

BOULDER COUNTY BUSINESS REPORT \$1



SQUARE FEET
Guide to commercial
real estate opportunities
in the Boulder Valley
Section B

Serving Boulder and Broomfield Counties
Volume 29 | Issue 20 | Sept. 17-30, 2010

IRS puts small nonprofits on notice

*Groups must update forms
or lose tax-exempt status*

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

BOULDER - Hundreds of nonprofit organizations in the Boulder Valley stand to lose their tax-exempt status if they fail to meet an Internal Revenue Service deadline next month.

The IRS is giving small tax-exempt organizations until Oct. 15 to file an update with the federal government

listing information such as their principal officer, legal name and address and budget information such as annual receipts.

Most of the organizations were previously exempt from IRS filing requirements because they have annual gross receipts of less than \$25,000.

If they miss the October deadline they will automatically lose their tax-exempt status, which could cost them in taxes and penalties and cause them to lose valuable grants.

A total of 462 nonprofits in Boulder and Broomfield counties could

SAVING STATUS

More than 460 nonprofit organizations in the Boulder Valley will lose their tax-exempt status if they do not file paperwork with the Internal Revenue Service by Oct. 15.

Boulder	253	Nederland	5
Longmont	91	Lyons	3
Broomfield	56	Allenspark	2
Louisville	26	Niwot	1
Lafayette	18	TOTAL	462
Superior	7		

SOURCE: INTERNAL REVENUE SERVICE

be affected, according to a list made available by the IRS.

The deadline is the result of the 2006 Pension Protection Act. Pro-

visions in the law require most tax-exempt organizations, other than churches and church-related orga-

► See **IRS, 9A**

TechPubs taking on high-flying clients

*Longmont firm helps
airlines manage reams
of technical documents*

BY LYLA D. HAMILTON
news@bcbr.com

LONGMONT — David Williams, president and chief executive of TechPubs Inc., invites others to judge the software development and consulting firm by the companies it keeps.

"We work with airline industry leaders to promote safety, regulatory compliance and operational efficiency," he said.

TechPubs' client roster includes United Airlines, SkyWest and Etihad Airways. United, upon its merger with Continental Airlines Inc., will be the world's largest carrier. SkyWest is the top regional carrier in the U.S. For 2010, Business Travel World named Etihad, the national airline of the United Arab Emirates, the best long-haul carrier.

Founded in 2008, TechPubs

► See **Clients, 14A**



JONATHAN CASTNER

David Williams, chief executive of Longmont-based TechPubs Inc., is finding plenty of work for his young company with a list of high-flying clients. TechPubs addresses management of the reams of federal and international technical documentation that govern maintenance and flight operations for commercial airlines.

Visit bcbr.com for breaking news



CONTENTS

The Edge:	Awards	23A	Internet News.....	10A	
Tax planning	12A	BCBRdaily	2A	Nonprofit Network.....	19A
	Business Digest.....	19A	On the Job	11A	
ExecStyle	Calendar.....	23A	Product Update	10A	
Richards on 3rd.....	16A	Editorial	22A	Publisher's Notebook	22A
	Eye.....	3A	Real Estate.....	20A	

Eltron Research scores \$71 million grant

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 BCBReaily, 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 - Eltron Research and Development Inc. in Boulder has received a \$71 million federal grant to work on clean-coal technology.

Eltron is one of three companies in Colorado to receive a grant through the Department from the American Recovery and Reinvestment Act of 2009. Eltron's is the largest grant to date to a Colorado company from the American Recovery and Reinvestment Act.

ADA Environmental Solutions in Littleton received \$15 million, and North American Power Group in Greenwood Village received \$5 million.

"The Recovery Act is accelerating the advancement of cutting-edge, clean-coal technologies by Colorado companies to create a cleaner environment for our country and our children," said Gov. Bill Ritter, in a prepared statement.

The three Colorado grants are among 22 awards in 15 states totaling \$575 million for carbon capture and storage research and development.

Eltron Research and Development said the grant will decrease development time by about three years of a hydrogen transport membrane technology to cost-effectively separate hydrogen from shifted coal-derived

BCBRdaily

syngas.

ADA Environmental will use the money to design, construct and operate a 1 megawatt-equivalent gas flow pilot-scale test unit to evaluate the performance and cost of an advanced solid sorbent carbon dioxide capture technology.

