b>NORTHEASTERN JUNIOR COLLEGE</b><br>100 College Ave.<br>Sterling, CO 80751<br>970-521-6600/970-521-6636  | 2,750<br>N/A<br>N/A                             | \$77.15, residents; \$285.75,<br>nonresidents<br>N/A  | Yes<br>Yes                    | Nursing, cosmetology, auto tech, agriculture, liberal arts, music, drama, equine management.  | Lance Bolton, President<br>1941<br>www.njc.edu  |
| 14   | 16         | <b>JONES INTERNATIONAL UNIVERSITY</b><br>9697 E. Mineral Ave.<br>Centennial, CO 80112<br>800-811-5663/303-784-8524   | 2,500<br>2,500<br>N/A                           | Bachelor's three-credit course:<br>\$1,290; Master's three-credit<br>course: \$2,100<br>N/A | Yes<br>Yes                    | Fully online accredited university: college courses, certificate and degree programs at undergraduate and graduate level, MBA, Masters of education, e-learning.  | Glenn Jones, President<br>1993<br>www.jiu.edu   |
| 15   | 15         | <b>ART INSTITUTE OF COLORADO</b><br>1200 Lincoln St.<br>Denver, CO 80203<br>303-837-0825/303-860-8520  | 2,400<br>2,400<br>N/A                           | \$436<br>N/A  | No<br>Yes                     | Advertising, culinary arts, graphic design, illustration, Web design, photography, video production, media arts, landscape design, residential interior decor, Apple authorized training.   | David Zorn, President<br>1952<br>www.aic.artinstitutes.edu  |
| 16   | 16         | <b>ARAPAHOE COMMUNITY COLLEGE</b><br>5900 S. Santa Fe Drive<br>Littleton, CO 80120<br>303-797-5722/303-797-5695  | 2,100<br>N/A<br>2,100                           | N/A<br>Varies.  | No<br>Yes                     | Online courses, adult basic education, business, art, languages, computers, cuisine, home and garden, career training   | Linda Bowman, Interim President<br>1965<br>www.arapahoe.edu   |
| 17   | 18         | <b>COLORADO SCHOOL OF MINES SPECIAL PROGRAMS AND CONTINUING EDUCATION</b><br>1600 Arapahoe St.<br>Golden, CO 80401<br>303-273-3321/303-273-3314                | 1,850<br>N/A<br>1,850                           | N/A<br>\$895 to \$2,195   | No<br>No                      | Short courses and conferences, Internet courses, customized programs for working professionals.   | Gary Baughman, Director<br>1874<br>www.mines.edu/outreach/cont_ed   |
| 18   | 19         | <b>BVSD LIFELONG LEARNING</b><br>805 Gillaspie Drive<br>Boulder, CO 80305<br>720-561-3768/720-561-3787   | 1,500<br>N/A<br>N/A                             | N/A<br>\$29 to \$365  | No<br>Yes                     | Community classes in computers, languages, creative arts, business, food and wine, gardening, outdoor recreation, writing, dance, yoga and more. Also offers online and classroom courses in Internet studies, telecommunications, Spanish for educators. | Shere Holleman, Program Manager<br>1984<br>www.bvsvd.org/lll  |
| 19   | 20         | <b>PICKENS TECHNICAL COLLEGE</b><br>500 Airport Blvd.<br>Aurora, CO 80011<br>303-344-4910/303-326-1277   | 1,300<br>1,300<br>N/A                           | \$66.43 per credit hour<br>N/A  | Yes<br>Yes                    | Automotive technology, cabinetmaking, carpentry, cosmetology, welding, respiratory therapy, licensed practical nurse, diesel mechanics, heating and air conditioning, collision repair, machining.  | Dean Specklein, Executive director<br>1970<br>http://pickenstech.aurorak12.org                              |
| 20   | 21         | <b>AIMS COMMUNITY COLLEGE CONTINUING EDUCATION DIVISION</b><br>5590 W. 11th St.<br>Greeley, CO 80634<br>970-339-6213/N/A                                       | 1,250<br>N/A<br>N/A                             | N/A<br>\$25 to \$99   | Yes<br>No                     | Computer and career training, small business development, English as a second language, GED preparation; personal enrichment, art, languages, finance; high school diploma program.   | John Hutson, Administrator<br>1995<br>www.aimsced.com   |
| 21   | 7          | <b>FRONT RANGE COMMUNITY COLLEGE</b><br>3645 W. 112th Ave.<br>Westminster, CO 80031-2199<br>303-404-5000/303-466-1623  | 790<br>N/A<br>N/A                               | Varies.<br>N/A  | No<br>No                      | Transfer degrees and classes for four-year colleges and universities, career technical programs, workforce training, professional development and customized training.  | Andy Dorsey, President<br>1968<br>www.frontrange.edu  |



## IQ from 8A

card overdraft fees while providing online money-management tools for both students and their parents. CEO: Sarah Schupp.

**Green/Sustainability**

**Amadeus Consulting Group Inc., Boulder** - Amadeus created the technology that allows people to take advantage of Denver B-cycle, a municipal bike-sharing program designed to reduce the number of cars on the road. The company used many tools including Microsoft Silverlight to develop the program's kiosk interface, customer Web services, Web-based administrative tool, iPhone and Android applications and 24/7 support. CEO: Lisa Calkins.

**Heartland Renewable Energy LLC, Longmont** - Heartland has developed "anaerobic digester" technology that converts manure from dairy cows and feedlot cattle, as well as various food wastes, to pipeline-grade gas (clean methane) to natural gas interstate pipelines and gas distribution systems. Managing member: George E. Howard.

**Skycastle Homes LLC, Boulder** - Skycastle has created pre-designed plans, options and energy retrofits for post-World War II tract homes. It provides a number of floor plan options and construction enhancements, such as an improved thermal envelope, a more functional layout, a more attractive exterior and a better mechanical system, all designed to save energy. CEO: Scott Rodwin.

**Internet/Software**

**Collective Intellect Inc., Boulder** - Collective Intellect's Web-based software, Social CRM Insight, enables companies to constantly monitor social media happenings and receive pertinent alerts via e-mail, as well as track demographics, psychographics and other facets that could help improve business. It gathers millions of social media posts per day and can access more than 2 billion from the last 12 months. CEO: Don Springer.

**Simplified Inc., Boulder** - Simplified's SinglePoint is a secure Internet management platform that allows companies to control employees' access to cloud and "behind the firewall" applications. SinglePoint grants secure access to resources based on user roles and policies created by the organization. This model breaks down silos, streamlines management, improves security and simplifies compliance. CEO: Eric Olden.

**Trada Inc., Boulder** - Trada uses a group of independent search-engine advertising experts to help small- to medium-size businesses achieve their Internet click and conversion rate goals by incorporating specific keywords. Trada gathers the ad groups, keywords and ads created by the experts for a user's campaign and sends them to Google, Yahoo and Bing search-engine accounts created for the campaign.

CEO: Niel Robertson.

**Life Sciences**

**Corgenix Medical Corp., Broomfield** - Corgenix has developed and patented a test kit for the rapid detection (within 10 minutes) of the deadly and highly contagious Lassa virus, which causes Lassa hemorrhagic fever, primarily in Africa. Because Lassa is classified as a top-priority bioterrorism agent, the test kit could be used to improve bioterrorism defense capabilities in the U.S. and other nations. CEO: Douglass Simpson.

**Flashback Technologies LLC, Longmont** - Flashback's CipherSensor answers the question surgeons ask: How much blood has a patient lost? It quickly, accurately and noninvasively estimates blood-loss volume. It can be used for triaging battlefield injuries, monitoring accident victims on the way to the hospital and patients in the intensive-care unit. CEO: Steve Moulton.

**InDevR Inc., Boulder** - InDevR's Virus Counter enables scientists to measure virus particle concentration within minutes. Unlike conventional tests that take days to complete, the Virus Counter provides accurate virus quantification in fewer than 10 minutes. It works on both RNA and DNA viruses, such as influenza, dengue, rubella and respiratory viruses. CEO: Kathy Rowlen.

**Robotics**

**Stratom Inc., Boulder** - Stratom has developed a robotic system for the automated refueling of grounded aircraft. The system uses a camera and range-finding sensors with an algorithmic positioning code to identify latches on an aircraft fuel panel. The robotic system is programmed to unlatch the fuel panel, open the panel and insert a fuel nozzle. Using the robotic system removes the risk of injury to people when refueling fighter aircraft on the ground with engines running. CEO: Mark Gordon.

**Rogers Design Group, Louisville** - Rogers Design has created Inspector Bots, remotely operated, electric vehicles designed to go where it is difficult, dangerous, hazardous, lethal, toxic or just too hostile for humans to go. They are rugged, wireless, remotely controlled platforms mounted on wheels that can be fitted to carry weapons, videos or cargo. CEO: Chris Rogers.

**Social Media/Mobile Applications**

**Kronovia Inc., Superior** - Kronovia has created the Social Media Governance, a software-as-a-service solution that allows businesses to regulate how employees interact on social media sites such as Twitter, Facebook and LinkedIn that are sponsored by the company. Once employees are registered, every status update, wall posting or endorsement they make is scanned for compliance and archived.

CEO: Don Gammon.

**Push IO LLC, Boulder** - Push IO's new product provides the code and services needed to add backend features to mobile smart phones. Push IO is for businesses, broadcasters and publishers who want to drive users to their content such as breaking news, real-time sports scores and live coverage, all on a smart phone. Co-founders: Dan Burcaw, Joe Pezzillo.

**ScriptPad Inc., Boulder** - ScriptPad allows a doctor to write prescriptions on their iPhone or iPad and send them to participating pharmacies. The process is faster and safer than their current paper process, greatly reducing deadly mistakes by misreading hand-written prescriptions. CEO: Shane Taylor.

**Sports and Outdoors**

**Apex Sports Group LLC, Boulder** - Apex has designed The Apex Boot, an alpine ski boot made of a lightweight carbon-fiber composite. The boot accommodates both alpine skiers and snowboarders. It incorporates a removable inner walking boot that doubles as a snowboard boot. The inner boot has a padding system that heats and molds to the wearer's foot. CEO: Denny Hanson.

**Backcountry Access Inc., Boulder** - Backcountry's Float 30 Avalanche Airbag is a backpack float device designed to keep avalanche victims

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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.bcbr.com/bcbr\\_events.asp](http://www.bcbr.com/bcbr_events.asp) and click on the IQ Awards icon. Tickets are \$49 per person. Registration deadline is Aug. 18.

near the top of the snow slide. When an avalanche begins, the user pulls a T-handle on the shoulder strap, triggering the release of gas from a 2,700 pounds-per-square-inch compressed air cylinder to fill a 150-liter air bag that deploys from the top of the pack. Co-owners: Bruce McGowan, Bruce Edgerly.

**Pearl Izumi USA Inc., Louisville** - Pearl Izumi USA is using anatomic chamois technology to create form-fitting padding in its cycling shorts, bib shorts, knickers and tights for men and women. The ad campaign declares Pearl Izumi is aiming to put its Anatomic P.R.O. 4D Chamois technology on one of the harshest environments in the solar system - Uranus. The pitch goes on - the chamois "has been built with the potential of providing lasting comfort up to 1,607,000,000 miles, coincidentally, the same distance from Earth to Uranus." CEO: Greg Hammann.

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# BROOMFIELD BUSINESS

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14A | FlatIron Crossing turns 10

## Interest mixed at Parkway Circle

*Residential projects move forward while commercial stands pat*

BY DOUG STORUM  
dstorum@bcbr.com

BROOMFIELD — Two-year-old plans for 180,000 square feet of office space and a business park in northwest Broomfield remain dormant, but residential projects continue to be built in the same area, across the street from ConocoPhillips' proposed global research and training center in Louisville.

Realtors are pushing the sale and leasing of town homes and condominiums and more units are under construction in Parkway Circle, located off of Storage Tek Loop nestled between the Northwest Parkway and U.S. Highway.

The nearby access to the major roads, the FlatIron Crossing mall and the future Broomfield FasTracks commuter rail station all seemed to give the property value when plans were established in 2008, shortly after ConocoPhillips announced it would build a Colorado campus across the street.

Developer John "Kim" Scott told the Business Report in 2008, "We have a long list people who want office space directly across from ConocoPhillips."

But planned projects in the commercial space in the area have gone dormant. Realtor Scot Garel of Denver-based Grubb & Ellis Co. indicated that a lack of interested commercial tenants has postponed construction plans for 180,000 square feet of office space in Parkway Circle I.

Sales for property or build-to-suit



DOUG STORUM

Realtors are pushing the sale and leasing of town homes and condominiums at Flats and Townes at Vantage Pointe in Broomfield.

deals on 74.3 acres offered through Denver-based Etkin-Johnson Group over the past couple of years on what would be the Broomfield Business Center, are nonexistent. The city and county of Broomfield has approved 2.3 million square feet of space for the center.

But several developers pushed forward with residential projects and most are completed, including Catalina Development Co.'s 376 luxury

apartments called Terracina Luxury Villas, A.G. Spanos Cos.' 297 apartment units called Catania, and Trammel Crow Residential's Flats and Townes at Vantage Pointe.

Terracina includes retail shops, a clubhouse, a gazebo, swimming pool and Jacuzzi. Monthly rents range from about \$995 to \$1,650.

Cantania's amenities include a spa, outdoor fire pit and private movie theater. Monthly rents range from

\$1,085 to \$1,525.

The Townes is a collection of three-story town homes, with four floor plans to choose from. The Flats have seven floor-plan options. One aspect of living at Vantage Pointe is its concierge service. An onsite community director can take care of numerous tasks, including making reservations, trip planning, and the coordination of services such as house cleaning and personal training.



DOUG STORUM

Construction continues on condominiums and town homes in Parkway Circle in northwest Broomfield. About 700 of 1,000 planned units have been completed.



DOUG STORUM

Catania Apartments' amenities include a spa, outdoor fire pit and private movie theater. Monthly rents range from \$1,085 to \$1,525.



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COURTESY FLATIRON CROSSING

FlatIron Crossing celebrated its 10th anniversary with a party Aug. 12, an extension of the Summer Nights Concert Series, seen in the file photograph, in the The Village at FlatIron Crossing.

## FlatIron Crossing turns 10

Shopping complex reflects Broomfield's growth

BY BUSINESS REPORT STAFF

news@bcbr.com

BROOMFIELD — FlatIron Crossing is celebrating its 10th anniversary this month, with what else, a month-long celebration centered around shopping.

The shopping complex owned by The Macerich Co. (NYSE: MAC) and private investment firm G.I. Partners, opened Aug. 11, 2000. It brought 1.5 million square feet of retail in a two-level enclosed shopping center with an adjoining 250,000-square-foot outdoor shopping village.

"FlatIron Crossing redefined the retail landscape of the north metro area when it opened in August of 2000," said Kim Campbell, senior property manager. "This celebration is our way of thanking the community for a decade of support and growth."

Designed to reflect the active, outdoor lifestyle of Colorado, FlatIron Crossing features an enclosed shopping mall and an adjoining outdoor entertainment village. In addition to retail, the property houses 30 acres of parks landscaped with native plants, streams, waterfalls and trails.

Most recently, FlatIron Crossing completed a renovation of the vacant Lord & Taylor anchor space, creating a location for three retailers — The Container Store, XXI Forever and Ultimate Electronics.

FlatIron Crossing changed the retail landscape when it opened in 2000 by introducing a more varied mix of fashion retailers to the northern metro Denver area. An anchor lineup led by Nordstrom and AMC 14 Theatres is complemented by more than 200 shops and restaurants.

With FlatIron Crossing at the center, the area around the property became valuable real estate.

Through that growth, the city and county of Broomfield has been sup-

“The partnership between Broomfield and Macerich has been beneficial for all of us. We can tie much of the growth in that area directly to the addition of FlatIron Crossing 10 years ago.”

**George Di Ciero**

MANAGER,

CITY AND COUNTY OF BROOMFIELD

ported with tax dollars and has been a draw for visitors who make the trip for shopping, dining and entertainment.

"Certainly the investment that brought FlatIron Crossing to Broomfield was a good one," said George Di Ciero, manager for the city and county of Broomfield. "The partnership between Broomfield and Macerich has been beneficial for all of us. We can tie much of the growth in that area directly to the addition of FlatIron Crossing 10 years ago."

Santa Monica-based Macerich is the nation's third-largest mall owner, operator and developer with 71 regional shopping centers totaling 74 million square feet of leasable space in 21 states.

The highlight of the month was the 10th Anniversary Celebration Party on Aug. 12. The party was an extension of the popular Summer Nights Concert Series in The Village at FlatIron Crossing. A concert featured Funkiphino, free roller skating at SummerSkate and retailer giveaways.

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**BCBRDAILY** from 2A

The company's cultured cell product is derived from a patient's bone marrow or fluid surrounding the patient's joints (synovial fluid). The cells are grown, processed, and mixed with drug products outside the body before being injected back into the patient.

Regenerative Sciences' cultured cell product is not approved by the FDA, and no adequate and well-controlled studies have been done to demonstrate its safety or effectiveness for any indication, the FDA said in a press release.

Regenerative Sciences has agreed to cease production of the cultured cell product while the case is pending, the FDA said.

**CU, NREL name RASEI director**

BOULDER — Michael L. Knotek has been named director of the Renewable and Sustainable Energy Institute, or RASEI, a joint-institute created by the University of Colorado at Boulder and the U.S. Department of Energy's National Renewable Energy Laboratory in Golden.

RASEI works on advancing solutions for producing energy economically from low-carbon sources.

Knotek has more than 35 years of experience of creating research directions in agency and institutional programs, projects and major research facilities. He also has been involved in strategic planning and project management for multidisciplinary and multi-institutional programs and facilities, including DOE biological programs, high-performance computing, national facilities such as synchrotrons, environmental research and many aspects of energy science

and technology.