North American Power Group will use the money to pay for the Two Elk Energy Park Carbon Site Characterization Project, which will involve drilling a series of shallow wells and one deep well in Wyoming.

NexGen, Bella partner on project

BOULDER - NexGen Energy Partners LLC in Boulder and Bella Energy Inc. in Louisville will develop a solar installation on the roof of the Calvin L. Rampton Salt Palace Con-

vention Center in downtown Salt Lake City.

The team presented a plan to Salt Lake County to install up to 2.6 megawatts of solar modules on the structure. If built to that capacity, the Salt Palace would host the largest rooftop solar facility in the United States. The system is expected to generate more than 3.3 million kilowatt hours of electricity every year, while reducing the building's consumption by 25 percent.

The NexGen Energy and Bella Energy team won a competitive request-for-proposal process that took four months and began with 12 applicants. Construction is expected to begin later this year.

NexGen Energy will own and operate the facility and sell the power to Salt Lake County at a fixed rate. Bella Energy will design and install the project.

The final contract will include an option for the county to purchase the system in the eighth year. NexGen Energy has retained the renewable energy credits associated with the project.

Cheese maker buys Tellory

LAFAYETTE — Wisconsin-based cheese maker Sartori Foods and three minority investors bought Tellory Inc., a pesto, dip and spread company

in Lafayette.

Tellory founder and chief executive Mallory Kates will keep an ownership interest in the company, which has been renamed Sartori Inspirations LLC. Kates said she'll be the executive vice president of the new company, and she'll focus on product development and customer service.

Terms of the deal were not disclosed.

Tellory's gourmet brand names Ciolo and Piccolo will stay the same. Whole Foods and King Soopers stores carry the products regionally. Some specialty markets carry the products in other parts of the United States.


Ball shutting down can plant

BROOMFIELD — Ball Corp. in Broomfield plans to consolidate the production equipment in its Richmond, British Columbia, plant into other company manufacturing facilities.

The Richmond plant, which produces steel food cans, will cease production during first quarter 2011, and its customers will be served by other Ball facilities.

The plant manufactures steel cans for the Alaskan and Canadian salmon industry. It opened in 1985 and employs approximately 40 people. Employees will be offered outplacement.

► See **BCBRdaily**, 18A



More straightforward solutions.

Our 475 lawyers worldwide collaborate with clients to handle the full range of business issues, transactions, and litigation. The result? **More Together®**

FAEGRE & BENSON
LLP

faegre.com
USA | UK | China

For more information, please contact Rex O'Neal at 303-447-7771.

Power Tagging hooks up with Lockheed

BY MICHAEL DAVIDSON

mdavidson@bcbcr.com

BOULDER — A Boulder-based technology company is joining forces with a major defense contractor in an attempt to make power grids smarter and cheaper.

Power Tagging Technologies Inc. announced on Sept. 14 it has entered into a cooperative agreement with defense contractor Lockheed Martin Corp. (NYSE: LMT) to develop communications systems for smart electrical grids.

Power Tagging designs and builds

sensors for meters that track energy use and transmit data over an electric company's power grid. Unlike other smart meters, Power Tagging's devices do not need separate fiber optic or wireless networks to be able to transmit data.

Lockheed Martin will sell hardware and software developed by Power Tagging to utility companies around the world, said John LoPorto, Power Tagging's president and chief executive.

Power Tagging's technology will fit in with Lockheed Martin's SEEsuite Smart Grid Command and Control product line. SEEsuite products allow utilities to track real time changes in

demand and production.

"Our combined technologies will add significant value to our utility and government customers, providing them with significant energy savings and increased efficiency of electric distribution, operations and delivery," Lockheed Martin vice president of energy initiatives Jim Kohlhaas said.

The partnership will allow Power Tagging access to markets in the U.S., Europe and Asia, LoPorto said.

"It's like someone flipped a light switch. We went global overnight," he said.

The partnership with Lockheed

Martin comes after Power Tagging secured a commitment from Dominion Resources to purchase 2.4 million modules for its grids. The Virginia-based company is one of the nation's largest energy companies, with extensive networks of natural gas and power lines that serve customers in 12 states.

Agreements with Lockheed Martin and Dominion Resources mean Power Tagging, which is privately owned, is set to grow. It currently employs about 30 people.

"We're basically looking to double in size over the next 12 months,"

► See **Lockheed, 9A**

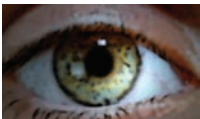
Entrepreneurs have scary plans for empty space

With Halloween right around the corner, work is under way on a theatrical-quality haunted attraction in Boulder.

Endeavor Productions, a technical-event production company started by Boulder High School graduates **Jake Reilly**, 21, and **Macx Morrison**, 20, is working to turn the vacant Ford/Kia dealership on 28th Street and Glenwood Avenue into Glenwood Manor.

"We view this more like a the-

THE EYE



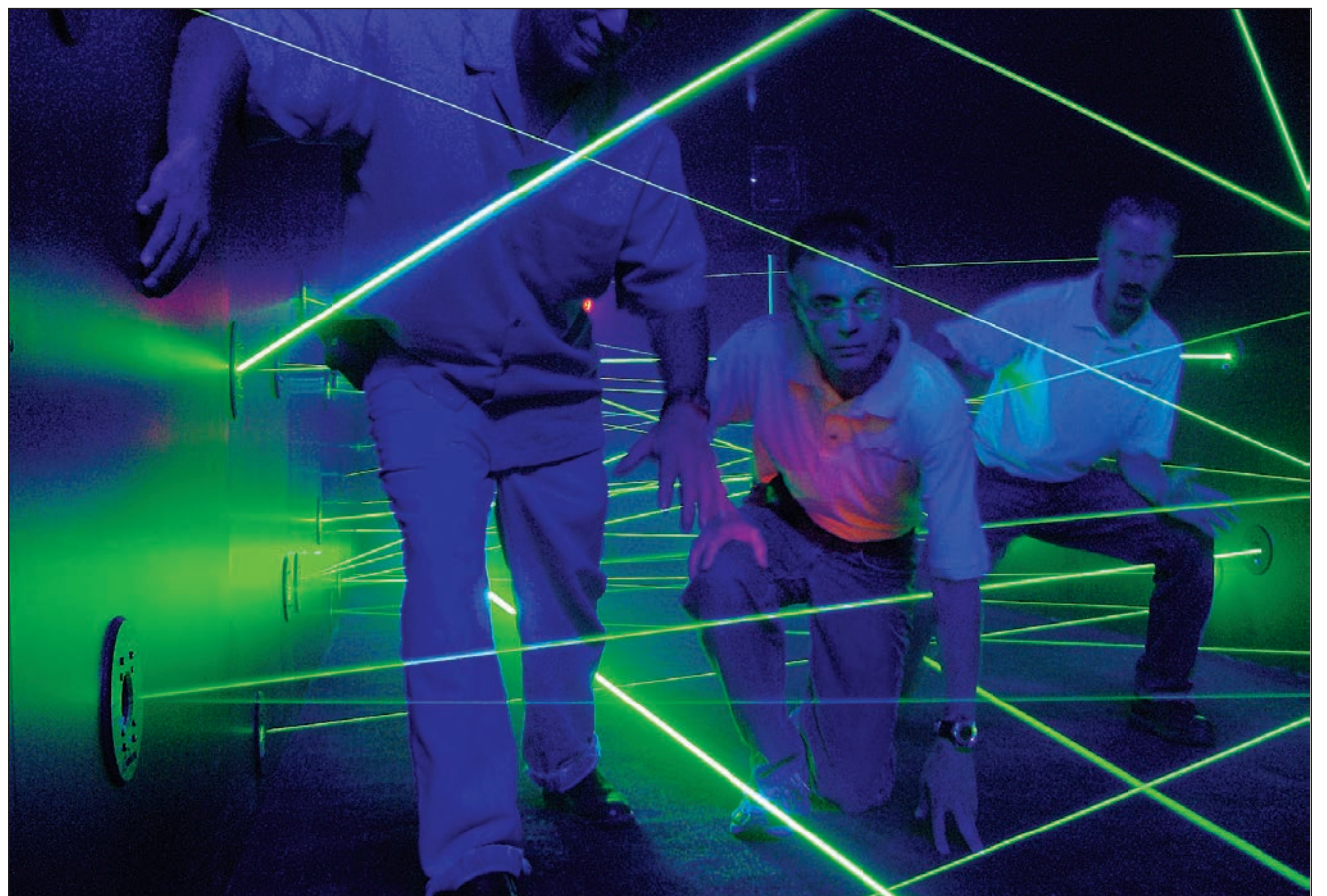
atrical production than a seasonal haunt," Reilly said. "Most haunts tend to be dark hallways with people just jumping out at you. Although they're still amusing, our attraction is designed to be genuinely frightening and give you the feeling you're being immersed in a horror film."