Knotek will focus on renewable energy research within RASEI, one of the world's leading university and federal laboratory partnerships. He will have overall responsibility for management of RASEI's CU-Boulder and NREL research fellows and private-sector Leadership Council.

**Revelry invests in Data Garden**

BOULDER — Revelry Brands, A Boulder-based investment firm, has acquired a minority stake in Data Garden.


Data Garden is a New York City-based data-analytics company that helps natural food brands capture vendor sales data.

Terms of the deal that closed July 30 were not disclosed.

Data Garden has developed a code process that analyzes raw vendor sales data, standardizes it into a reporting data model, and provides multiple reports including average price and sales information and demo and promotion profitability. Data Garden delivers the reports via cloud computing using a web browser that requires no installation effort, IT staff or technology investment on the part of the client.

Data Garden will use Revelry's investment to grow sales, expand existing marketing, and increase awareness of its business and its technology.

"We are excited to be investing in a technology company that is still well-aligned with our mission to focus on businesses in the natural foods and consumer packaged goods arenas," said Brendan Synnott, founder of Revelry Brands.



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# NATURAL PRODUCTS

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## 17A | Natural-Product Companies



MICHAEL MYERS

"We try to find the best organic ingredients, and we get them from all over," said Shari Leidich, founder and president of Two Moms in the Raw, a Lafayette-based company that makes and distributes healthy, organic snacks. Pictured with Leidich is her son, Owen.

# Uncooked, organic snacks big hit

BY HEATHER MCWILLIAMS  
news@bcbr.com

LAFAYETTE — Some moms tackle family meals and snacks armed with boiling water, hot ovens and a sturdy apron, but Shari Leidich does it in the raw ... and she does it for customers across the country.

Leidich's company, Two Moms in the Raw, hand makes organic, raw and often gluten-free crackers, granola and snacks and sells the wholesome goodies to large-scale distributors such as Whole Foods and Vitamin Cottage. The company began after the birth of Leidich's third child and a diagnosis of multiple sclerosis for the mom in 2004.

"When I was diagnosed with MS, I tried the conventional route and my body got worse," Leidich said. She began searching for alternative therapies including lots of rest, exercise and a raw diet. Proponents of a raw diet argue that food loses many essential nutrients and enzymes when heated to an internal temperature hotter than 105 degrees, Leidich said, nutrients that the body needs to function properly.

"When (Shari) first got ill, her arms, her legs they were like foreign objects to her," said Marsha Koolik,

## *Two Moms in the Raw growing through large-scale distribution*

Shari's mother and the second mom of Two Moms in the Raw. Over the course of several months eating raw Leidich recovered, something she attributes in large part to her raw diet. That's when one morning, pajama-clad and sitting in her kitchen, the idea of turning raw foods into a business began to sprout.

She began taking her raw recipes and snacks to potlucks and friends' houses.

"It was gone in seconds," Leidich said. It quickly became clear Leidich's friends had a healthy appetite for things in the raw.

"They were putting us in the poor house because they were taking so much of it," said Greg Leidich, Shari's husband. "We decided to make them pay for it."

In 2006, Two Moms in the Raw took root and has grown at a steady pace ever since, said Greg Leidich. They now employ 18 people, sell eight different products and run out

of a kitchen-equipped space in Lafayette. They are currently testing new products in California. If these sell well, they'll hit store shelves across the country.

While Shari typically creates the recipes by trial and error in her home kitchen — often surrounded by kids, neighbors and whoever else shows up — all the products sold by Two Moms come from their Lafayette space.

"We produce everything by hand, hand label and hand pack it," Greg Leidich said. He left his job in telecommunications to become general manager of Two Moms two years ago. Shari's mom travels and gives product demos. Greg's father helps with the books and everyone taste-tests.

Two Moms in the Raw worked with the Boulder Innovation Center to grow the business in the right direction. A team of Innovation Center advisers helped Two Moms refine its finance, marketing and production plans. Something that made a differ-

**TWO MOMS IN THE RAW** worked with the Boulder Innovation Center to grow the business in the right direction. A team of Innovation Center advisers helped Two Moms refine its finance, marketing and production plans.

ence, Greg Leidich said.

"They were very helpful ... we would not hesitate to return to them to help us in the future," Leidich said.

They also carefully scout ingredients for their products.

"We try to find the best organic ingredients, and we get them from all over," Shari Leidich said. They focus on high product quality rather than simply cost. The ingredient list stays short and sweet.

"You don't have to Google any ingredients to try and figure out what it is," Greg Leidich said, ingredients

► See **Snacks, 17A**





# NATURAL-PRODUCTS COMPANIES

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

| RANK | PREV. RANK | Company Office fax   | Revenue 2009<br>Revenue 2008       | No. of employees in region<br>No. of employees elsewhere | Imports? Exports? | Products/services description  | Parent company Headquarters                     | PrivPubGov | Person in charge<br>Title<br>Year founded<br>Web site   |
|------|------------|--|------------------------------------|--|-------------------|--|---|------------|---|
| 1    | NR         | <b>WHOLE FOODS MARKET INC.</b><br>2905 Pearl St.<br>Boulder, CO 80301<br>303-545-6611/303-545-6633   | \$8,031,600,000<br>N/A             | 385<br>1,365   | Yes<br>No         | Organically grown produce, fresh-baked goods, deli foods, florist.   | Austin, Texas                                   | Public     | John P. Mackey<br>CEO<br>1980<br>www.wholefoods.com   |
| 2    | 1          | <b>WHITEWAVE FOODS CO.</b><br>12002 Airport Way<br>Broomfield, CO 80021<br>303-635-4000/303-635-5657   | \$2,000,000,000<br>\$1,500,000,000 | 542<br>2,269   | No<br>No          | Horizon offers organic and natural dairy products; Silk offers soy and almond milk products; International Delight non-dairy coffee creamer; Land O' Lakes liquid and cultured dairy products; The Organic Cow organic dairy products. | Dean Foods Co.<br>Dallas                        | Public     | Blaine McPeak<br>CEO, President<br>2004<br>www.whitewave.com  |
| 3    | 2          | <b>CELESTIAL SEASONINGS INC.</b><br>4600 Sleepytime Drive<br>Boulder, CO 80301<br>303-530-5300/303-581-1332                                  | \$1,135,310,000<br>\$1,056,400,000 | 200<br>2,002   | No<br>Yes         | Herbal and specialty teas, and fair-trade organic coffee.  | The Hain Celestial Group Inc.<br>Melville, N.Y. | Public     | David Ziegert<br>Acting General Manager<br>1972<br>www.celestialseasonings.com                                |
| 4    | 3          | <b>MARTEK BIOSCIENCES CORP.</b><br>4909 Nautilus Court N., Suite 208<br>Boulder, CO 80301<br>303-381-8100/303-381-8181                       | \$345,200,000<br>\$352,400,000     | 31<br>587  | No<br>Yes         | Lab location for manufacturer and retailer of products developed from microalgae.  | Columbia, Md.                                   | Public     | Steve Dubin<br>Director<br>1985<br>www.martekbio.com  |
| 5    | 4          | <b>GAIAM INC.</b><br>833 W. South Boulder Road<br>Louisville, CO 80027<br>303-222-3600/303-222-3700  | \$278,500,000<br>\$257,200,000     | 230<br>587   | Yes<br>Yes        | Environmentally friendly products; other goods and services for a healthy lifestyle.   | Louisville                                      | Public     | Lynn Powers<br>1988<br>www.gaiam.com  |
| 6    | NR         | <b>SMART BALANCE INC.</b><br>6106 Sunrise Ranch Drive<br>Longmont, CO 80503<br>303-682-1982/N/A  | \$239,500,000<br>\$221,900,000     | N/A<br>73  | No<br>No          | Acquires food and beverage companies.  | N/A   | N/A        | Stephen Hughes<br>N/A<br>www.smartbalance.com   |
| 7    | 6          | <b>PHARMACA INTEGRATIVE PHARMACY CORPORATE OFFICE</b><br>4940 Pearl East Circle, Suite 301<br>Boulder, CO 80301<br>303-442-2304/303-442-4605 | \$81,000,000<br>\$61,539,000       | N/A<br>N/A   | No<br>No          | Combines pharmacy services and over-the-counter medications with natural health and beauty products, delivered by licensed health-care practitioners.  | Boulder   | Private    | Barry Perzow<br>Mark Panzer<br>Chairman, Founder<br>CEO, President<br>2000<br>www.pharmaca.com                |
| 8    | 7          | <b>ECO-PRODUCTS INC.</b><br>4755 Walnut St.<br>Boulder, CO 80301<br>303-449-1876/303-449-1877  | \$48,000,000<br>\$36,522,000       | 54<br>N/A  | Yes<br>Yes        | Leading brand of single-use food service products made from renewable and recycled resources.  | Boulder   | Private    | Bob King<br>CEO<br>1990<br>www.ecoproducts.com  |
| 9    | NR         | <b>ELDORADO ARTESIAN SPRINGS INC.</b><br>1783 Dogwood St.<br>Louisville, CO 80027<br>303-499-1316/303-499-1339                               | \$8,476,776<br>\$9,290,867         | 65<br>N/A  | No<br>No          | Bottler and distributor of natural spring water and organic, vitamin-charged spring water.   | Louisville                                      | Public     | Douglas A. Larson<br>1983<br>www.eldoradosprings.com  |
| 10   | 10         | <b>MERIDIAN TRADING CO.</b><br>1136 Pearl St., Suite 201<br>Boulder, CO 80302<br>303-442-8683/303-442-8684                                   | \$6,500,000<br>\$5,800,000         | 1<br>0   | Yes<br>Yes        | Represents companies worldwide selling beverage herbs, medicinal herbs, herbal extracts, teas and spices.  | Boulder   | Private    | David Black<br>President<br>1984<br>www.meridiantrading.com   |
| 11   | NR         | <b>ELLIE'S ECO HOME STORE INC.</b><br>2525 Arapahoe<br>Boulder, CO 80302<br>303-952-1004/303-468-0447  | \$2,392,000<br>\$1,857,000         | 16<br>0  | Yes<br>No         | Eco-friendly products for people and their homes.  | N/A   | N/A        | Steve Savage<br>CEO, President<br>2007<br>www.elliesscotechstore.com  |
| 12   | 13         | <b>BLUE POPPY ENTERPRISES INC.</b><br>1990 No. 57th Court, Unit A<br>Boulder, CO 80301<br>303-447-8372/303-245-8362                          | \$2,366,387<br>\$2,800,000         | 12<br>N/A  | Yes<br>Yes        | Chinese medical research, textbooks, herbal products, acupuncture needles and treatment room supplies.   | Boulder   | Private    | Bruce Staff<br>General Manager<br>1981<br>www.bluepoppy.com   |
| 13   | NR         | <b>ORGANIC VINTNERS</b><br>1628 Walnut St.<br>Boulder, CO 80302<br>303-245-8773/303-245-8911   | \$1,109,468<br>\$1,300,000         | 2<br>N/A   | Yes<br>Yes        | Imports over 50 wines made with certified organic grapes from 23 wine growing regions in nine countries.   | Boulder   | Private    | Paolo Bonetti<br>President<br>2002<br>www.organicvintners.com   |
| 14   | NR         | <b>WISHGARDEN HERBS</b><br>3100 Carbon Place, No. 103<br>Boulder, CO 80301-6134<br>303-516-1803/303-516-1804                                 | \$1,056,000<br>\$823,500           | 19<br>N/A  | No<br>No          | Medicinal herbal preparations.   | Boulder   | Private    | Catherine Hunziker<br>Pres & Secr<br>1979<br>www.wishgardenherbs.com  |
| 15   | 15         | <b>BOULDER ICE CREAM CO.</b><br>4747 Pearl St., Suite M-1<br>Boulder, CO 80301<br>303-494-0366/303-494-5589                                  | \$971,000<br>\$860,000             | 7<br>N/A   | No<br>No          | All-natural, batch-churned ice cream in an array of flavors; available in pints for retail and bulk for food service.  | Boulder   | Private    | Scott Roy<br>Glennise Humphrey<br>President<br>Vice President of Marketing<br>1993<br>www.bouldericecream.com |
| 16   | NR         | <b>BOBO'S OAT BARS</b><br>4725 Nautilus Court, Suite 1<br>Boulder, CO 80301<br>303-938-1977/303-938-8532                                     | \$725,000<br>\$550,000             | 10<br>N/A  | No<br>No          | Manufactures all-natural, vegan, wheat-free breakfast and energy bars using non-refined, mostly organic ingredients.   | Boulder   | Private    | Beryl Stafford<br>Owner<br>2003<br>www.bobosootbars.com   |
| 17   | NR         | <b>BHAKTI CHAI</b><br>875 Ninth St.<br>Boulder, CO 80203<br>303-484-8770/N/A   | \$574,000<br>N/A                   | 11<br>N/A  | No<br>No          | Micro-brewed concentrate that is a blend of fresh pressed organic ginger and spices, in a sweet broth of antioxidant-rich fair trade tea.  | N/A   | N/A        | Brook Eddy<br>Founder/CEO<br>2006<br>www.bhaktichai.com   |
| 18   | NR         | <b>SOIL HEALTH SOLUTIONS LLC - DBA ORGANIC BOUNTEA</b><br>948 North St., Suite 5<br>Boulder, CO 80304<br>800-798-0765/707-709-8879           | \$300,000<br>\$150,000             | 3<br>4   | Yes<br>No         | Manufacturer and seller of the Bountea Growing System, which produces faster-growing and larger plants.  | Boulder   | Private    | Roland Evans<br>John Evans<br>CEO<br>Founder, President<br>2006<br>www.bountea.com                            |
| 19   | NR         | <b>ENGLISH RETREADS</b><br>P.O. Box 2366<br>Boulder, CO 80306<br>303-258-1625/303-258-8191   | \$181,274<br>\$254,759             | 2<br>0   | No<br>No          | High-fashion handbags and accessories, using ecologically sound products.  | Boulder   | N/A        | 2001<br>www.EnglishRetreads.com   |
| 20   | NR         | <b>CHARTER BAKING</b><br>3300 Walnut St., Unit C<br>Boulder, CO 80301<br>303-447-0495/303-447-0516   | N/A<br>N/A                         | 120<br>180   | N/A<br>N/A        | Charter Baking owns Rudji's Organic Bakery, The Baker Organic, Vermont Bread Company and Matthew's All Natural.  | N/A   | N/A        | Jane Miller<br>CEO<br>N/A<br>www.rudisbakery.com  |
| 21   | 8          | <b>MADHAVA MOUNTAIN GOLD HONEY</b><br>4689 Ute Highway<br>Longmont, CO 80503<br>303-444-7999/303-823-5755                                    | N/A<br>\$12,000,000                | 46<br>N/A  | Yes<br>Yes        | Clover, alfalfa and wild-flower honey; beeswax and bee pollen from the Colorado region; organic agave nectar.  | Longmont  | Private    | Craig Gerbore<br>President<br>1972<br>www.madhavahoney.com  |
| 22   | 12         | <b>IZZE BEVERAGE CO.</b><br>2990 Center Green Court S.<br>Boulder, CO 80301<br>303-327-5515/303-327-5519                                     | N/A<br>\$5,200,000                 | 31<br>N/A  | No<br>No          | Manufactures natural juice sodas.  | PepsiCo Inc.<br>Boulder                         | Public     | Sal Totoro<br>Vice President of Operations<br>2002<br>www.izze.com  |
| 23   | NR         | <b>OLOMOMO NUT CO.</b><br>8015 Grasmere Drive<br>Boulder, CO 80301<br>303-475-4827/N/A   | N/A<br>N/A                         | 25<br>N/A  | No<br>No          | Original, all natural and organic kettle-roasted nuts, coated with exotic spices and unique flavor blends.   | Boulder   | Private    | Justin Perkins<br>Founder and CEO<br>2008<br>www.olomomo.com  |
| 24   | 20         | <b>MIX1 BEVERAGE CO.</b><br>1965 N. 57th Court, Suite 102<br>Boulder, CO 80301<br>720-980-8390/N/A   | N/A<br>N/A                         | 24<br>N/A  | No<br>No          | Produces and markets protein and antioxidant beverage.   | Boulder   | Private    | Bob Pinkerton<br>CEO<br>2005<br>www.mix1life.com  |
| 25   | 11         | <b>PANGEA ORGANICS</b><br>6880 Winchester Circle, South Bay<br>Boulder, CO 80301<br>303-413-8493/760-447-4479                                | N/A<br>\$5,400,000                 | 12<br>N/A  | No<br>Yes         | Offers a full line of organic body and skin-care products made with a natural preservative system and without synthetics of any kind, including petroleum-based ingredients or parabens.   | Pangea Naturals Inc.<br>Boulder                 | Private    | Joshua Onysko<br>CEO, Founder<br>2000<br>www.pangeaorganics.com   |
| 26   | NR         | <b>JUSTIN'S NUT BUTTER</b><br>409 Spruce St.<br>Boulder, CO 80302<br>303-449-9559/303-449-9559   | N/A<br>N/A                         | 6<br>6   | No<br>No          | Organic nut butter manufacturing.  | Boulder   | Private    | Justin Gold<br>Owner<br>2004<br>www.justinsnutbutter.com  |
| 27   | 16         | <b>BELVEDERE BOULDER LLC (DBA: BELVEDERE BELGIAN CHOCOLATE SHOP)</b><br>1936 14th St.<br>Boulder, CO 80302<br>303-447-0336/N/A               | N/A<br>\$252,000                   | 4<br>N/A   | No<br>No          | Hand-crafted, all-natural Belgian-style chocolates; custom chocolates and chocolate bars; company logos on chocolates; always gluten free; over a dozen varieties of vegan truffles  | Boulder   | Private    | Chris Toomey<br>Maryfrances Toomey<br>Co-owner<br>Co-owner<br>2002<br>www.belvedereboulder.com                |

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

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Beth Edwards

## SNACKS from 16A

such as organic oats, millet, flaxseed, apples, sea salt and agave.

The chewy, tasty treats meet with Boulder herbalist, author and Naropa University professor Brigitte Mars' approval. She eats Two Moms in the Raw products and feeds them to her family. They appeal to her on several levels.

"I think parents are looking for

snacks that are part of balanced eating as opposed to empty calories," Mars said. She helped introduce Shari to raw eating after Shari's MS diagnosis and said eating raw improves people's physical and emotional health.

Two Moms raw products have the added benefit of being good on the go.

"They're very packable, likely not

to be squished or taken away by customs like a fresh banana may be," Mars said. They also contain nutrients found in grain dishes often difficult to locate when rushing through an airport or at the typical convenience store, Mars said, making eating right while traveling easier.

Creating a successful business isn't

the only thing Shari gets out of Two Moms, either, said her mom. People from across the country share their stories of the benefits of a raw diet with Shari. It's something Koolik thinks helps her daughter.

"She has done amazing things for herself," Koolik said. "But then she gives out, and I think it makes her stronger."



# PETS AND VETS

BCBR.COM

**19A | Pets and Vets Directory, 20A | Pet-Product Manufacturers**


PETER WAYNE

Marty Grosjean, center, chief executive of Boulder-based Only Natural Pet Store LLC in Boulder, is benefiting from a growing trend of people treating their pets to natural food and treats. The company, founded in 2004, has grown to 40 employees including Kristy Gooch, left, visual standards coordinator; and Morgan Minch, a nutrition consultant; at its store on Pearl Street in Boulder. Also pictured is Benjamin, Gooch's dog.

## Pet health-food industry grows

*Boulder retailer enjoys six straight years of profitability*

BY JULES MARIE  
news@bcbcr.com

BOULDER — Marty Grosjean is passionate about educating pet owners about the benefits of using natural pet products.

"People are feeding the equivalent of Frosted Flakes to their dogs and cats for breakfast, lunch and dinner their whole lives. It keeps them alive, but they're not too healthy," said Grosjean, chief executive of Only Natural Pet Store LLC in Boulder.

It appears some pet owners are listening. The company, Grosjean said, has been profitable since it opened as an online store in 2004. Initially, the website offered about 300 items. Today it sells several thousand all-natural, earth-friendly dog and cat products including natural foods, supplements, treats, chews and bones, grooming supplies, flea-and-tick remedies, toys, beds, collars and leashes.

In 2008, Grosjean opened a retail store near Whole Foods Market on Pearl Street in Boulder and is considering adding more stores. The company employs 40 people.

The pet products industry is estimated to ring in \$43.5 billion in sales with expected growth of 4.8 percent in 2010, according to the American Pet Products Association. Grosjean said his company is growing faster than the category with 10

percent year over year growth and expects it exceed that in 2010.

Sales at the brick-and-mortar storefront accounts for about 10 percent of sales with online sales bring in 90 percent of the revenue.

Grosjean believes the company's growth can be attributed to opening the business when the market was posting growth combined with people's renewed interest in using natural foods, supplements and holistic remedies for themselves while discovering these same alternative approaches work just as well for animals. The pet food recall of 2007 also generated an increased awareness of the dangers of many un-natural pet food brands and drove shoppers to natural pet stores.

Its private label line, called Only Natural Pet, includes 100 items and accounts for about 25 percent of sales. Only Natural Pet brand is manufactured by eight companies in the U.S. and is 40 percent to 50 percent more profitable than selling other company's brands.

Grocery and pet stores carry a wide variety of choices, but the mix of natural products is slim, Grosjean explained. He has plans to launch an all-natural, value-added private label product line and offer it to pet specialty stores and natural grocery chains. Grosjean will sell direct initially and may consider using distributors in the future.

Only Natural Pet's best-selling product is a dehydrated dog food it introduced a year ago. It's EasyRaw — a dehydrated blend of raw meat, veggies and fruits. Once rehydrated with water, it's a bowl of soup with real chunks of chicken, sweet potatoes, carrots and celery.

"It's much healthier than traditional dog food because the process to make kibble uses a high temperature that kills nutrients — then they spray vitamins and minerals back on. It's the difference between eating a salad and a Big Mac," Grosjean said. Dehydrated food is a promising area for Grosjean, and he plans to launch additional flavors for both dogs and cats.

Other top sellers include Immune Strengthener, All-in-One Flea Remedy, which Grosjean said can be eaten, and edible dog chews that are made from free-range cattle, not rawhide which is hard to digest and has little nutritional value.

"We counsel shoppers to not just change the food they're buying but to try supplements for allergies, glucosamine for joint stiffness, or Echinacea for infections," he said.

Only Natural Pets plans to make more natural flea-and-tick control products. "Traditional flea control products are loaded with pesticides which the skin absorbs. They stay there for months and pets often have adverse reactions to them," Grosjean said.

## Vet clinic raises funds for military working dogs

BY DOUG STORUM  
dstorum@bcbcr.com

LONGMONT — Aspen Meadow Veterinary Specialists in Longmont has raised \$5,000 so far with its fundraiser to fill care packages for six U.S. Marine Corps bomb-sniffing dogs working in Afghanistan.

The dogs are trained to smell explosives and materials used to build improvised explosive devices. The dogs go with the Marines everywhere, whether by foot, in helicopters or armored vehicles. The handlers and dogs work closely with Afghan police forces to establish and maintain security of the area.

The money collected will be used for Lactated Ringer's solution to be administered under the dog's skin to keep them hydrated in the extreme heat. The temperatures in Afghanistan can exceed 120 degrees during the summer months. In addition to the supplies purchased, the money will be used for shipping costs and other items such as rawhides, toys and all-weather booties for the dogs.

"It takes a lot to help keep a working dog healthy and comfortable out here in this climate," said Staff Sgt. Matthew Hill of Longmont, with the 11th Marine Artillery Regiment and the battalion's kennel master.



Staff Sgt. Hill

Aspen Meadow has shipped six boxes, one for each dog and handler. Each box contains six one-liter bags of solution, six fluid lines, dog treats and candy, and a personalized note of gratitude.

Kelly Walker, a certified veterinary technician at Aspen Meadow who is heading up the fundraiser, said the response from the community is more than she expected.

"We are getting ready to send out another six boxes," she said. While Aspen Meadow's immediate priority is with Staff Sgt. Hill and his team of handlers and dogs, Walker said any money that is remaining from this fundraiser will be used toward other working dogs in Colorado, such as search and rescue, and police dogs.

To donate, contact Walker at 303-678-8844 or send checks payable to AMVS, 104 S. Main St., Longmont, CO 80501.



# PETS AND VETS DIRECTORY

## PET BOARDING

### ARAPAHOE ANIMAL HOSPITAL

5585 Arapahoe Ave.  
Boulder, CO 80303  
303-442-7033/303-447-2052  
**Person in charge:** Bonnie Lynn Abbott, DVM;  
Greg D. Hayes, DVM; Alan M. Myers, DVM;  
Scott Smith, DVM; Carisa Ralph, DVM  
**Website:** www.arapahoehospital.com

### ARTISTIC PET GROOMING & BOARDING

1705 W. 10th Ave.  
Broomfield, CO 80020  
303-466-8888

### BOULDER VALLEY CAT CLINIC PC

2825 Wilderness Place, Suite 200  
Boulder, CO 80301  
303-444-6369  
**Person in charge:** David Etges, DVM  
**Website:** www.bvcats.com

### BROADWAY ANIMAL HOSPITAL

1405 S. Broadway  
Boulder, CO 80305  
303-499-5505/303-499-0211  
**Person in charge:** Lee A. Woods, DVM; Pat-  
rick Kalenzi, DVM  
**Website:** www.broadwayanimal.com

### CAMP BOW WOW

1705 W. 10th Ave.  
Broomfield, CO 80020  
303-469-9972/303-469-9971  
**Services:** Dog day care and boarding  
**Website:** www.campbowwowusa.com

### CAMP BOW WOW HEADQUARTERS

1877 Broadway, Suite 101  
Boulder, CO 80302  
720-259-2251  
**Employees:** 28  
**Services:** National pet-care franchise.  
**Person in charge:** Heidi Ganahl, CEO  
**Year founded:** 2000  
**Website:** www.campbowwow.com

### CAMP BOW WOW

3631 Pearl St  
Boulder, CO 80301  
303-442-2261  
**Services:** Dog day care and boarding.  
**Website:** www.campbowwow.com

### CANINE CAMPOVERS LLC

(locations vary)  
Boulder, CO  
303-998-1111  
**Services:** Dog spends day and night in a state-  
licensed and inspected private home of a care-  
giver. Each caregiver has a safely fenced yard  
for playtime and each dog eats their own food  
from home at meal hours. No generic diets and  
no days or nights spent in crates or cages.  
**Website:** www.caninecampovers.com

### COTTONWOOD KENNELS

7275 Valmont Road  
Boulder, CO 80303  
303-442-2602  
**Services:** Boarding and grooming.  
**Website:** www.cottonwoodkennels.com

### DOG CITY

2907 55th St., Unit 6  
Boulder, CO 80301  
303-473-9963/303-440-6575  
**Services:** Dog day care, hotel, grooming,  
retail, training.  
**Person in charge:** Pam Fresquez and John  
Fresquez, Owners  
**Year founded:** 1997  
**Website:** www.dogcityboulder.com

### GUNBARREL VETERINARY CLINIC

4636 N. 55th St.  
Boulder, CO 80301  
303-530-2500  
**Person in charge:** Louis Brad, DVM; Judith A.  
Welcome, DVM; Leslie T. Williams, DVM  
**Website:** www.gunbarrelvet.com

### LOUISVILLE FAMILY ANIMAL HOSPITAL

332 S. McCaslin Blvd.  
Louisville, CO 80027  
303-661-0702  
**Person in charge:** Greg Collins, DVM; Ami  
VanDeventer, DVM; Katie Smith, DVM  
**Website:** www.caringforyourpets.com

### THE DIVINE CANINE LLC

1141 South St.  
Louisville, CO 80027  
303-464-1380/303-495-3548  
**Employees:** 7  
**Services:** Doggy daycare, overnight boarding, dog  
training, dog grooming, natural foods and treats  
**Person in charge:** Sarah Nissen, Owner;  
Kristy Smith, General Manager

**Year founded:** 2004

**Website:** www.divinecanine.net

### THE DOG SPOT

5155 Arapahoe Ave.  
Boulder, CO 80301  
720-565-3647  
**Services:** Dog daycare and boarding.  
**Website:** www.dogspotboulder.com

### WHISPERING PINES PET RESORT

14360 N. 83rd St.  
Longmont, CO 80503  
303-776-3907/303-485-6389  
**Services:** Dog and cat boarding, dog daycare  
and training.  
**Website:** www.whisperingpinespetresort.net

## PET GROOMING

### BOULDER PET GROOMING

1805 Walnut St.  
Boulder, CO 80302  
303-442-6888

### BROADWAY ANIMAL HOSPITAL

1405 S. Broadway  
Boulder, CO 80305  
303-499-5505/303-499-0211  
**Person in charge:** Lee A. Woods, DVM; Pat-  
rick Kalenzi, DVM  
**Website:** www.broadwayanimal.com

### COTTONWOOD KENNELS

7275 Valmont Road  
Boulder, CO 80303  
303-442-2602  
**Services:** Boarding and grooming.  
**Website:** www.cottonwoodkennels.com

### DOG CITY

2907 55th St., Unit 6  
Boulder, CO 80301  
303-473-9963/303-440-6575  
**Services:** Dog day care, hotel, grooming,  
retail, training.  
**Person in charge:** Pam Fresquez, Owner;  
John Fresquez, Owner  
**Year founded:** 1997  
**Website:** www.dogcityboulder.com

### DOGGIE DOS

10685 Ross Court  
Broomfield, CO 80021  
303-469-5457

### LAUND-UR-MUTT

637 S. Broadway, Unit P  
Boulder, CO 80305  
303-543-9592  
**Website:** www.laundurmutt.com

### LOVE YOUR CAT

4443 Driftwood Place  
Boulder, CO 80301  
303-581-9536

### PAMPERED POOCH GROOMING

2750 Glenwood Drive  
Boulder, CO 80304  
303-444-0508

### PEAK TO PEAK GROOMING

4949 Broadway  
Boulder, CO 80304  
303-442-0269

### PETCO

205 Ken Pratt Blvd., Suite 280  
Longmont, CO 80501  
720-652-4642  
**Website:** www.petco.com

### PETCO

2480 Arapahoe Ave.  
Boulder, CO 80302  
303-544-1888  
**Website:** www.petco.com

### PETCO

12163 N. Sheridan Blvd.  
Broomfield, CO 80020  
303-635-1540  
**Website:** www.petco.com

### PETSMART

1125 S. Hover Road  
Longmont, CO 80501  
303-702-9526  
**Website:** www.petsmart.com

### PETSMART

1850 30th St.  
Boulder, CO 80301  
303-449-0201  
**Website:** www.petsmart.com

### PETSMART

402 Center Drive  
Superior, CO 80027  
303-543-6060  
**Website:** www.petsmart.com

### STRUTTIN' PUP

2850 Arapahoe Road, Suite 110  
Lafayette, CO 80026  
303-665-3038  
**Employees:** 12  
**Services:** All-natural pet foods and treats,  
unique collars, toys and beds, self-serve  
wash, bath and brush, full-service grooming.  
**Person in charge:** Julie Ralston, Owner;  
Kirsten Bailey, Owner; Jennifer Riggs, Manager  
**Year founded:** 2002  
**Website:** www.struttinpup.com

### THE CLASSIC CLIP

555 Highway 287, Unit K-9  
Broomfield, CO 80020  
303-466-1188

**Services:** Professional dog and cat grooming.  
**Website:** www.broomfieldpetgrooming.com

### THE DIRTY DOG GROOMING AND PET BOUTIQUE

1100 Highway 287  
Broomfield, CO 80020  
303-469-9490  
**Website:** www.dirtydoggrooming.com

### THE DIVINE CANINE LLC

1141 South St.  
Louisville, CO 80027  
303-464-1380/303-495-3548

**Employees:** 7  
**Services:** Doggy daycare, overnight boarding,  
dog training, dog grooming, natural foods  
and treats  
**Person in charge:** Sarah Nissen, Owner;  
Kristy Smith, General Manager  
**Year founded:** 2004  
**Website:** www.divinecanine.net

### THE GROOM CLOSET

70 Marble St.  
Broomfield, CO 80020  
303-410-0308

### THE HYDRANT

2900 Valmont Road  
Boulder, CO 80301  
303-442-7550

### THE LITTLE GROOMER

1130 Pine St.  
Louisville, CO 80027  
303-666-0545

### UNLEASHED ULTIMATE DOG CENTER

459 S. McCaslin Blvd.  
Louisville, CO 80027  
303-554-9343  
**Website:** www.unleashyourdog.com

### WHOLE PETS

2835 Pearl St., Suite B  
Boulder, CO 80301  
303-444-4733  
**Person in charge:** Carol Kuzdek, Owner  
**Year founded:** 2001  
**Website:** www.wholepets.com

## PET PRODUCTS

### APOGEE COMMUNICATIONS GROUP

159 Alpine Way  
Boulder, CO 80304  
303-443-8473/303-443-0500  
**Services:** Pet emergency first DVD series,  
HD medical and safety videos and DVDs;  
video production services; also for television.  
4K high-definition video including vertical  
HD for trade shows, medical and corporate  
productions.  
**Person in charge:** Arthur J. Levy, President  
**Year founded:** 1966  
**Website:** www.apogeevideo.com

### BISON DESIGNS LLC

735 S. Lincoln Ave.  
Longmont, CO 80501  
303-678-9911/303-678-9988  
**Services:** Climbing belts and accessories; pet  
accessories; promotional products.  
**Person in charge:** Brian Kelleghan, Owner  
**Year founded:** 1987  
**Website:** www.bisondesigns.com

### BOULDER DOG FOOD CO. LLC

P.O. Box 4417  
Boulder, CO 80306  
303-449-2540/303-443-0155  
**Employees:** 6  
**Services:** Gourmet dog and cat food and treats.  
**Person in charge:** Ed Withers, Co-owner  
**Year founded:** 2002  
**Website:** www.boulderdogfoodcompany.com

### DOGVITALS INC.

2710 Regis Drive  
Boulder, CO 80305  
888-898-3647/303-499-1394  
**Services:** Antioxidant supplements for dogs.

➤ See **Vets, 21A**

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- Surgery and internal medicine treatment and services led by Dr. Matt Rooney of Longmont's Aspen Meadows Veterinary Specialists
- Serving Boulder Valley and communities along the Front Range