David Gerhardt, who had some input in the original design and was involved in the story development, believes that Glenwood Manor will be, "classy, if you feel comfortable using that word to describe a haunted house."

Knudson Gloss Architects has been selected by Builder Magazine as one of four national firms to participate in a competition to design a 1,500 square foot residence — in a "basic box."

It is an exercise that acknowledges the tough realities of today's residential marketplace, including limited land supply, constrained buying power, and higher energy efficiency standards. The home — a +50 design which addresses the desire to age in place — will be featured in Builder Magazine's November issue.

The laser maze



COURTESY FUNOVATION INC.

Founders of Funovation Inc. work their way through one of their company's products, the Laser Maze Challenge. From left, Ted Ziemkowski, chief executive, John Bonvallet, vice president of operations, and Erick Mueller, vice president of sales and marketing.

Funovation finds market for high-tech obstacle course

BY ELIZABETH GOLD

news@bcbcr.com

BOULDER — Neon green laser beams shooting across the room indicate the race against time has begun.

Getting more entertainment centers and amusement parks excited about bringing the laser maze challenge to their clientele is the goal.

To date, Funovation Inc.'s four equal partners have installed the company's premier product, the Laser Maze Challenge, in 50 locations in nine countries.

The patented laser obstacle course requires players to navigate through the laser field from one end of a room

to the other. The player who reaches the other side with the least laser beam breaks in the shortest time wins.

"There's nothing wrong with sitting on the couch, but our product gets people involved physically and mentally," said Erick Mueller, vice president of sales and marketing.

Ted Ziemkowski, Funovation's chief executive, came up with the concept and created the first maze in 2005. He was working with a professional haunted house creator at the time.

"We made enough money to go to the haunted house trade show in Denver where we got our first client," Ziemkowski said. Next stop

was the International Association of Amusement Parks and Attractions trade show where more clients were signed on, and an international client market was established.

Ziemkowski bought his original partner's share of the business in 2007. He then hooked up with Mueller, John Bonvallet, operations and Jason Heddings, engineering.

"We researched the idea, did a feasibility test and decided to launch the business in August 2007," Mueller said. "We bootstrapped with no outside money — it was self-funded by customers for less than \$20,000."

► See **Laser, 18A**



The bottom line. Make your business great.

Great Western Bank is built upon nearly a century of solid, prudent practices—and growing stronger every day. As we thrive, so will you with convenient locations, continued lending and programs that give back to our communities. In a challenging world, we're still here. Strong, growing and making life great.

Boulder: 2775 Pearl St., Suite 101 • 303.447.0444
1900 Ninth St. • 720.890.0333

Erie: 785 Cheesman St. • 303.828.0888

Lafayette: 811 S. Public Rd. • 303.666.0777
2695 N. Park Dr., Suite 101 • 303.666.0111

Longmont: 25 E. Ken Pratt Blvd. • 303.532.3444
600 Kimbark St. • 303.776.2727
2100 Main St. • 303.772.0777

Louisville: 1020 W. Century Dr. • 303.666.0666
801 Main St., Suite 130 • 303.664.0444

GreatWesternBank.com



Special Transit presents

Rev It Up! 2010

Sunday, October 3, 5-8 pm

Tebo's Garage, Longmont

Tickets \$50 in advance / \$60 at the door

Enjoy the Crystal Swing Band, swing dancing (with lessons and demonstration by Boulder Swing Dance), a silent auction and Stephen Tebo's exclusive car collection. Plus delectables from top local restaurants: Colterra, Flagstaff House, Mateo, Radda Trattoria, SALT Bistro, West End Tavern and Zolo Southwestern Grill.

Order tickets online at www.specialtransit.org
or by phone at 800.838.3006

(12 and older please) Ticket price includes food and drinks.

All proceeds benefit Special Transit, a 501(c)(3) nonprofit organization dedicated to promoting mobility and independence.