3640 Walnut St., Boulder, CO 80301  
303-443-GLOW (4569) • [www.AlpenglowVets.com](http://www.AlpenglowVets.com)





# PET-PRODUCT MANUFACTURERS

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

| RANK | PREV. RANK | Company Address Phone/Fax   | Revenue 2009 Revenue 2008 | No. of local employees | Products/Services   | Where sold locally?                          | Person in charge Year founded Web site E-mail  |
|------|------------|---|---------------------------|------------------------|---|--|--|
| 1    | 1          | <b>BOULDER DOG FOOD CO. LLC</b><br>P.O. Box 4417<br>Boulder, CO 80306<br>303-449-2540/303-443-0155                    | \$322,872<br>\$273,336    | 6                      | Gourmet dog and cat food and treats.  | N/A  | Ed Withers, Co-owner<br>2002<br>www.boulderdogfoodcompany.com<br>ed_withers@yahoo.com  |
| 2    | 3          | <b>NITE IZE INC.</b><br>5660 Central Ave.<br>Boulder, CO 80301<br>303-449-2576/303-449-2013                           | N/A<br>N/A                | 50                     | Flashlight, L.E.D., dog collars, mobile and hardware accessories; produces Inka pens.   | N/A  | Rick Case, Owner, President<br>1989<br>www.niteize.com<br>info@niteize.com   |
| 3    | NR         | <b>ONLY NATURAL PET STORE</b><br>5541 Central Ave., Suite 201<br>Boulder, CO 80301<br>720-406-7475/720-406-7522       | N/A<br>N/A                | 40                     | Manufactures vitamins, supplements, treats, grooming supplies, food and flea remedies; also a multi-channel retailer of natural pet supplies for dogs and cats.   | N/A  | Martin Grosjean, President<br>2004<br>www.onlynaturalpet.com<br>service@onlynaturalpet.com   |
| 4    | 4          | <b>BISON DESIGNS LLC</b><br>735 S. Lincoln Ave.<br>Longmont, CO 80501<br>303-678-9911/303-678-9988                    | N/A<br>N/A                | 30                     | Climbing belts and accessories; pet accessories; promotional products.  | N/A  | Brian Kelleghan, Owner<br>1987<br>www.bisondesigns.com<br>sales@bisondesigns.com   |
| 5    | NR         | <b>STRUTTIN' PUP</b><br>2850 Arapahoe Road, Suite 110<br>Lafayette, CO 80026<br>303-665-3038                          | N/A<br>N/A                | 12                     | All-natural pet foods and treats, unique collars, toys and beds, self-serve wash, bath and brush, full-service grooming.  | N/A  | Julie Ralston, owner<br>Kirsten Bailey, owner<br>Jennifer Riggs, manager<br>2002<br>www.struttinpup.com<br>struttinpup@hotmail.com |
| 6    | NR         | <b>RAPIDPRO MANUFACTURING CORP.</b><br>14478 E. I-25 Frontage Road<br>Longmont, CO 80504<br>970-535-0550/970-535-0552 | N/A<br>N/A                | 9                      | Total product design, prototype parts, cast urethane parts, metal coatings, tooling/injection molding and contract manufacturing.   | N/A  | Ron A. Angstead, CEO, President<br>Guy Dodds, Vice President, Business Development<br>1994<br>www.rapidpro.com<br>rpc@rapidpro.com |
| 7    | 7          | <b>IN CLOVER INC.</b><br>3131 Indian Road<br>Boulder, CO 80301<br>303-581-9619/303-447-1734                           | N/A<br>N/A                | 6                      | Joint, Dental, and digestive supplements for companion animals; dental snacks.  | N/A  | Rebecca Rose, CEO, President<br>1996<br>www.inclover.com<br>info@inclover.com  |
| 7    | 6          | <b>P.C.'S PANTRY FOR DOGS &amp; CATS INC.</b><br>2600 30th St.<br>Boulder, CO 80301<br>303-245-9909/303-449-3186      | N/A<br>N/A                | 6                      | Biscuits and deli items baked fresh daily. "Bark Day" cakes. Collars, leashes, bowls, beds and toys.  | N/A  | Mary Lee Withers, Owner<br>2000<br>www.pcspantry.com<br>marywithers@sprintmail.com   |
| 9    | 7          | <b>PERFORMANCE FOODS INC.</b><br>3001 Industrial Lane, Unit 4<br>Broomfield, CO 80020<br>303-410-1101/303-410-1881    | N/A<br>N/A                | 5                      | Premium nutrition for ferrets and dogs.   | N/A  | Liz Lovins<br>1989<br>http://performancefoodsinc.net<br>customerservice@totallyferret.com  |
| 10   | NR         | <b>APOGEE COMMUNICATIONS GROUP</b><br>159 Alpine Way<br>Boulder, CO 80304<br>303-443-8473/303-443-0500                | N/A<br>N/A                | 4                      | Pet emergency first DVD series, HD medical and safety videos and DVDs; video production services; also for television. 4K high-definition video including vertical HD for trade shows, medical and corporate productions. | N/A  | Arthur J. Levy, President<br>1966<br>www.apogeevideo.com<br>sales@apogeevideo.com  |
| 11   | 9          | <b>DOGVITALS INC.</b><br>2710 Regis Drive<br>Boulder, CO 80305<br>888-898-3647/303-499-1394                           | N/A<br>N/A                | 2                      | Antioxidant supplements for dogs.   | Farfel's Farm, McGuckin Hardware, Whole Pets | David Humphrey, Owner<br>2005<br>www.dogvitals.com<br>david@dogvitals.com  |
| 11   | 2          | <b>FELINE FANATICS</b><br>336 Colony Place<br>Longmont, CO 80501<br>303-678-7493                                      | N/A<br>N/A                | 2                      | Handcrafted cat condos, towers, perches, scratching posts and trees.  | N/A  | Eric W. Minnerly, Owner<br>2005<br>www.felinefanatics.com<br>felinefanatics@comcast.net  |
| 11   | NR         | <b>PEAKWAGGERS</b><br>P.O. Box 549<br>Nederland, CO 80466<br>303-907-3363   | N/A<br>N/A                | 2                      | Makers of dehydrated dog food for hiking and camping.   | N/A  | Gayle Brooks, Owner<br>2007<br>www.peakwaggers.com<br>N/A  |
| 14   | NR         | <b>ROCKY MOUNTAIN K-9 ACCESSORIES</b><br>2371 High Lonesome Trail<br>Lafayette, CO 80026<br>303-448-1942/303-417-1886 | N/A<br>N/A                | 1                      | Patented K-9 backpacks with an interchangeable modular system, collapsible water dishes and dog beds.   | N/A  | Brian Kemp, President<br>1995<br>www.rockymountaintank9.com<br>N/A   |

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

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Beth Edwards

## LET YOUR FACTS SPEAK FOR THEMSELVES. OUR MARKET IS LISTENING. MARKET FACTS 2010



### Take advantage of this opportunity

to get your marketing message to current members of our business community, and in front of the businesses and people planning a move to our area. You'll get powerful visibility and the chance to align your business with a crucial reference guide used by prospects all year long.

### Market Facts includes

charts, graphs, tables, and numbers critical to commerce in our region. Industry-specific sections will include statistical information on the commercial & residential real estate, employment, education, medical/health, technology, banking & finance sectors of Boulder & Broomfield counties as well as information on the community's business resources, demographics and government.

### Facts and data critical to commerce

in the region are now more important than ever. As a member of our business community you'll want to see, analyze and keep the comprehensive information Market Facts provides - essential information about the people, the businesses, and the local economy.

| ENTIRE MARKET       |                  |                  |                |                |               | CLASS "A" OFFICE MARKET |                     |                  |                |               |                |               |                  |
|---------------------|------------------|------------------|----------------|----------------|---------------|-------------------------|---------------------|------------------|----------------|---------------|----------------|---------------|------------------|
| Market              | Total (\$)       | Available        | Sublet         | Rate           | Occupied      | Market                  | Total (\$)          | Available        | Sublet         | Rate          | Occupied       |               |                  |
| West Arapahoe       | 973,917          | 158,067          | 2,700          | \$17.98        | 16.51%        | 813,150                 | West Arapahoe       | 422,848          | 27,323         | 2,700         | \$22.76        | 37.0%         | 392,825          |
| Lower North         | 2,180,070        | 361,818          | 89,925         | \$18.79        | 19.69%        | 1,791,327               | Lower North         | 958,286          | 237,240        | 60,000        | \$22.80        | 33.01%        | 642,048          |
| Charleston          | 1,868,805        | 210,936          | 0              | \$16.85        | 12.72%        | 1,447,869               | Upper North         | 577,000          | 122,471        | 0             | \$19.90        | 21.23%        | 454,529          |
| East Cooper         | 2,378,486        | 310,712          | 40,217         | \$21.26        | 14.78%        | 2,027,067               | East Cooper         | 1,544,520        | 242,567        | 32,000        | \$16.49        | 17.78%        | 1,269,933        |
| Downtown            | 2,063,704        | 120,886          | 0              | \$23.05        | 5.89%         | 1,942,818               | Downtown            | 1,031,219        | 42,000         | 0             | \$28.00        | 4.13%         | 989,619          |
| <b>Total Market</b> | <b>9,267,882</b> | <b>1,162,419</b> | <b>113,342</b> | <b>\$18.69</b> | <b>13.77%</b> | <b>7,992,231</b>        | <b>Total Market</b> | <b>4,534,875</b> | <b>692,221</b> | <b>94,700</b> | <b>\$24.00</b> | <b>17.35%</b> | <b>3,742,954</b> |

For more information, call 303-440-4950





## VETS from 19A

**Person in charge:** David Humphrey, Owner  
**Year founded:** 2005  
**Website:** www.dogvitals.com

### FELINE FANATICS

336 Colony Place  
 Longmont, CO 80501  
 303-678-7493  
**Services:** Handcrafted cat condos, towers, perches, scratching posts and trees.  
**Person in charge:** Eric W. Minnerly, Owner  
**Year founded:** 2005  
**Website:** www.felinefanatics.com

### HUMANE SOCIETY OF BOULDER VALLEY

2323 55th St.  
 Boulder, CO 80301  
 303-442-4030 ext. 680/303-440-8242  
**Employees:** 80  
**Services:** Animal adoption, training and behavior programs, lost and found, Veterinary clinic, humane education programs and camps, Thrift & Gift Shop, retail store, pet supplies.  
**Person in charge:** Lisa Pedersen, CEO  
**Year founded:** 1902  
**Website:** www.boulderhumane.org

### IN CLOVER INC.

3131 Indian Road  
 Boulder, CO 80301  
 303-581-9619/303-447-1734  
**Employees:** 12  
**Services:** Joint, Dental, and digestive supplements for companion animals; dental snacks.  
**Person in charge:** Rebecca Rose, CEO, President  
**Year founded:** 1996  
**Website:** www.inclover.com

### NITE IZE INC.

5660 Central Ave.  
 Boulder, CO 80301  
 303-449-2576/303-449-2013  
**Services:** Flashlight, L.E.D., dog collars, mobile and hardware accessories; produces Inka pens.  
**Person in charge:** Rick Case, Owner, President  
**Year founded:** 1989  
**Website:** www.niteize.com

### ONLY NATURAL PET STORE

5541 Central Ave., Suite 201  
 Boulder, CO 80301  
 720-406-7475/720-406-7522  
**Employees:** 40  
**Services:** Manufactures vitamins, supplements, treats, grooming supplies, food and flea remedies; also a multi-channel retailer of natural pet supplies for dogs and cats.  
**Person in charge:** Martin Grosjean, President  
**Year founded:** 2004  
**Website:** www.onlynaturalpet.com

### PC'S PANTRY FOR DOGS & CATS INC.

2600 30th St.  
 Boulder, CO 80301  
 303-245-9909/303-449-3186  
**Employees:** 7  
**Services:** Biscuits and deli items baked fresh daily. "Bark Day" cakes. Collars, leashes, bowls, beds and toys.  
**Person in charge:** Mary Lee Withers, Owner  
**Year founded:** 2000  
**Website:** www.pcpspantry.com

### PEAKWAGGERS

P.O. Box 549  
 Nederland, CO 80466  
 303-907-3363  
**Services:** Makers of dehydrated dog food for hiking and camping.  
**Person in charge:** Gayle Brooks, Owner  
**Year founded:** 2007  
**Website:** www.peakwaggers.com

### PERFORMANCE FOODS INC.

3001 Industrial Lane, Unit 4  
 Broomfield, CO 80020  
 303-410-1101/303-410-1881  
**Services:** Premium nutrition for ferrets and dogs.  
**Person in charge:** Liz Lovins  
**Year founded:** 1989  
**Website:** http://performancefoodsinc.net

### ROCKY MOUNTAIN K-9 ACCESSORIES

2371 High Lonesome Trail  
 Lafayette, CO 80026  
 303-448-1942/303-417-1886  
**Services:** Patented K-9 backpacks with an interchangeable modular system, collapsible water dishes and dog beds.  
**Person in charge:** Brian Kemp, President  
**Year founded:** 1995  
**Website:** www.rockymountaink9.com

### STRUTTIN' PUP

2850 Arapahoe Road, Suite 110  
 Lafayette, CO 80026  
 303-665-3038  
**Employees:** 12  
**Services:** All-natural pet foods and treats, unique collars, toys and beds, self-serve wash, bath and brush, full-service grooming.  
**Person in charge:** Julie Ralston, owner; Kirsten Bailey, owner; Jennifer Riggs, manager

**Year founded:** 2002

**Website:** www.struttinpup.com

### THE DIVINE CANINE LLC

1141 South St.  
 Louisville, CO 80027  
 303-464-1380/303-495-3548  
**Employees:** 7  
**Services:** Doggy daycare, overnight boarding, dog training, dog grooming, natural foods and treats  
**Person in charge:** Sarah Nissen, Owner; Kristy Smith, General Manager  
**Year founded:** 2004  
**Website:** www.divinecanine.net

## PET RETAILERS

### ANIMALHOUSE VETERINARY CLINIC

889 South Boulder Road  
 Louisville, CO 80027  
 303-666-4888  
**Person in charge:** Daniel C. Keith, DVM; Janet K. Glenn, DVM  
**Website:** www.animalhouseclinic.com

### AQUA IMPORTS

2690 28th St.  
 Boulder, CO 80301  
 303-444-6971  
**Website:** www.aqua-imports.com

### BARK AVENUE

101 E. Chester St.  
 Lafayette, CO 80026  
 303-664-9663  
**Website:** www.barkave.com

### DOG CITY

2907 55th St., Unit 6  
 Boulder, CO 80301  
 303-473-9963/303-440-6575  
**Services:** Dog day care, hotel, grooming, retail, training.  
**Person in charge:** Pam Fresquez, Owner; John Fresquez, Owner  
**Year founded:** 1997  
**Website:** www.dogcityboulder.com

### FARFEL'S FARM

906 Pearl St.  
 Boulder, CO 80302  
 303-443-7711/303-449-0470  
**Employees:** 4  
**Services:** Retail of pet supplies; pet photography. Eclectic goods for dogs and cats, including unique toys, pet outfits, natural food and treats, gifts and art.  
**Person in charge:** Jeff Richey, Co-owner; Sandy Calvin, Co-owner  
**Year founded:** 2005  
**Website:** www.farfels.com

### HUMANE SOCIETY OF BOULDER VALLEY

2323 55th St.  
 Boulder, CO 80301  
 303-442-4030 ext. 680/303-440-8242  
**Employees:** 80  
**Services:** Animal adoption, training and behavior programs, lost and found, Veterinary clinic, humane education programs and camps, Thrift & Gift Shop, retail store, pet supplies.  
**Person in charge:** Lisa Pedersen, CEO  
**Year founded:** 1902  
**Website:** www.boulderhumane.org

### LAFAYETTE FEED & GRAIN

816 E. Baseline Road  
 Lafayette, CO 80026  
 303-665-5055

### LEFT PAW PANTRY

7740 Manila Place  
 Longmont, CO 80503  
 303-652-6060  
**Services:** Home delivery of natural pet food.  
**Website:** www.leftpawpantry.com

### LIQUID KINGDOM INC.

6470 W. 120th Ave.  
 Broomfield, CO 80020  
 303-460-8487

### MCGUCKIN HARDWARE

2525 Arapahoe Ave.  
 Boulder, CO 80302  
 303-443-1822/303-443-5126  
**Employees:** 277  
**Services:** Family-owned and operated hardware store.  
**Person in charge:** Barry Hight, President  
**Year founded:** 1955  
**Website:** www.mcguckin.com

### ONLY NATURAL PET STORE

5541 Central Ave., Suite 201  
 Boulder, CO 80301  
 720-406-7475/720-406-7522  
**Employees:** 40  
**Services:** Manufactures vitamins, supplements, treats, grooming supplies, food and flea remedies; also a multi-channel retailer of natural pet supplies for dogs and cats.  
**Person in charge:** Martin Grosjean, President

**Year founded:** 2004

**Website:** www.onlynaturalpet.com

### PC'S PANTRY FOR DOGS & CATS INC.

2600 30th St.  
 Boulder, CO 80301  
 303-245-9909/303-449-3186  
**Employees:** 7  
**Services:** Biscuits and deli items baked fresh daily. "Bark Day" cakes. Collars, leashes, bowls, beds and toys.  
**Person in charge:** Mary Lee Withers, Owner  
**Year founded:** 2000  
**Website:** www.pcpspantry.com

### PETCO

205 Ken Pratt Blvd., Suite 280  
 Longmont, CO 80501  
 720-652-4642  
**Website:** www.petco.com

### PETCO

2480 Arapahoe Ave.  
 Boulder, CO 80302  
 303-544-1888  
**Website:** www.petco.com

### PETCO

12163 N. Sheridan Blvd.  
 Broomfield, CO 80020  
 303-635-1540  
**Website:** www.petco.com

### PETSMART

1125 S. Hover Road  
 Longmont, CO 80501  
 303-702-9526  
**Website:** www.petsmart.com

### PETSMART

402 Center Drive  
 Superior, CO 80027  
 303-543-6060  
**Website:** www.petsmart.com

### PETSMART

2982 Iris Ave.  
 Boulder, CO 80301  
 303-939-9033  
**Website:** www.petsmart.com

### STRUTTIN' PUP

2850 Arapahoe Road, Suite 110  
 Lafayette, CO 80026  
 303-665-3038  
**Employees:** 12  
**Services:** All-natural pet foods and treats, unique collars, toys and beds, self-serve wash, bath and brush, full-service grooming.  
**Person in charge:** Julie Ralston, owner; Kirsten Bailey, owner; Jennifer Riggs, manager  
**Year founded:** 2002  
**Website:** struttinpup.com

### STUART K9 PRODUCTS

P.O. Box 1717  
 Broomfield, CO 80038  
 303-439-0490/303-265-9425  
**Website:** www.stuartk9products.com

### THE DIRTY DOG GROOMING AND PET BOUTIQUE

1100 Highway 287  
 Broomfield, CO 80020  
 303-469-9490  
**Website:** www.dirtydoggrooming.com

### THE DIVINE CANINE LLC

1141 South St.  
 Louisville, CO 80027  
 303-464-1380/303-495-3548  
**Employees:** 7  
**Services:** Doggy daycare, overnight boarding, dog training, dog grooming, natural foods and treats  
**Person in charge:** Sarah Nissen, Owner; Kristy Smith, General Manager  
**Year founded:** 2004  
**Website:** www.divinecanine.net

### THE PEDIGREE SHOP

1 W. Flatiron Crossing Drive  
 Broomfield, CO 80021  
 720-887-1300

### TROPICAL BIRD FARM INC.

(home-based business)  
 Boulder, CO  
 303-554-0335  
**Services:** No walk-ins. By appointment only.

### WHOLE PETS

2835 Pearl St., Suite B  
 Boulder, CO 80301  
 303-444-4733  
**Person in charge:** Carol Kuzdek, Owner  
**Year founded:** 2001  
**Website:** www.wholepets.com

## PET SERVICES

### CHLOE CARDS INC.

2027 Broadway  
 Boulder, CO 80302  
 303-442-7790  
**Person in charge:** Mary Kenez, Owner  
**Services:** Pet driver's licenses, photos and

t-shirts.

**Website:** www.chloecards.com

### DEPENDABLE LAWN CARE INC.

225 Pawnee Drive  
 Boulder, CO 80303  
 303-545-5910  
**Services:** Poop scoop service.

### DOGWOOD POOP SCOOP SERVICE

(Internet only.)  
 Boulder, CO  
 720-771-1282  
**Website:** www.dogwoodpoopscoop.com

### HUMANE SOCIETY OF BOULDER VALLEY

2323 55th St.  
 Boulder, CO 80301  
 303-442-4030 ext. 680/303-440-8242  
**Employees:** 80  
**Services:** Animal adoption, training and behavior programs, lost and found, Veterinary clinic, humane education programs and camps, Thrift & Gift Shop, retail store, pet supplies.  
**Person in charge:** Lisa Pedersen, CEO  
**Year founded:** 1902  
**Website:** www.boulderhumane.org

### POOP CONNECTION

(home-based business)  
 Boulder, CO  
 303-652-3728

### THE DIVINE CANINE LLC

1141 South St.  
 Louisville, CO 80027  
 303-464-1380/303-495-3548  
**Employees:** 7  
**Services:** Doggy daycare, overnight boarding, dog training, dog grooming, natural foods and treats  
**Person in charge:** Sarah Nissen, Owner; Kristy Smith, General Manager  
**Year founded:** 2004  
**Website:** www.divinecanine.net

## PET SITTING

### ANIMAL LOVERS PETCARE AND SERVICES

2383 High Lonesome Trail  
 Lafayette, CO 80026  
 303-818-9183  
**Services:** Pet grooming, in-house pet care and daily dog walks.  
**Person in charge:** Scott Davidson, Owner  
**Website:** 2008

### COTTONWOOD KENNELS

7275 Valmont Road  
 Boulder, CO 80303  
 303-442-2602  
**Services:** Boarding and grooming.  
**Website:** www.cottonwoodkennels.com

### HOME BUDDIES BY CAMP BOW

3633 Pearl St.  
 Boulder, CO 80301  
 303-442-1009  
**Employees:** 2  
**Services:** Dog walking, daily in-home pet sitting, in-home overnight pet sitting, home sitting, poop scoop yard clean up and pet waste removal, special needs care, pet food and supply delivery, concierge services.  
**Person in charge:** Megan Litwiller, Owner; Sue Ryan, Owner  
**Year founded:** 2010  
**Website:** www.myhomebuddies.com/boulder

### JULIE'S PAWSITIVE PET SITTING

(home-based business)  
 Boulder, CO  
 303-579-3472

### LOVE YOUR CAT

4443 Driftwood Place  
 Boulder, CO 80301  
 303-581-9536

### THE DIVINE CANINE LLC

1141 South St.  
 Louisville, CO 80027  
 303-464-1380/303-495-3548  
**Employees:** 7  
**Services:** Doggy daycare, overnight boarding, dog training, dog grooming, natural foods and treats  
**Person in charge:** Sarah Nissen, Owner; Kristy Smith, General Manager  
**Year founded:** 2004  
**Website:** www.divinecanine.net

### THE PET NANNY DAILY PET CARE IN YOUR HOME INC.

(home-based business)  
 Boulder, CO  
 303-444-4023

### TLC HOME & PET TENDING SERVICE

(home-based business)  
 Boulder, CO  
 303-499-2196

## VETERINARIANS

### A PET'S PLACE ANIMAL HOSPITAL

731 N. Main St.  
 Longmont, CO 80501  
 303-651-7322/303-651-7296  
**Person in charge:** Joan R. Primeau, DVM; Scott L. Riley, DVM  
**Website:** www.apetsplacelongmont.com

### ACTION HOUSECALL PRACTICE

3097 Colard Lane  
 Boulder, CO 80540  
 303-823-9989  
**Person in charge:** W.L. Ostgaard, DVM

### AGAPE ANIMAL HEALTH CENTER

10 Mumford Place  
 Longmont, CO 80501  
 303-485-7718  
**Person in charge:** Sharon E. Reamer, DVM

### ALPENGLOW VETERINARY SPECIALTY + EMERGENCY CENTER

3640 Walnut St.  
 Boulder, CO 80301  
 303-443-4569/303-443-4568  
**Employees:** 30  
**Services:** Board-certified specialists in cardiology, surgery, internal medicine. Experts in compassionate emergency and critical care. Open 24 hours seven days a week.  
**Person in charge:** Sean Williams, DVM; Karen Sanderson, DVM ACVIM (Cardiology); Matthew Rooney, DVM, ACVS; Matthew Booth, DVM  
**Year founded:** 2009  
**Website:** www.alpenglowvets.com

### ALPINE EQUINE SERVICES

P.O. Box 898  
 Erie, CO 80516  
 303-443-6506  
**Person in charge:** Steven P. Kloefer, DVM

### ALPINE HOSPITAL FOR ANIMALS

3210 Valmont St.  
 Boulder, CO 80301  
 303-443-9661  
**Person in charge:** Candace E. Sayles, DVM, CVA; Karen McCormick, DVM, CVA  
**Website:** www.alpinehospitalforanimals.com

### ANIMAL HOSPITAL

1250 Main St.  
 Longmont, CO 80501  
 303-776-3454  
**Person in charge:** Donald P. Dreyer, DVM; Lynn D. Ferguson, DVM; Jan M. Gustafson, DVM

### ANIMAL RESOURCES UCB BOULDER

Campus Box 345  
 Boulder, CO 80309  
 303-492-3411  
**Person in charge:** Albert R. Petkus, DVM

### ANIMALHOUSE VETERINARY CLINIC

889 South Boulder Road  
 Louisville, CO 80027  
 303-666-4888  
**Person in charge:** Daniel C. Keith, DVM; Janet K. Glenn, DVM  
**Website:** www.animalhouseclinic.com

### ARAPAHOE ANIMAL HOSPITAL

5585 Arapahoe Ave.  
 Boulder, CO 80303  
 303-442-7033/303-447-2052  
**Person in charge:** Bonnie Lynn Abbott, DVM; Greg D. Hayes, DVM; Alan M. Myers, DVM; Scott Smith, DVM; Carisa Ralph, DVM  
**Website:** www.arapahoeanimalhospital.com

### ARAPAHOE ANIMAL HOSPITAL-DOWNTOWN

1730 15th St.  
 Boulder, CO 80302  
 303-442-7036  
**Person in charge:** Bonnie Lynn Abbott, DVM; Greg D. Hayes, DVM; Alan M. Myers, DVM; Scott Smith, DVM  
**Website:** www.arapahoeanimalhospital.com

### ASPEN ANIMAL HOSPITAL PC

11970 Quay St.  
 Broomfield, CO 80020  
 303-469-1846  
**Person in charge:** Leon J. Pommer, DVM

### ASPEN MEADOW VETERINARY SPECIALISTS

104 S. Main St.  
 Longmont, CO 80501  
 303-678-8844/303-678-8855  
**Services:** Surgery, internal medicine, physical rehabilitation, pain management, MRI/CT.  
**Person in charge:** Matt Rooney, DVM  
**Year founded:** 2001  
**Website:** www.aspenmeadowvet.com

### BANFIELD THE PET HOSPITAL OF BOULDER

1851 30th St.  
 Boulder, CO 80301  
 303-413-8454

### BANFIELD THE PET HOSPITAL OF BROOMFIELD

16575 Washington St.  
 Broomfield, CO 80023  
 720-977-7124

### BANFIELD THE PET HOSPITAL OF SUPERIOR

402 Center Drive  
 Superior, CO 80027  
 303-543-3907  
**Person in charge:** Ken S. Katz, DVM; Shelle Raines, DVM

### BASELINE ANIMAL HOSPITAL

108 W. Baseline Road  
 Lafayette, CO 80026  
 720-214-0270  
**Person in charge:** Allen A. Cloutier, DVM; Jennifer M. Schwind, DVM

### BOULDER EMERGENCY PET CLINIC PC

1658 30th St.  
 Boulder, CO 80301  
 30



**VETS** from **21A**

Longmont, CO 80504  
303-772-3688  
**Person in charge:** Millissa J. Culver, DVM; Vernon L. Culver, DVM

**ELWOOD K. SHELTON, DVM**  
225 Hopi Place  
Boulder, CO 80303  
970-468-1121  
**Person in charge:** Elwood K. Shelton, DVM

**ERIE ANIMAL HOSPITAL PC**  
720 Austin Ave., Suite 107  
Erie, CO 80516  
303-828-0373  
**Person in charge:** Sally J. Towner, DVM; Tricia Krager, DVM  
**Website:** www.erieanimalhospital.com

**FLATIRONS VETERINARY CARE PC**  
61 Betasso Road  
Boulder, CO 80302  
303-444-4315  
**Person in charge:** Robert A. Irmiger, DVM

**FOOTHILLS ANIMAL CLINIC**  
2820 Jay Road  
Boulder, CO 80301  
303-443-1635  
**Person in charge:** Cindy Bauman, DVM; Rich Ellis, DVM; Mary Hiatt, DVM  
**Website:** www.foothillsanimalclinic.com

**GUNBARREL VETERINARY CLINIC**  
4636 N. 55th St.  
Boulder, CO 80301  
303-530-2500  
**Person in charge:** Louis Brad, DVM; Kim Smith, DVM; Judith A. Welcome, DVM; Leslie T. Williams, DVM  
**Website:** www.gunbarrelvet.com

**HEALING TOUCH VETERINARY**  
7856 Baseline Road  
Boulder, CO 80303  
303-554-7141/303-499-8626  
**Person in charge:** Turie Norman, DVM  
**Website:** www.healingtouchvet.com

**HUMANE SOCIETY OF BOULDER VALLEY**  
2323 55th St.  
Boulder, CO 80301

303-442-4030 ext. 680/303-440-8242  
**Employees:** 80  
**Services:** Animal adoption, training and behavior programs, lost and found, Veterinary clinic, humane education programs and camps, Thrift & Gift Shop, retail store, pet supplies.  
**Person in charge:** Lisa Pedersen, CEO  
**Year founded:** 1902  
**Website:** www.boulderhumane.org

**INDIAN PEAKS VETERINARY HOSPITAL PC**  
3060 Sterling Circle, Suite 300  
Boulder, CO 80301  
303-938-9474/303-938-0589  
**Person in charge:** Lisa A. Sabicht, DVM; John McGee, DVM  
**Website:** www.indianpeaksvet.com

**JAMES DIXON, DVM, MS**  
855 E. Heartstrong St.  
Superior, CO 80027  
303-257-8688  
**Person in charge:** James S. Dixon, DVM, MS

**JASPER ANIMAL HOSPITAL**  
1361 Forest Park Circle, Suite 107  
Lafayette, CO 80026  
303-665-4002  
**Person in charge:** Donald D. Dodge, III, DVM; Kelli Space, DVM

**JOHN FLINCHUM, DVM**  
1141 Vivian St.  
Longmont, CO 80501  
303-702-1755  
**Person in charge:** John Flinchum, DVM

**LINFORD JUDY, DVM**  
2097 S. 104th St.  
Louisville, CO 80027  
303-666-8739

**LONGMONT HUMANE SOCIETY**  
9595 Nelson Road  
Longmont, CO 80501  
303-772-1232/303-772-2219  
**Services:** Animal welfare, pet adoption, pet lost and found, humane education, dog training classes, pet licensing.  
**Person in charge:** Neal Trent, Executive director

**Year founded:** 1972  
**Website:** www.longmonthumane.org

**LONGS PEAK ANIMAL HOSPITAL**  
9727 Ute Highway  
Longmont, CO 80504  
303-776-6666  
**Person in charge:** Betsy Stephens Byrne, DVM

**LOUISVILLE FAMILY ANIMAL HOSPITAL**  
332 S. McCaslin Blvd.  
Louisville, CO 80027  
303-661-0702  
**Person in charge:** Greg Collins, DVM; Ami VanDeventer, DVM; Katie Smith, DVM  
**Website:** www.caringforyourpets.com

**LOUISVILLE VETERINARY CLINIC**  
2000 Centennial Drive  
Louisville, CO 80027  
303-666-6829  
**Person in charge:** John D. Bender, DVM

**LOVING EQUINE CLINIC**  
2160 James Canyon Drive  
Boulder, CO 80302  
303-444-9494

**MANDALAY ANIMAL HOSPITAL**  
10460 Wadsworth Blvd.  
Broomfield, CO 80021  
303-464-7501  
**Person in charge:** Terry L. Humphrey, DVM; Thomas J. Mohapp, DVM, BVSc  
**Website:** http://mandalayanimalhospital.com

**MARK FITCH, DVM**  
3451 95th St.  
Boulder, CO 80301  
303-666-5140  
**Person in charge:** Mark R. Fitch, DVM

**MOUNTAIN RIDGE ANIMAL HOSPITAL AND PAIN MANAGEMENT CENTER**  
287 N. Highway 287  
Lafayette, CO 80026  
303-665-4852  
**Person in charge:** Rob Landry, DVM, DAAPM, CVA; Jennifer Bentz, DVM, CVA  
**Website:** www.mranh.com

**NETERLAND VETERINARY HOSPITAL**  
646 Highway 119 S.  
Nederland, CO 80466  
303-258-7355  
**Person in charge:** Joseph M. Evans, DVM  
**Website:** www.nedvet.com

**NELSON ROAD VETERINARY CLINIC INC.**  
8875 Nelson Road  
Longmont, CO 80503  
303-678-8387  
**Person in charge:** Steven E. Benschmidt, DVM; Melinda K. Wagner, DVM

**NIWOT VETERINARY CLINIC**  
6964 N. 79th St., Suite 4  
Longmont, CO 80503  
303-652-2194  
**Person in charge:** J. Douglas Courtney, DVM

**NORTH BOULDER COMPANION ANIMAL HOSPITAL**  
2750 Glenwood Drive, Suite 9  
Boulder, CO 80304  
303-443-9003/303-444-3589  
**Person in charge:** Susan E. Patton, DVM; Darrin Everett, DVM; Brooke Kugler, DVM  
**Website:** www.nobocoho.com

**OLD TOWNE ANIMAL MEDICAL CENTER**  
426 Terry St.  
Longmont, CO 80501  
303-651-9400  
**Person in charge:** Susan M. Muench, DVM

**PEAK TO PEAK ANIMAL HOSPITAL**  
75 E. 2nd St.  
Nederland, CO 80466  
303-258-7004  
**Person in charge:** Guy T. Newton, DVM; Michael L. Clements, DVM

**PET MENDERS ANIMAL HOSPITAL**  
2790 Moorhead Ave.  
Boulder, CO 80305  
303-494-0840  
**Person in charge:** Todd M. Russell, DVM; Ed Fuller, DVM  
**Website:** www.petmenders.com

**PETER W. RODGERS, HOLISTIC VETERINARY HOUSECALLS**  
942 North St.  
Boulder, CO 80304  
303-444-2287  
**Person in charge:** Peter W. Rodgers, DVM

**PETS & PALS VETERINARY HOSPITAL**  
10693 Arapahoe Road  
Lafayette, CO 80026  
303-666-0254  
**Person in charge:** Michelle De Haan, DVM

**PHYLLIS A. HOLST, DVM**  
133 S. Main St.  
Longmont, CO 80501  
303-772-3090  
**Person in charge:** Phyllis A. Holst, DVM

**ROGER K. HARBERT**  
6160 N. 71st St.  
Longmont, CO 80503  
303-530-2200  
**Person in charge:** Roger K. Harbert, DVM

**SCHWARTZENBERGER EQUINE**  
11313 Vermillion Road  
Longmont, CO 80504  
303-651-1958  
**Person in charge:** Steve Schwarzenberger, DVM

**SIEVERS EQUINE SERVICES**  
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303-466-8888

**SOBO ANIMAL HOSPITAL**  
4660 Table Mesa Drive  
Boulder, CO 80305  
303-499-1800  
**Person in charge:** Clinton M. Kay, DVM  
**Website:** www.meadowsanimalclinic.com

**SUPERIOR MOBILE VETERINARY CLINIC**  
439 Himalaya Court  
Broomfield, CO 80020  
303-494-6691  
**Person in charge:** Judith E. Williams, DVM

**TENDER LOVING CARE ANIMAL HOSPITAL**  
700 Ken Pratt Blvd., Suite 220

Longmont, CO 80501  
720-494-8251  
**Person in charge:** Tricia M. Hartwig, DVM  
**Website:** www.ticanimal.com

**THE ANIMAL DOCTOR PC**  
1705 W. 10th Ave.  
Broomfield, CO 80020  
303-466-8888/303-466-0723  
**Person in charge:** Bill Guerrero, DVM; Katrina Knepler, DVM; Mischa Rotkovich, DVM, CVMA; Chad Stewart, MS, DVM

**VALLEY VETERINARY HOSPITAL PC**  
1191 Ken Pratt Blvd.  
Longmont, CO 80501  
303-776-0234  
**Person in charge:** Robert W. Biller, DVM; Jeffrey F. Peila, DVM; Anita M. Warren-Peila, DVM

**VCA ALL PETS ANIMAL HOSPITAL**  
805 S. Public Road  
Lafayette, CO 80026  
303-665-4230/303-665-4239  
**Person in charge:** Randall Sunshine, DVM  
**Website:** www.vcaallpetslafayette.com

**VCA ALL PETS ANIMAL HOSPITAL**  
5290 Manhattan Circle  
Boulder, CO 80303  
303-499-5335/303-499-5362  
**Person in charge:** Jennifer Shinn, DVM  
**Website:** www.vcaallpetsboulder.com

**VILLAGE PET CLINIC**  
2130 Main St., Suite 13  
Longmont, CO 80501  
303-772-9282  
**Person in charge:** J. Stanley Orme, DVM

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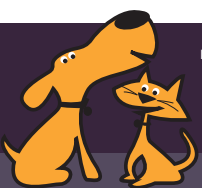
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## BUSINESS DIGEST



COURTESY LAFAYETTE CHAMBER OF COMMERCE

M.J. Vacco, owner of Martino's Pizzeria at 1389 Forest Park Circle, No. 101, in Lafayette, cuts the ribbon during a grand opening ceremony on Aug. 12. The event was hosted by the Lafayette and Louisville chambers of commerce.