Brown's lenders buy chain including Business Report

BY BUSINESS REPORT STAFF

news@bcbr.com

BOULDER — Lenders for Brown Publishing Co., Brown Media Holdings and affiliated businesses have purchased the Ohio-based chain of community and business publications, including the Boulder County Business Report based in Boulder.

Ohio Community Media LLC, a new company formed by secured lenders, completed the purchase Sept. 3. The purchase was approved that day by a federal bankruptcy-court judge, and included 14 daily newspapers, 56 nondaily newspapers, all or part of 11 business publications and numerous other publications.

Included in the \$21.75 million credit bid were the Boulder County Business Report and other assets of Boulder Business Information Inc., including its 51 percent stake in Northern Colorado Business Report Inc. in Fort Collins, which also owns the Wyoming Business Report.

"We are thrilled to be past the disruptions of the Brown Media bankruptcy and look forward to working with the new management at Ohio Community Media," said Christopher Wood, Boulder County Business Report publisher. "Although this ownership structure is likely not the one that will be in place long-term, it already has brought clarity and removed much of the uncertainty of the bankruptcy process."

Brown and its affiliated companies filed for protection in U.S. Bankruptcy Court in the Eastern District of New York April 30. The newly formed Brown Media Co., owned by Brown insiders Roy Brown, Joel Dempsey and Joe Ellingham, won a bid for most of the assets during a bankruptcy-court auction July 20, bidding \$22.4 million.

However, Brown's lender, Guggenheim Securities, withdrew from the deal, and Brown informed the

**INCLUDED IN THE
\$21.75 MILLION**

credit bid were the Boulder County Business Report and other assets of Boulder Business Information Inc., including its 51 percent stake in Northern Colorado Business Report Inc. in Fort Collins, which also owns the Wyoming Business Report.

court Aug. 20 that it could not complete the transaction. That meant that PNC Bank, the lead secured lender and the second-highest bidder, emerged as the likely purchaser.

Ohio Community Media is led by chief executive Rick Starks. The company was formed by PNC Bank, Allied Irish Bank, AIB Debt Management, Brown Brothers and Harriman, Huntington National Bank, Prudential Insurance Co. and Wells Fargo Bank.

Ohio Community Media did not assume ownership of all the former Brown assets. Delphos Herald Inc. of Delphos, Ohio, closed on its \$3.59 million purchase of several Ohio properties, Aug. 13, including The Times Bulletin in Van Wert, the Putnam County Sentinel and the Ada Herald.

Dan's Papers, a weekly publication in the Hamptons, was sold Sept. 3 to Dan's Papers Holdings LLC, an affiliate of Manhattan Media, for \$1.75 million. Manhattan Media is backed by Isis Venture Partners of New York.

BOULDER COUNTY BUSINESS REPORT

Volume 29 : Issue 20
Sept. 17-30, 2010

Copyright 2010. Boulder Business Information Inc., a subsidiary of Brown Publishing Co. Reproduction or use of editorial or graphic content without written permission is prohibited. The Boulder County Business Report (USPS 018-522, ISSN 1528-6320) Is published biweekly, with an extra issue in December, by Boulder Business Information Inc., a Colorado corporation, 3180 Sterling Circle, Suite 201, Boulder Colorado, 80301-2338. Periodical Postage Paid at Boulder, CO and at additional mailing offices. Subscriptions are \$49.97. International subscriptions are \$180.00.

POSTMASTER; Send change of address notices to:

The Boulder County Business Report, P.O. Box 1399, Fort Collins, CO 80522.

(303) 440-4950 Fax: (303) 440-8954 E-mail: cwood@bcbr.com Web: www.BCBR.com

SEC accuses Agile adviser of fraud

BY BUSINESS REPORT STAFF
news@bcbr.com

BOULDER — The Securities and Exchange Commission on Sept. 7 accused Boulder investment adviser Neal R. Greenberg of fraud and breach of fiduciary duty that resulted in the loss of about \$174 million belonging to more than 100 investors.

The SEC document said Greenberg, 54, chief executive of Tactical Allocation Services, which wholly owns the Agile Group LLC of which Green-

berg was the head portfolio manager, made “material misrepresentations and omissions to clients and investors in the offer and sale of the Agile hedge funds as well as advising clients to remain invested in the funds.”