## BRIEFS

**Eltron Research & Development Inc.** in Boulder is partnering with Tennessee-based Eastman Chemical Co. to scale up and pilot-test Eltron's advanced membrane system for hydrogen separation and carbon dioxide capture. The \$8 million development project is sponsored by a cooperative agreement from the U.S. Department of Energy.

A partnership between Louisville-based **Bella Energy Inc.** and 7News will power the Denver television station's 24/7 Weather Center with solar energy. The new solar array provides enough power to offset more than 25,000 pounds of carbon emissions every year and will make the 24/7 Weather Center one of the only clean-energy broadcast segments in the United States, the companies said.

**OptTek Systems Inc.** in Boulder has received a two-year contract worth \$750,000 from the federal government to help improve ballistic-missile defense systems. The funding comes through a phase 2 Small Business Innovative Research grant issued by the United States Missile Defense Agency to develop

improved simulation modeling software. OptTek will create a software toolkit, OptDef, to provide the agency with the capability to analyze and improve ballistic-missile defense systems.

Louisville-based **Eldorado Artesian Springs Inc.** (OTC: Bulletin Board: ELDO) began using 100 percent recycled plastic in its bottles this month. Recycled plastic, or RPET (recycled polyethylene terephthalate), is made from plastic that was previously used as packaging, then recycled and processed to create new bottles. By using RPET instead of virgin plastic, Eldorado will reduce the energy required to produce this bottle by 77 percent and will reduce greenhouse emissions by 58 percent, according to the National Association for PET Container Resources.

Boulder-based **Clementine Art's** products are available through **Boulder's Best Organics**, including Clementine's Natural Crayons and Natural Rock Crayons.

**CU-Boulder Career Services** is collecting gently worn professional attire from the Boulder business community to help students dress appropriately for their

job interviews this fall. The center will sell the clothes to students at its annual Suit Yourself event — full suits go for \$20. Proceeds benefit the Multicultural Business and Engineering Programs on campus. Donations are being accepted through Sept. 15 at the Career Services office in Willard Hall on the CU campus and at all five Art Cleaners stores in Boulder. Types of clothing needed include men's and women's suits, jackets, pants, shirts, skirts, ties and handbags.

Boulder-based **Parascript LLC's** signature verification technology was used during the 2010 primary elections to process incoming vote-by-mail envelopes in two counties in California. Between the two counties, More than 100,000 envelopes were handled on Criterion sorting systems from Bowe Bell + Howell that uses Parascript's SignatureXpert software for signature verification.

**Aircell Business Aviation Services LLC** has rebranded its air-to-ground high-speed Internet service for the business aviation market. The Broomfield-based company has renamed the service Gogo Biz Inflight Internet. It previously was called Aircell High Speed Internet. The company said the rebranding will more closely align the service in its two primary markets — business aviation and commercial airlines.

## CONTRACTS

**Webroot Software Inc.** in Boulder has hired Boulder-based **TDA Advertising & Design** as its first global advertising agency of record. Webroot provides Internet security products for consumers and businesses. TDA will have a budget of approximately \$5 million to spend on print, online, guerrilla and point-of-purchase advertising, and a brand redesign.

**TeneoTalent Inc.**, a Boulder-based sales recruiting firm, has signed an agreement with SHL Group Ltd. in the United Kingdom to license SHL's assessments for online delivery to candidates and employers. TeneoTalent assesses a job candidate's "genetic" ability to sell, the types of products or services the candidate sells best and other criteria. The company then matches candidates with employers by comparing the candidate's assessment to the employer's job profile.

Broomfield-based **Level 3 Communications Inc.** (Nasdaq: LVT) expanded its service relationship with IPNetzone Communications Inc., an independent Internet service provider and managed-service provider, to provide direct Internet access and transport services. Based in New York, IPNetzone serves enter-

prise and other carrier companies looking for a wide range of converged communications services.

Longmont-based **interSector Partners L3C** was selected to manage a development director search and strategic planning for returning clients for the Notah Begay III Foundation in Bernalillo, New Mexico; MyLifeLine.org and Howard Dental Center. InterSector also was hired by the Denver HIV Resources Planning Council.

Boulder-based engineering firm **Stratom Inc.** will resell National Instruments' products to government agencies and federal contractors. The collaboration will address the needs of the federal government to procure NI products through certified small businesses. Stratom is one of the first companies to achieve Federal Reseller Authorization from National Instruments.

The town of **Superior** has hired **Bella Energy Inc.** in Louisville to install a solar-energy system at Superior's water- and wastewater-treatment facilities. The solar-power plants are scheduled for completion by the end of 2010. The systems will produce more than 280,000 kilowatt hours of electricity, which represents more than 8 percent of the town's electrical consumption.

Fitness-industry veteran **June Kahn** will work with **Body Bar Inc.** in Boulder to develop a fitness program for seniors. The Body Bar FLEX program will include downloadable fitness routines, DVDs and educational materials using the lightweight and portable Body Bar FLEX, a workout tool designed to improve strength, balance and flexibility.

## GRANTS

A joint renewable-energy center in the Boulder Valley has been awarded \$336,534 from the National Science Foundation so undergraduates can conduct research related to the conversion of biomass to fuels and chemicals. The grant, awarded to the **Colorado Center for Biorefining and Biofuels**, or C2B2, will allow students to pursue research over the next three years on feedstock science and engineering, biochemical conversions, thermochemical conversions, engineering reactions or separations, and solids-handling processes needed for biorefining applications. The center consists of the **University of Colorado** at Boulder, **Colorado State University** in Fort Collins, **Colorado School of Mines** in Golden and the U.S. Department of Energy's **National Renewable Energy Laboratory** in Golden.

## CAMPUS from 1A

said in a prepared statement. "Our early assessment indicates the need is urgent care."

Rulon Stacey, Poudre Valley Health System president and chief executive, said the joint venture between LUH and PVHS is a distinctively bold approach in an industry where health-care organizations in the same region of a state typically expand on their own rather than venture with competing organizations to build a project.

"Our two organizations decided it is more beneficial to work together," Stacey said. "Longmont United Hospital is a superior organization. We're honored to be part of this project with LUH."

Poudre Valley Health System was an early innovator in joint ventures when it partnered with Regional West Medical Center, Scottsbluff, Nebraska, to build, and in 2007 open, the Medical Center of the Rockies in Loveland. This was the first time in the U.S. that two nonprofit hospitals — each in a different state — partnered to build a hospital.

Carson and Stacey said the impending impacts of health-care reform throughout the next decade will mean less revenue for medical providers throughout the U.S. - a trend expected to cause a major shift in the way competing healthcare organizations operate in regards to each other.

"In our case," Carson said, "we have two remarkable organizations with similar missions -providing high-quality



Carson



Stacey

care and service for a vast expanse of communities - and we've taken a very close look at the future of health care and decided it's better to work together than to be competitors."

To develop the medical campus in Frederick, LUH and PVHS created a nonprofit company, Carbon Valley Healthcare Holdings Corp., in which each health-

care organization has a 50 percent ownership. The corporation owns the land and will own the medical facilities constructed there. Carson will serve as the corporation's board president.

LUH will manage the campus. Carson said future expansion will be based on medical services needed by the region's population growth.

The medical campus will serve Frederick, Firestone, Dacono and Erie — a region with about 60,000 residents — as well as rural residents, commuters along I-25 and visitors to the region.

The region's population has expanded significantly during the last decade. With a current population of 8,000 people, Frederick, for example, has experienced an annual 12 percent growth rate during the last decade.

The community is projected to have 60,000 residents by 2030.

Frederick mayor Eric Doering said the medical campus will not only enhance medical care but will also stimulate the region's economic development.

"This is a wonderful opportunity offered to residents of our region by two strong, long-time healthcare providers in northern Colorado," Doering said. "The campus will fill a need for convenient medical services that have been absent in our area. Our area will also benefit from new job opportunities and economic growth."

## NAME THE CAMPUS CONTEST

A contest to name the medical campus will be held, with a \$500 cash prize. The contest is open to residents of the region to be served by the campus. Employees of Longmont United Hospital and Poudre Valley Health System are also eligible to enter the contest.

E-mail entries to [namingcontest@pvhs.org](mailto:namingcontest@pvhs.org) by the Sept. 17. Include in your entry the medical campus name that you propose; and your name, address and phone number. Or mail your entry by Sept. 17 to Medical Campus Naming Contest, Marketing, Poudre Valley Health System, Redstone Building, 2315 E. Harmony Suite 200, Fort Collins, CO. 80528.

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# Xcel plans to curb coal at Valmont plant

*Power company will continue to use oil, gas at Boulder facility*

BY DOUG STORUM

dstorum@bcbr.com

BOULDER — Xcel Energy has filed a plan with the Colorado Public Utilities Commission proposing to retire five Denver-metro area coal-fired power units, including one at the Valmont plant in Boulder.

Xcel's filing is a step in complying with HB10-1365, the Clean Air, Clean Jobs Act that passed the Colorado General Assembly in early April. The law is designed to encourage cuts in carbon dioxide emissions from coal-fired power plants — and to block the construction of new ones.

The proposal contains a plan to retire the Valmont plant's last coal unit by 2017, keeping its oil- and gas-powered units working. The Valmont plant, built in 1964, has the capacity to produce 229 megawatts of power.

The four other plants are Arapahoe in South Denver, Cherokee in North Denver, Hayden in Hayden and the Pawnee plant in Brush.

The plan includes retiring 900 megawatts of coal-fired generation at the Valmont and Cherokee power plants by the end of 2017 and 2022, respectively. It also includes repowering the 717-megawatt Cherokee power plant with natural gas, bringing the generating capacity to 883 megawatts, and will also convert the 111-megawatt Unit 4 at the Arapahoe power plant. Xcel also plans to retrofit the 505-megawatt Pawnee and the 446-megawatt Hayden power plants with emission control technology. Xcel (NYSE: XEL) said it plans to spend \$1.3 billion for new construction over the next 12 years but also predicts a savings of \$225 million. "Over the next several years, the U. S. Environmental Protection Agency



DOUG STORUM

Xcel Energy has filed a plan with the Colorado Public Utilities Commission proposing to retire five Denver-metro area coal-fired power units, including one at the Valmont plant in Boulder, pictured here. Under the proposal, Xcel would retire the Valmont plant's last coal unit by 2017, keeping its oil- and gas-powered units working.

will require the state of Colorado to comply with a series of regulatory mandates unprecedented in the history of the Clean Air Act," said Dick Kelly, Xcel Energy chairman and chief executive. "We believe our proposal is the best way to meet new environmental requirements in a manner that preserves reliability and minimizes customer costs."

The total cost of the plan, if approved by the state's utilities commission, would result in new construction investment of approximately \$1.3 billion over the next 12 years. The company expects that its proposal will result in savings of approximately \$225 million when compared to the traditional approach of retrofitting all of these plants with emissions controls. The savings compared to an all-controls approach would be more than \$950 million if

there is federal regulation that places a price on carbon dioxide emissions, according to an Xcel statement..

In addition, when compared to 2008 levels, the company would reduce sulfur dioxide emissions by 84 percent and mercury emissions by 85 percent for the power plants targeted under the plan by 2023. The plan also allows Xcel Energy to meet Colorado's statewide carbon dioxide reduction goal of 20 percent before the 2020 target.

"Our plan addresses the future of some of our oldest coal-fired power plants at a reasonable cost," said David Eves, president and chief executive of Public Service Co. of Colorado, an Xcel Energy company. "Our prices will need to rise over the next several years as we make investments to meet customer demand, and to enhance our transmission system and replace aging distribution infrastructure."

The rate impact of the proposed plan is expected to increase future bills on average by 1 percent annually over the next 10 years. Eves noted that the company's original estimate was between 4 percent to 6 percent at the time the legislation was passed.

Xcel Energy studied more than 300 different scenarios in arriving at its preferred plan.

"With Xcel's filing today, Colorado has moved one step closer toward cleaner air and improved public health," said John Nielsen, energy program director with Western Resource Advocates, an environmental research firm that has its main office in Boulder. "While we need to look closely at the details of the plan, it is clear that Xcel is taking seriously the need to replace Colorado's aging coal-burning power plants with solutions that reduce pollution and strengthen our economy."

## TUT from 3A

takes quite a caravan.

"The Egyptian government gave our company these treasures and trusted us to safely move and protect them," Sampliner said. The exhibit, which runs in Denver through January 2011, takes about one month to set up and travels in 19 trucks from museum to museum.

"The objects are handled only by a Cairo museum team that's overseen by art handlers and a team from our company," he added.

How the 3,000 year-old-artifacts are displayed is where Sampliner and AEI's expertise come into play.

"We work with the finest case makers for the finest museums in the world," he said. The theatrical lighting, floor covers and videos throughout the

exhibit are designed to create both an entertaining and cultural experience.

"Our company produces everything from scratch for all exhibits," Sampliner said. "Some traveling exhibitions look like that — temporary — but ours look and feel like they'll be there for the next 20 years."

Creating the displays runs into the multimillion-dollar range, he added.

Other exhibitions AEI is producing include Diana: A Celebration, Michael Jackson: The Official Lifetime Collection, America I AM: The African American Imprint and Real Pirates: The Untold Story of the Whydah from Slave Ship to Pirate Ship.

"The pirate exhibit is the only authentic pirate ship ever discovered," Sampliner said. When the ship origi-

nally crashed in the 1700s, four men survived to tell the story — authenticating the ship's pirate origin.

A division of Anschutz Entertainment Group, AEI was founded in 2003 by John Norman and Andres Numhauser. Their credits include projects like Titanic: The Artifact Exhibit and Saint Peter and the Vatican: The Legacy of the Popes. It's because of that kind of reputation and their unique displays that most exhibitors approach them, according to Sampliner.

While museums create a lot of smaller exhibits on their own, AEI focuses on bigger and bolder cultural and entertainment value shows.

AEI's background makes them a leader in the industry, Sampliner says. "It's really a niche industry — there

just aren't thousands and thousands of King Tuts out there."

The company employs about 30 people full time internationally and hires up to hundreds of people locally to support exhibits. "The King Tut exhibit, for example, brings in crowds that exceed the normal size so we increase the museum's staff to run longer hours and to deal with the crowds," he says.

"There are always crazy stories that go on in businesses and we have them too," he added. "But the most profound moments are when you get to encounter these objects up close. I never expected how striking it would be to look into the face of this golden coffinette and wonder how and why it was created."



# Bacco Trattoria draws diners to North Boulder

*Chef puts personal twist on traditional Italian entrees*

BY LAURIE BUDGAR  
news@bcbr.com

BOULDER — When you think about Boulder’s finest restaurants, many are trattorias: “friendly, informal places where you find very good, fresh food made with local products,” said chef Marco Monnanni, co-owner of Bacco Trattoria and Mozzarella Bar. Boulder’s food scene, in fact, practically defines the concept.

## STEPPING OUT

But when Monnanni decided to open his own restaurant after working for 10 years in Boulder, he knew he wanted to do something different. He had seen a mozzarella bar in Rome (where he was born, incidentally) a few years ago, but so far only one chef in America — Mario Batali — had done one, and that was in faraway Los Angeles. “I had the idea it would work here,” Monnanni said.

And so it does. On any given night, the eatery in North Boulder is jammed with patrons — especially on Mondays, when happy hour goes until closing. Most diners sample from the



JONATHAN CASTNER

After working in Boulder for 10 years, chef Marco Monnanni became co-owner of Bacco Trattoria and Mozzarella Bar. “To have a restaurant in Boulder is a privilege,” he said. “I traveled the world, went all over the place and when I found Boulder, I found peace.”

mozzarella menu before ordering entrees, Monnanni said.

Two of the four types of mozzarella — the fresh cow’s-milk mozza and the fior di latte — are made in-house; the bufala and deliciously gooey burrata are imported every couple of days from Italy. For diners who have had only supermarket mozzarella, these fresh cheeses are likely to be life-changing. Pushing the

whole experience over the top are the five condiments that accompany the creamy white delicacies, such as the green tomato marmalade (my and my dining companions’ favorite) and the marinated organic eggplant.

Before we got to our entrees, we also sampled the paper-thin Sardinian flatbread, also known as piano bread or music bread — because of the black marks the intense baking process leaves,

resembling musical notes, our server explained. It was a special when we were there, but Monnanni said it’s been so popular that he’s putting it on the regular menu. “I’m the first restaurant in Colorado to (make) this,” he said.

Using pizza dough, he puts the bread in a 900-degree oven for five to seven seconds before removing it. “It’s like a balloon — then I cut it in

➤ See **Bacco**, 26A

## MEETING THE CHALLENGE

The Legal Aid Foundation of Colorado salutes the following individuals and law firms from Boulder County who contributed to legal aid so generously despite these challenging times.

The Boulder County Campaign for Justice raised over \$100,000 for Colorado Legal Services, which provides civil legal assistance for low-income individuals and families in Boulder County and across Colorado.

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**Special thanks to the 2009-2010 Boulder Campaign Committee**







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## BGBG Green Building Education



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**AUGUST 31 - BOSS: BUILDING ONSITE SEMINAR SERIES:** includes tour of the facility by the builders and installers, a gourmet dinner, an in depth analysis by a panel of building science professionals **TIME:** 5:30 pm – 8:30 pm **LOCATION:** The Balsam Project A new carbon neutral home on a hill in the heart of downtown Boulder, where functionality, meets style, meets sustainability. Home was built, originally, as a spec home in Boulder. The goal of the spec project was to build a high-end luxury home that far exceeded the minimum green-points and required HERS points.

**SEPTEMBER 1 - BGBG COMMERCIAL BROWN BAG SERIES:** Daylighting Options for Commercial Buildings **TIME:** 11:30 am – 1:30 pm **LOCATION:** REI Community Room, 1789 28th St Boulder

**SEPTEMBER 7 - BGBG RESIDENTIAL BROWN BAG SERIES:** Embodied Energy **TIME:** 11:30 am – 1:30 pm **LOCATION:** REI Community Room, 1789 28th St Boulder

## BACCO from 25A

half,” before putting on the toppings, he said. During our visit, the garnishes included prosciutto, Haystack Mountain goat cheese and honey. But he’s also prepared it with tomato basil sauce and a poached egg on top.

That sort of inventiveness is what he says defines his cooking philosophy. “I introduce people to new things. I can take a traditional dish from Rome and put my creativity on the dish,” without going overboard, he said. “Italian cuisine is a very simple cuisine. A lot of people want to complicate it. I use a minimum of ingredients — that way, you can taste the

flavor of the food.”

That twist on the traditional shows up in his entrees, as well — such as the homemade tagliatelle with duck ragu or the chicken al mattone, a brick-pressed, grilled poultry dish that he serves with a special olive-oil sauce. His caciucco — a seafood broth usually made with white wine — features a red wine base instead.

It also colors his presentations, which are simple yet elegant. We had to send back a piece of swordfish that seemed to be off, and it was cheerily replaced with a lovely piece of salmon — not just slung on a plate, but artfully surrounded by capers and olives.

Monnanni came by his love of cooking honestly. “My mamma is a costume designer. She always traveled the world, so I grew up with my grandmother. My grandmother (made) everything from scratch — polenta, she used to make the cavatelli, gnocchi — she always was in the kitchen all the time,” he said. “When I was 6 years old, I played with pots and pans in the kitchen, and I always loved to cook. When I was 14 years old, I got a job in a restaurant.”

After that, Monnanni got serious about cooking, studying at a culinary school in Verona for a year, then working in restaurants in Switzerland, Germany, even on Princess cruise ships. The latter was one of his greatest learning experiences, he said. “We used to do every day a different type of cuisine for the guests. I was working 18 hours a day because it was the breakfast till midnight buffet.”

Now, he’s happy to be settled in one place. “To have a restaurant in Boulder is a privilege,” he said. “I traveled the world, went all over the place and when I found Boulder, I found peace.”



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#### Business Lunch & Dining

The service was attentive but not intrusive, and most of the food is delicious, with surprisingly generous portions. “I wouldn’t come here unhungry,” one of my dining companions said. Despite the small space, conversations were private.

#### After hours



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Five of Holland & Hart's attorneys in its Boulder office have been named to the 2011 edition of Best Lawyers, a peer-review publication in the legal profession. Those recognized are **Jude Biggs**, labor and employment; **Scott Havlick**, intellectual property; **Laura Hundley**, tax, trusts and estates; **Marc Painter**, real estate; and **Beat Steiner**, real estate.

Western jewelry designer **Amy Fortunato** of Cowboy's Sweetheart in Boulder received top honors in the 2010 Jewelry Design Business Development Grant competition. Her prize package includes \$6,000 in cash and jewelry supplies. The annual award is sponsored by jewelry supply wholesaler Halstead Bead Inc. The grant is awarded to a new jeweler each year in recognition of design skill and business acumen.

**Mark Caldwell**, program director for the nonprofit National Institute for Trial Advocacy in Louisville, received the 2009 Hon. Prentice H. Marshall Faculty Award. Caldwell also serves as the director of specialty programs for NITA where he designs, administers and serves as an instructor for programs in bankruptcy litigation, child advocacy, tax litigation and numerous other programs for attorneys who represent the underserved.

**Community Food Share** in Niwot was recently ranked as one of the most effective and efficient food banks in the Feeding America network of more than 200 members nationwide. Feeding America is the nation's largest domestic hunger relief organization

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PRODUCT UPDATE

Design Weave, a licensee of Boulder-based **Outlast Technologies Inc.**, is launching Outlast sheet sets in Sleepy's, a mattress retailer with more 700 stores in the U.S. The 350-thread count Damask sheets are made using Outlast technology.

Boulder-based **Absolute Performance** has released System Shepherd v6 Real Time, an end-to-end application performance management software-as-a-service. System Shepherd v6 Real Time gives hosting providers, telecommunications providers, VARs and ISVs the ability to offer monitoring services through a software-as-a-service model with a rapid and flexible implementation process.

Longmont-based data-storage firm **Dot Hill Systems Corp.** (Nasdaq: HLL) launched Intelligent Storage Networking Version 2.3 storage virtualization software for original equipment manufacturers and integrators. The storage-management software consolidates and virtualizes storage across different vendors and, via advanced storage features such as snapshots, thin provisioning, storage-tiering, migration and replication. It enables unified storage solutions for both NAS and SAN configurations which can simplify the IT environment.

Boulder-based **Rally Software Corp.** launched new filtering features and performance metrics in its AgileZen product. New, user-defined filtering makes it easier for users to focus on what's most important by fading or hiding content that doesn't apply to a filter. Filtering also enables users to filter by colors, tags, owners, priority, story size, text and more; toggle between fading or hiding information; create, name and save filters to reapply them at any time; and share filters with individuals and teams.

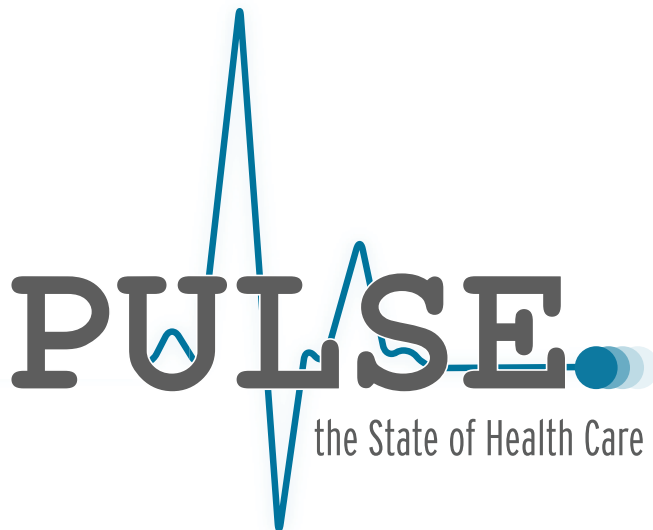
**Tech-X Corp.** in Boulder released VORPAL v4.2. VORPAL is a software framework that enables electromagnetic and electrostatic simulations composed of particles and fluids for 1-D, 2-D, and 3-D geometries. New capabilities will allow researchers to apply VORPAL in new application areas and enable more advanced simulations of the physics being studied.

INTERNET NEWS

Smart Transaction Systems in Boulder, a provider of gift-card and customer-loyalty programs for merchants launched **GiftCardGreatness.com**. The website allows a small business to start selling its gift cards online without the overhead of launching its own e-commerce site. All aspects of setup and order processing are managed for the merchant.

Pure Research Products, makers of probiotic-derived immune support supplement Del-Immune V, launched a new website to educate consumers about probiotics and the health benefits of immune support. The relaunched website at **www.del-immune.com** features an online ordering option, research section and a blog that educates readers about the value of supporting the immune system against the ailments brought on by stress, aging, fatigue and environmental invaders such as bugs and viruses. The blog posts are further promoted on social media sites Facebook and Twitter, inviting new users and fans that have benefitted from this one-of-a-kind supplement to share their experiences.

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**Distinguished Service** - Honors a health-care professional for at least 20 years service in health care.

**Emergency Services** - Any person or organization who has gone above and beyond the call of duty in a life-saving endeavor.

**Professional Award** - Honors a health-care administrator who has displayed excellence within their organization.

**Support Services** - Honors an individual in medical support services, such as pharmacists, physicians assistants, nurses, physicians, researchers, technicians, etc., for outstanding contributions to the health-care profession.

**Volunteer Award** - Honors an individual or organization for leadership by focusing on a particular health-care issue, in a volunteer capacity.

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## BOULDER VALLEY REAL ESTATE WATCH

## EXISTING HOME SALES

## July 2010 Statistics

## Year-to-Year Comparison

| Location     | Total# Sold | Inventory | Avg. Sales Price | Avg. Days to Contract | Median Sales Price | Total # Sold   |                |       | Average Sales Price |                |       | Average Days to Contract |                |       | Median Sales Price |                |       |
|--------------|-------------|-----------|------------------|-----------------------|--------------------|----------------|----------------|-------|---------------------|----------------|-------|--------------------------|----------------|-------|--------------------|----------------|-------|
|              |             |           |                  |                       |                    | 7/1/08-6/30/09 | 7/1/09-6/30/10 | %chg  | 7/1/08-6/30/09      | 7/1/09-6/30/10 | %chg  | 7/1/08-6/30/09           | 7/1/09-6/30/10 | %chg  | 7/1/08-6/30/09     | 7/1/09-6/30/10 | %chg  |
| Boulder      | 49          | 527       | \$659,004        | 54                    | \$542,500          | 596            | 670            | 12.4  | \$655,235           | \$648,605      | <1>   | 68                       | 79             | 16.2  | \$538,000          | \$525,000      | <2.4> |
| Broomfield   | 22          | 177       | \$384,676        | 95                    | \$380,000          | 356            | 367            | 3.1   | \$389,219           | \$353,871      | <9.1> | 90                       | 83             | <7.8> | \$339,000          | \$320,000      | <5.6> |
| Erie         | 24          | 180       | \$362,769        | 63                    | \$375,222          | 260            | 310            | 19.2  | \$347,962           | \$330,232      | <5.1> | 85                       | 85             | 0     | \$318,000          | \$305,000      | <4.1> |
| Lafayette    | 21          | 156       | \$350,619        | 37                    | \$370,000          | 218            | 253            | 16.1  | \$332,627           | \$361,227      | 8.6   | 76                       | 71             | <6.6> | \$289,000          | \$299,999      | 3.8   |
| Longmont     | 62          | 505       | \$268,932        | 55                    | \$244,000          | 890            | 975            | 9.6   | \$240,901           | \$247,742      | 2.8   | 75                       | 71             | <5.3> | \$218,500          | \$225,000      | 3     |
| Louisville   | 20          | 108       | \$451,132        | 67                    | \$425,000          | 184            | 208            | 13    | \$384,249           | \$427,198      | 11.2  | 56                       | 58             | 3.6   | \$350,500          | \$375,000      | 7     |
| Superior     | 14          | 57        | \$432,982        | 30                    | \$425,000          | 122            | 123            | 0.8   | \$414,238           | \$422,214      | 1.9   | 63                       | 57             | <9.5> | \$373,000          | \$410,000      | 9.9   |
| Mountains    | 14          | 483       | \$441,107        | 113                   | \$436,500          | 230            | 225            | <2.2> | \$444,823           | \$414,417      | <6.8> | 123                      | 134            | 8.9   | \$345,000          | \$355,000      | 2.9   |
| Plains       | 32          | 439       | \$685,050        | 105                   | \$470,000          | 231            | 298            | 29    | \$642,225           | \$588,671      | <8.3> | 96                       | 113            | 17.7  | \$461,250          | \$460,000      | <.3>  |
| <b>Total</b> | <b>258</b>  |           |                  |                       |                    | <b>3,087</b>   | <b>3,429</b>   |       |                     |                |       |                          |                |       |                    |                |       |

## EXISTING CONDO SALES

## July 2010 Statistics

## Year-to-Year Comparison

| Location     | Total# Sold | Inventory | Avg. Sales Price | Avg. Days to Contract | Median Sales Price | Total # Sold   |                |       | Average Sales Price |                |       | Average Days to Contract |                |        | Median Sales Price |                |        |
|--------------|-------------|-----------|------------------|-----------------------|--------------------|----------------|----------------|-------|---------------------|----------------|-------|--------------------------|----------------|--------|--------------------|----------------|--------|
|              |             |           |                  |                       |                    | 7/1/08-6/30/09 | 7/1/09-6/30/10 | %chg  | 7/1/08-6/30/09      | 7/1/09-6/30/10 | %chg  | 7/1/08-6/30/09           | 7/1/09-6/30/10 | %chg   | 7/1/08-6/30/09     | 7/1/09-6/30/10 | %chg   |
| Boulder      | 36          | 464       | \$286,145        | 129                   | \$235,000          | 645            | 696            | 7.9   | \$301,652           | \$299,451      | <.7>  | 85                       | 112            | 31.8   | \$253,500          | \$242,500      | <4.3>  |
| Broomfield   | 6           | 44        | \$160,833        | 52                    | \$158,500          | 67             | 64             | <4.5> | \$219,746           | \$210,696      | <4.1> | 132                      | 100            | <24.2> | \$220,000          | \$190,000      | <13.6> |
| Erie         | 1           | 19        | \$150,000        | 23                    | \$150,000          | 24             | 33             | 37.5  | \$187,546           | \$263,228      | 40.4  | 110                      | 103            | <6.4>  | \$181,000          | \$251,000      | 38.7   |
| Lafayette    | 11          | 66        | \$156,454        | 38                    | \$117,500          | 86             | 108            | 25.6  | \$183,831           | \$183,420      | <.2>  | 86                       | 51             | <40.7> | \$167,000          | \$171,000      | 2.4    |
| Longmont     | 6           | 140       | \$158,883        | 84                    | \$145,000          | 203            | 202            | <.5>  | \$181,361           | \$172,439      | <4.9> | 104                      | 94             | <9.6>  | \$165,000          | \$165,365      | 0.2    |
| Louisville   | 1           | 26        | \$160,900        | 6                     | \$160,900          | 56             | 71             | 26.8  | \$211,485           | \$217,283      | 2.7   | 75                       | 96             | 28     | \$194,500          | \$212,000      | 9      |
| Superior     | 1           | 13        | \$243,500        | 44                    | \$243,500          | 39             | 49             | 25.6  | \$246,645           | \$262,075      | 6.3   | 83                       | 75             | <9.6>  | \$209,000          | \$220,000      | 5.3    |
| Mountains    | 0           | 2         | 0                | 0                     | 0                  | 1              | 0              | N/A   | \$26,000            | 0              | N/A   | 105                      | 0              | N/A    | \$26,000           | 0              | N/A    |
| Plains       | 12          | 71        | \$207,225        | 160                   | \$169,900          | 64             | 116            | 81.3  | \$186,293           | \$185,413      | <.5>  | 91                       | 87             | <4.4>  | \$160,000          | \$160,900      | 0.6    |
| <b>Total</b> | <b>74</b>   |           |                  |                       |                    | <b>1,185</b>   | <b>1,339</b>   |       |                     |                |       |                          |                |        |                    |                |        |

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

# Freeman buys out real-estate partner Myre

BY BUSINESS REPORT STAFF  
news@bcbr.com

NIWOT — Andrew Freeman is buying out his partner's share of Freeman Myre Commercial Real Estate for an undisclosed amount.

Freeman and Gary Myre launched the company based in Niwot in 2000 to represent tenants in real-estate transactions and later added a property-management division that has grown to a portfolio of 650,000 square feet. Freeman Myre has an ownership stake through partnerships in about 25 percent of the property in the management portfolio.

Freeman said he expects the deal to be signed Friday, Aug. 6.

Myre said he has no immediate plans. "I'm going to take some time and look at my options," he said.

Freeman said there is a possibility that Myre could periodically consult on planning studies the company conducts for the tenants it represents.

"Over the past 10 years, Gary and I have managed to build the firm from a small brokerage representing tenants to management and ownership," Freeman said. He declined to reveal the buyout price. "It's more than I wanted to pay but less than what Gary wanted," Freeman said.

Freeman plans to expand on the firm's property-management division over the next 10 years. He recently hired real-estate veteran Tom Newman as property and project manager, and promoted five-year employee Cathy Voss, who was an assistant, to take a

more prominent role within the company.