The SEC also accuses Greenberg of making “false and/or misleading spoken or written representations about the Safety, International and Variable funds. The three funds suffered losses due to investments made, either directly or indirectly into to funds that were part of convicted

crooks Bernard Madoff and Tom Peters’ fraudulent scheme.

Agile Group suspended redemptions to the funds in September 2008, and closed its office in Boulder in 2009. The SEC document said the Agile funds remain frozen today, and investors likely have lost most, and possibly all, of their investment.

The SEC has ordered Greenberg to answer the allegations listed in the SEC filing within 20 days, and a public hearing to be held within 30 to 60 days for the purpose of taking evidence.

Boulder banker accused of fraud

BY BUSINESS REPORT STAFF
news@bcbr.com

BOULDER — The Colorado Securities Commission filed a complaint and issued a temporary restraining order against a Boulder company, alleging that it is violating the anti-fraud and licensing provisions of the Colorado Securities Act.

Mark Hamilton Yost and his company, Yost Co., are accused of defrauding investors in at least one private fund. The company is accused of telling investors that the fund was making money, when it was losing funds instead.

Yost, former chairman of the board at Flatirons Bank in Boulder, also “grossly misrepresented to investors the total assets held by the fund, the individual investors’ current account balances, and the gains and losses of their investments.”

As of Dec. 31, 2009, he claimed total assets to be \$28 million, when less than \$20,000 existed in the fund.

Yost is also accused of paying himself excessive fees based on the gains reported in the funds. He used investor funds to pay for personal expenses.

The complaint also alleges that Yost paid investment funds to his investors by using money fraudulently obtained from Flatirons Bank in Boulder.

What you need to do to hire foreign workers

Question: I am a U.S. employer and I want to hire a foreign person, what do I need to do?

Answer: U.S. employers can petition for nonimmigrant or immigrant status for certain employees.

Nonimmigrant status allows a foreign national to work in the U.S. for a defined period of time in a defined position.

There are many different kinds of status or visas which allow a foreign national to work in the U.S., each with different legal requirements. Commonly used types of nonimmigrant visas which allow employment are the following:

- H-1B visa for professional

workers

- H-2B visas for seasonal or temporary workers

- L-1A or L-1B visas for multinational workers who are transferring from a foreign company to a related U.S. company

- O and P visas for artists, athletes or those with extraordinary ability

- R-1 visas for religious workers

- E-1 or E-2 visas for entrepreneurs who start their own company or work in a position of specialized knowledge for a company which has foreign ownership

Some U.S. employers may also petition for an immigrant status for

an employee. An immigrant status is also known as lawful permanent residence or commonly called a “green card.” Permanent resident status allows a foreign national to live and work in the U.S. indefinitely.

Because the employment-based permanent residence process can take a long time, some companies will start with an appropriate non-immigrant visa and employ the foreign national while working through the permanent residence process.

Legal Lines is a question and answer column provided as a public service by the Colorado Bar Association.

COLORADO CAPITAL BANK BOULDER

*Your Neighbor.
Your Community.
Your Bank.*

~ COMMERCIAL BANKING

~ TREASURY MANAGEMENT SERVICES

For three years, we have quietly been making our presence known in the Boulder community by serving the needs of privately-held businesses and nonprofits. Along the way, we have been building a foundation to provide you with the best in personal banking and investment services.

~ NONPROFIT BANKING

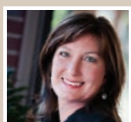
~ RESIDENTIAL MORTGAGE LENDING



Jake Puzio
President
303.660.7707



Robert Haas
Senior Vice President-
Loan Officer
303.660.7702



Allison Closson
Vice President -
Loan Officer
303.660.7711



Monika Czebotar
AVP-
Loan Officer
303.660.7705



Roxana Phelps
Vice President
303.660.7706



Amanda Donovan
VP-Treasury
Management
303.660.7713



1434 Spruce Street, Suite 100 | Boulder, CO 80302 | 303.660.7700
www.coloradocapitalbank.com



HEART SCAN AT LONGMONT CLINIC



**Take care today.
Better health tomorrow.**

Many times, people with heart disease have few visible symptoms. Yet heart disease is the number one killer for both men and women in America.

Calcium is a clinical marker for coronary artery disease and has been confirmed to be the most powerful predictor of heart attacks, sudden death and other manifestations of coronary heart disease.

Our heart scan detects plaque years, or even decades, before stress testing or any other type of non-invasive technology.

Call today to find out if a heart scan is right for you. After all, a healthier tomorrow begins today.



LongmontClinic

A Complete Medical Center.

1925 W. Mountain View Ave. • Longmont, CO 80501
www.longmontclinic.com • 303.684.7888

To schedule an appointment, call:

303.684.7888



MICHAEL MYERS

Buddy Ketchner, who took over the reins as president of Boulder-based Sterling-Rice Group in July, is carrying on the vision set in motion in 1984 by founders Rick Sterling and Michael Rice.

Sterling-Rice racks up double-digit growth

Clients turn to Boulder strategy firm to reinvent image during downturn

BY HEATHER McWILLIAMS
news@bcbr.com

BOULDER — Many businesses seem to shift into neutral during a sluggish economy, but veteran strategy and communications company Sterling-Rice Group sees the downturn as a chance for its clients to accelerate growth.

"There a school of thought that says certain companies can gain advantage in a down economy," said Buddy Ketchner, president of Sterling-Rice Group. The Boulder-based Sterling-Rice Group has been serving a diverse portfolio of clients from across the country since it set up shop 26 years ago, Ketchner said. It helps clients with everything from ensuring a client's message is strategically correct to redesign and launch of new packaging.

It's a broad approach that's worked for Sterling-Rice. The company has seen growth every year since inception, Ketchner said, and the past year yielded double-digit expansion.

"We've tried not to get overly concerned by the economy," Ketchner said. "It's really about focusing on controlling what we can control."

In fact, Ketchner said, the economy prompted some clients to try things they might not have in a different market.

"Last year companies really hunkered down, this year they came to the realization that they weren't

going to save into growth," Ketchner said. "Because the stakes are higher and challenges harder in challenging times, companies have to be bold and creative and reinvent themselves," Ketchner said.

Sterling-Rice has helped everyone from big names like ConAgra and General Mills to smaller, entrepreneurial companies such as the Boulder-based bread maker Rudi's Organic Bakery.

No matter whom the client, the group always offers the same quality service.

"We're disciplined and adamant about being strategically correct, but we're also highly creative," Ketchner said, something that allows Sterling-Rice to tailor client's business changes to a niche of customers and

of Rudi's packaging and marketing strategies. Efficiency that might have been lost in bringing new folks up to speed if Rudi's had used separate companies for separate aspects of their redesign, Radi said.

Sterling-Rice's work for Rudi's centered on matching the look and feel of the product with the ethos of the company, said Sheila Rosen, a Sterling-Rice partner and managing director who worked on the Rudi's account.

Through customer research, such as demos, Sterling-Rice identified Rudi's heaviest users, what they were like and what attracted them to Rudi's products.

"One of the things we noticed of these moms ...is they are curious, information seekers and these are

70's-era Volkswagen bus "wrapped" in the new packaging. The redesign is hitting stores now is receiving a positive response, Radi said.

With such a large focus on the food industry, Sterling-Rice also employs a culinary expert.

"I'm not actually aware that this job exists in any other company," said Cathryn Olchow, Sterling-Rice's culinary director. Olchow has both culinary and business degrees, giving her insight to understand food and what it takes to sell it.

"A brand manager who doesn't cook and isn't intimate with food doesn't quite get the emotional level," Olchow said, but she and her team draw out that emotional connection people have to food. She does everything from design recipes for the sides of boxes and work on new products in Sterling-Rice's test kitchen, to connecting with nationally known food experts about what people want in different kinds of food.

Ketchner, who began at Sterling-Rice as an intern two decades ago and took the company's helm as president in July, believes the diverse group of creative problem solvers who work for the company are key to its success, he said.

Job losses from the economic hitch experienced in recent years allowed Sterling-Rice to snatch quality employees as they left other positions. Sterling-Rice currently employs 126 people and plans to hire another dozen by year's end, Ketchner said.

"It's really gratifying to see an organization that started as an idea expand into something so successful," Ketchner said.

JOB LOSSES

from the economic hitch experienced in recent years allowed Sterling-Rice to snatch quality employees as they left other positions.

then design packaging, communication strategies and advertising that targets that group.

This beginning-to-end, strategy-based technique is one of the things that attracted Rudi's to Sterling-Rice.