Freeman will not change the company's name. "We worked hard to build a brand and name recognition. I don't want to lose that. Besides, I have about 50 signs out there that I didn't want to have to repaint."

## BOULDER

**GETTING A GREEN-LIFT:** Boulder Housing Partners will begin installation of solar panels and other green renovations at Canyon Pointe, an affordable housing site at 700 Walnut Ave. in Boulder.

Boulder Housing Partners is the housing authority serving the city of Boulder.

Canyon Pointe consists of 81 one-bedroom apartments for residents age 62 years and older.

The 58.8-kilowatt solar installations will reduce greenhouse gas emissions and reduce energy bill costs by approximately \$7,000 per year. Cost for the installation is \$240,000.

Standard Renewable Energy will perform the work. It has 10 offices in the Southwest, including Boulder and Denver.

Funding for the project comes from low-interest financing provided by the American Recovery and Reinvestment Act of 2009 and the HUD Office of Affordable Housing Preservation, Green Retrofit Program.

In addition to the solar panels, the Green Retrofit Program will be providing \$1.1 million worth of green

renovations for the apartments during the next several months.

Improvements include new windows and siding, new sliding doors, improved roof insulation, new kitchens and bathrooms for about half the apartments, ceiling fans, interior air quality upgrades, a new boiler, new lighting and some water saving devices.

## LAFAYETTE

**WONDERLAND MOVING:** Home builder Wonderland Homes Inc. is moving its headquarters from Lafayette to Westminster to be nearer its current projects and take a smaller space after a gradual downsizing its work force.

Wonderland Homes is moving from 7,700 square feet at 1255 Dixon Ave. in Lafayette to 3,215 square feet at 8601 Turnpike Drive in Westminster.

Wonderland is wrapping up Anna's Farm, a housing project in Lafayette, said Mike Hart, vice president of sales and marketing. The home builder has two projects at Stapleton - Artisan Plazas and Denver Traditions. "Our lease expired, and it made sense to be nearer our two main projects," he said.

Wonderland gradually has trimmed its work force from 49 employees in 2006 to 13. "We'll have about 10 of those employees in our office in Westminster," Hart said.

Jason Kruse of The Colorado Group represented Wonderland Homes, and Roger Simpson of Frederick Ross Co. represented the landlord.

## LONGMONT

**GATEWAY CENTRE:** NCO Properties LLC has purchased Suite 202 at Gateway Centre, a commercial condominium at 1325 Dry Creek Drive in Longmont. When the improvements are completed this fall, the suite will be occupied by the Longmont CPA firm O'Donnell, Fowler & Plaster LLC.

Todd O'Donnell and Rachel Fowler are the owners of NCO Properties and principals in accounting firm.

## LOUISVILLE

**SPYDER MOVES CENTER:** Spyder Active Sports Inc., a Boulder-based maker of skiwear and outdoor apparel, is opening a warehouse/distribution center in Aurora after closing its distribution center in Louisville.

The 23,200-square-foot center at 14800 E. 35th Place, Building No. 9, Suite 200, will house an expanded Warranty and Repairs Division with the addition of an in-house sew shop featuring three commercial-grade sewing machines.

At the center, the company will handle all in-house repairs on its lifetime guaranteed outerwear to improve quality control and shorten turn-around times. The new space will manage a custom-uniform program and corporate sales inventory plus the corporate headquarters' sales samples.

Jason White, Spyder's warehouse manager, will oversee inventory management and center logistics at the

► See **Real Estate, 29A**



**REAL ESTATE** from 28A

new space.

Jim Laginess has been hired to fill the lead staff position. Laginess has more than six years experience in warehouse and distribution management, most recently working with White at Spyder's distribution center in Louisville.

Carmen Archuleta has joined Spyder as warranty and repairs manager.

**WE PAY PI:** Boulder Creek Builders, in the process of moving its headquarters from Boulder to Louisville, has enhanced its preferred Realtor program, We Love Realtors. The program offers improved benefits to new and existing registered agents. As part of this program, Boulder Creek introduced its We Pay Pi initiative, which will pay registered Realtors a commission of Pi, or 3.14 percent, on all Boulder Creek listings if signed up for the program at the time of contract.

In addition, Boulder Creek will offer bonuses on multiple Boulder Creek sales, improved communication on new listings and access to exclusive events.

**BOULDER COUNTY**

**FORECLOSURE RATE FALLS:** New foreclosure filings across Colorado continued to fall for the third straight quarter in the second quarter of 2010, according to a report by the Colorado Division of Housing.

New filings fell 15.7 percent in the second quarter compared with the

**GOING UP IN ERIE**

*Leon A. Wurl Service Center ahead of schedule*



COURTESY PINKARD CONSTRUCTION CO.

The Leon A. Wurl Service Center in Erie, being built by Pinkard Construction Co. of Lakewood, is about one month ahead of schedule. The center, with a adjusted ready date of November, will house the town of Erie's Public Works and Parks departments. It features a 9,560-square-foot class B office building that connects with a 16,728-square-foot maintenance building on approximately 7.5 acres.

same period in 2009. However, foreclosure sales rose 17.7 percent during the quarter, the report said.

New filings totaled 10,233 statewide during the second quarter compared to 12,135 in the same quarter of 2009. The report noted there were a total of 46,394 foreclosure filings in 2009, a state record. Through June

of this year there have been 21,369 filings.

Boulder County reported the lowest foreclosure rate in the Denver area, with one completed foreclosure per 777 households.

The report said the "sustained declines in new foreclosure filings totals likely indicate that households

are finding ways to avoid entering the foreclosure process and that mortgage companies are initiating fewer foreclosures for a variety of reasons."

The report added that "while foreclosure filings are presently in decline, a significant drop-off in foreclosure activity will rely on strength in the larger economy and on job creation."

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OPINION

EDITORIAL

# Area hospitals: Competition or cooperation?

Plans for a joint venture of Longmont United Hospital and Fort Collins-based Poudre Valley Hospital to build a new medical campus along Interstate 25 in Frederick illustrate the delicate balancing act faced by health-care providers in the Boulder Valley, Northern Colorado and beyond: Compete or cooperate?

Despite the toll taken by the Great Recession, this region still enjoys strong population growth, in sharp contrast to areas in the Midwest that face declining population. That growth means that demand for a variety of products and services, including health care, will increase over time (all the more so after the passage of federal health-care reform).

In our region, areas in southwestern Weld County and eastern Boulder County are among the fastest-growing in the country. Frederick alone has seen annual population growth of 12 percent. Adjacent communities of Erie, Dacono and Firestone add to the numbers, and the potential demand for health care.

In seeing this growth, Longmont United and PVHS determined that:

- Growth in the area, including future population projections, warranted a new medical facility.
- Possible competition from other health-care providers meant that they should act now to get in on the ground floor.
- Cooperation among the two systems was the most logical alternative.

Although Longmont United and Poudre Valley Health System opted to cooperate, with each owning 50 percent of the joint venture, the facility ups the ante when it comes to a variety of other medical providers. Banner Health, which operates hospitals in Greeley and Loveland, earlier had backed away from plans for a medical campus in Frederick.

But Banner could return to the field as the economy improves, and as it seeks to capture its share of the southwestern Weld County medical market. That region also includes service areas of Exempla Good Samaritan Medical Center in Lafayette and Boulder Community Hospital, along with hospitals in the northern Denver suburbs. Children's Hospital, too, is nearby with its new Broomfield clinic, and Louisville's Avista Hospital is a short distance away.

Some local medical officials predict that health-care reform will make cooperation more common among competing medical providers. But so far, it seems that although local hospitals will cooperate with some of their counterparts, they'll compete vigorously with others.



# Congress should fix 'PACE' program

## Fannie, Freddie quash innovative financing of energy retrofits

Bureaucracy has caused an innovative clean-energy loan program to grind to a halt, and only concerted pressure from constituents — driving legislative action — could reverse the decision.

A recent policy decision by Fannie Mae and Freddie Mac effectively stifles new financing under the federal Property Assessed Clean Energy, or PACE, program. (This is not to be confused with the local Partners for a Clean Environment program.)

In Boulder County, PACE financing is provided through the ClimateSmart loan program — at least financing was provided, as the program has been suspended indefinitely.

Under PACE, property owners can pay for energy-efficiency or renewable-energy improvements over time, through a surcharge on their property-tax bills. This generally would extend for 10 to 20 years. If a property is sold during that time, the tax assessment stays with the property, meaning that it must be paid by the new homeowner.

The program has been amazingly successful, with 23 states embracing the model, including Colorado. The current round of ClimateSmart loan funding saw 173 applicants for \$3.1 million in projects, according

to Boulder County. "Since the program was launched in May 2009, the ClimateSmart Loan Program has generated over \$10 million in projects completed by more than 280 local businesses," the county said in a recent press release.

But Fannie Mae and Freddie Mac don't like the tax assessment, and have warned lenders against financing properties with such liens attached, arguing that they present "unusual and difficult risk management issues."

Many state and local governments have identified a public benefit to improving energy efficiency, but Fannie and Freddie see no such benefit and don't like that PACE loans must be repaid before a mortgage, in the event of a default.

"... in 2008, Colorado's legislature added energy efficiency and renewable energy improvements to its list of authorized improvement district projects for which the legislature found significant public benefit," the Boulder County Board of Commissioners recently wrote to ClimateSmart applicants and contractors. "The federal Internal Revenue Code itself recognizes the public

benefits of these improvements to private properties, and permits the use of tax exempt financing for those purposes. However, the federal housing regulators, for the first time in history, have now inserted themselves into this determination, and essentially overruled the state legislatures and ignored other federal law in this regard."

In addition to the public benefit of greater energy efficiency, programs such as ClimateSmart have provided a valuable financing tool for homeowners who might not have been able to afford such improvements on their own.

Additionally, the improvements that have been financed have provided a much-needed economic boost to the local construction industry and solar companies, some of which credit their very survival to the program.

Someone needs to get Fannie and Freddie to reverse this policy, which has quashed one of the few bright spots in the economy, and represents an extremely popular program. While phone calls and letters to regulators might help, it's more likely that congressional action will be necessary if PACE and its local versions are to be revived.

But Congress should act fast, before a still-turbulent economy causes further damage to the construction and clean-energy sectors.

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**PUBLISHER'S NOTEBOOK**  
Christopher Wood

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CALENDAR

AUGUST

**20** The Erie Chamber of Commerce hosts Community Forum with Congressman Jared Polis from 7 to 8:30 a.m. at the Spirit of Flight Center, 2650 S. Main St., Building A in Erie. For more information, call 303-460-1156.

**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.

**23** 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.

**24** The Lafayette Chamber of Commerce is hosting Connect and Grow from 8 to 9 a.m. at the Lafayette Chamber, 1290 S. Public Road in Lafayette. For more information, call 303-666-9555 or e-mail info@lafayettecolorado.com.

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.

Boulder Green Streets Happy Hour will be from 5 to 7 p.m. at Mateo's, 1837 Pearl St. in Boulder. For more information visit www.bouldergrreenstreets.com.

**25** The Boulder Chamber is hosting Avoiding the Greenwasher Label Panel Series on business sustainability and energy efficiency from 7:30 to 9 a.m. at the Boulder Chamber, 2440 Pearl St. in Boulder. Admission is free for member and \$20 for nonmembers. For more information, contact Dan Powers at 303-442-1044 ext. 122 or visit www.boulderchamber.com and click on events.

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

The Erie Chamber of Commerce 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 303-828-3440.

**26** 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.

**27** The Longmont Area Chamber of Commerce is hosting a Membership Orientation from 8 to 9 a.m. at the Longmont chamber office, 528 Main St. in Longmont. For more information, contact Shelley McLeod, 720-864-2878 or e-mail smcleod@longmontchamber.org.

**30** 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.

Smoker Friendly International is hosting its Tobacco Festival and Conference from 8 a.m. to 5 p.m. at the Millennium Harvest House, 1345 28th St. in Boulder. The events features panel discussions and debates on legislative issues regarding the tobacco industry, a tobacco festival and conference exhibitors. For more information, visit www.smokerfriendly.com.

**31** Clean Tech Boulder will be from 5 to 6:30 p.m. at the Boulder Chamber, 2440 Pearl St. in Boulder. This is a social hour with presentations for principals and founders of companies involved in the research, development, implementation and sale of new energy-efficient technologies. RSVP to Dan Powers at 303-442-1044, ext 122.

SEPTEMBER

**2** The Buff Lunch supporting the CU Buffs, the CU Foundation and the Boulder Chamber will be from 11:30 a.m. to 1:30 p.m. at the Balch Field House on the CU Boulder Campus near Folsom Stadium. For more information, visit www.boulderchamber.com and click on events.

**6** 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.

**8** The Boulder Small Business Development Center is hosting Startup Essentials is from 1 to 4:30 p.m. at the Boulder Chamber, 2440 Pearl St. in Boulder. For more information, visit the www.boulderchamber.com and click on events.

The Longmont Area Chamber of Commerce is hosting a Small Business Leads Group from 3 to 4 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.

**9** 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.

The Broomfield Chamber of Commerce is hosting a Business After Hours from 5 to 8 p.m. at Donelson, Ciancio & Goodwin PC, 8001 Arista Place, Suite 400 in Broomfield. Admission is \$20 for members and \$30 for nonmembers. For more information, e-mail Info@BroomfieldChamber.com.

**10** The Longmont Area Chamber of Commerce is hosting Business Before Hours: Inn Between of Longmont at the Inn Between of Longmont, 250 Kimbark St. in Longmont. For more information, contact Jeff Simcock at jsimcock@longmontchamber.org or call 720-864-2872.

**13** 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.

**14** The Lafayette Chamber is hosting an Eye Opener Breakfast from 7:30 to 8:30 a.m. at the Blue Parrot, 640 Main St. in Louisville. This is a joint event between the Lafayette, Superior and Louisville chambers of commerce. Admission is \$20 with an advance RSVP, \$12 at the door and \$15 for nonmembers. For more information, visit www.lafayettecolorado.com.

NONPROFIT NETWORK

BRIEFS

Approximately 1,141 volunteers took part in the Foothills United Way's Day of Caring Friday, Aug. 13. They completed 61 projects benefiting 33 area nonprofits and other organizations. The volunteers represented local business and organizations including Amgen Inc., Ball Aerospace & Technologies Corp., The Boulder County Business Report, BVSD Retired Teachers, CableLabs, city of Boulder's attorney's office, Covidien, Dietrich Standard, Faegre & Benson LLP, The Foothills United Way's board of directors, Hofgard Benefits, Hewlett-Packard, IBM, InfoPrint Solutions Co., Lexmark, Lockheed Martin, LSI, Merrill Lynch, Nordstrom Rack, Particle Measuring Systems, Premier Members Federal Credit Union, Roche Colorado Corp., The Wireless Alliance, The Times-Call, University of Colorado students, The University of Colorado Women's Club and Vectra Bank.

FUNDRAISERS

The Dandelion Ball Spreading the Seeds of Mental Health gala will be from 5:30 to 11:30 p.m. at CU's Stadium Club at Folsom Field, 2400 Colorado Ave. in Boulder. The event features a gourmet dinner, silent and live auctions and live music. All proceeds benefit the Mental Health Center Serving Boulder and

Broomfield Counties. Tickets are \$125 each or \$225 for two. For more information, contact Kristen Tucker at ktucker@mhcbcc.org or 303-413-6287.

GOOD DEEDS

HW Home in Boulder raised more than \$21,000 for The Children's Hospital Foundation. The 17-member team road a 157-mile bike course at the 2010 Courage Classic from July 31 to Aug. 2 to support the hospital's work for children.

Left Hand Community Acupuncture at 409 S. Public Road in Lafayette is giving free acupuncture treatments in exchange for a \$20 donation to the Sister Carmen Community Center, a nonprofit that provides assistance to residents in East Boulder County. The offer expires Aug. 31. For more information, visit www.lefthandacu.com.

GRANTS

CareConnect has received a \$5,000 grant from the Adolph Coors Foundation to provide volunteer-powered direct services to seniors and adults with disabilities throughout Boulder County. These services include weekly grocery shopping and delivery, minor home repairs, and volunteer-escorted rides to medical appointments.



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RMGPA • RVTS Vendor registration fee: \$129 per person per session  
Advance registration required.  
Session 1: 12:30 p.m. to 2:00 p.m.  
Session 2: 3:00 p.m. to 5:00 p.m.

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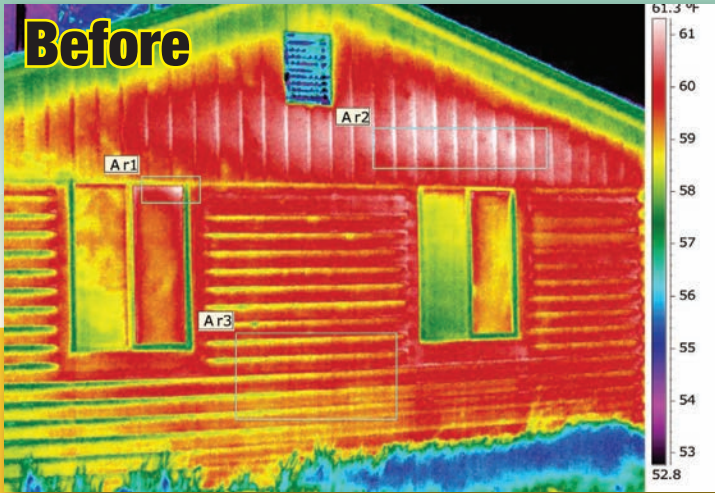
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- 3 Federal Tax Credit is 30% of materials up to \$1,500 [energystar.com](http://energystar.com)
- 4 Aurora, Douglas County, and Ft. Collins have additional Rebates. Source Gas, Atmos Gas, and Colorado Gas have 50% Rebates up to \$1,000

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