"The thing I really like about Sterling-Rice is you get both the strategy work and the great thinking on that front ... and the execution of those strategies," said Doug Radi, vice president of marketing for Rudi's Organic Bakery. That continuity made for an efficient redesign

the values that you see in a natural and organic shopper," Rosen said. These "brand ambassadors" also tended to be optimistic and want to pass that sense of optimism to their children.

While the folks at Rudi's reflected those values, their packaging did not.

"We really wanted to help separate Rudi's from the sea of brown, the sea of sameness," typically seen in the bread aisle, Rosen said. The Rudi's redesign included brighter packaging, different graphics and a

Take the Vectra Challenge



We'll meet or beat your current Merchant Services provider's pricing GUARANTEED or you get \$100.
And for a limited time,
we will waive all set up fees — \$100 Value!

Make the switch to a Vectra Bank
Merchant Services Account Today!

(800) 341 8156	Vectrabank.com/ MerchantServices	or talk to your local Vectra Banker
----------------	-------------------------------------	--



- Boulder—Pearl**
1700 Pearl Street
720-947-8450
- Broomfield**
1990 W. 10th Ave.
720-947-8275
- Longmont**
2011 Ken Pratt Blvd.
720-947-8470
- Westminster**
3300 W. 72nd Ave.
720-947-8300
- Westminster—Park Centre**
1955 W. 120th Ave.
720-947-8060
- Boulder—Broadway**
2696 Broadway
720-947-8400
- Thornton**
4151 E. 136th Ave.
720-947-8040
- Wheat Ridge**
7391 W. 38th Avenue
720-947-8000

A Vectra Bank deposit account is required. Additional restrictions apply, see banker for details. Member FDIC.

Community Link adds new services for disabled



MICHAEL MYERS

Employment Link, a nonprofit in Boulder, soon to be renamed Community Link, provides people with disabilities help with employment, and soon will be providing assistance in the areas of family and social needs. Here, Becky mops the floor of a bus on a recent job. In background, from left, are Mark, supervisor Dennis Cook and Shawn. The organization is celebrating its 50th anniversary this month.

Nonprofit in Boulder celebrates 50th anniversary

BY KEELY BROWN
news@bcbr.com

BOULDER — A nonprofit organization in Boulder plans to celebrate its 50th anniversary by inaugurating a wealth of new services — and take on a new name.

RUNNING A NONPROFIT PROFITABLY

Since its creation in 1960, Employment Link has provided employment and job-matching opportunities for people with cognitive disabilities. But now, to coincide with its half-century celebration in September, Employment Link will become integrated into a multiservice nonprofit, to be called Community Link.

Chief Executive Bob Lawhead said Community Link's mission is to bring people with cognitive disabilities into mainstream society, releasing them from the social stigma of being different. And this goal, he added, can only be achieved by taking a comprehensive approach, addressing not only employment needs, but also family,

relationship and social needs as well.

"Being enmeshed in the community allows people with cognitive disabilities to be seen as citizens with equal footing," he said. "We believe that by giving them the opportunity to give back to society — just as we'd expect any other citizen to do — we can decrease the social stigma they've had to endure."

This social stigma was first encountered by Lawhead at an early age, and made a deep impression on him. While he was in high school, a class project brought Lawhead into contact with people with cognitive disabilities, who were being cared for in a large, institutional setting.

"It was abhorrent," he recalled. "People were being treated inhumanely, just on the sole basis that they had a disability. That's when I saw that vast improvements needed to be made."

When Lawton joined Employment Link in 1982, he committed himself to ensuring that people with these types of disabilities can have the same chances for a quality life — a life lived in a happy, safe environment, complete with rewarding relationships and fulfilling work opportunities.

► See **Disabled, 9A**

Furnishing the Workplace

Arrow offers Office Design, Installation and project management. We have a large selection of furniture products from many different manufacturers as well as many Ergonomic and Safety products.

- Seating
- File Storage
- Work Stations
- Conference Rooms
- Computing Centers
- File Room Shelving
- Outdoor Furniture
- Banquet Furniture

We buy and sell used furniture. Save \$\$\$ from our large selection of used furniture.

Whether your business is large or small, we look forward to showing you why we are your single source for business products.

ARROW
OFFICE PRODUCTS & INTERIORS

LOCALLY OWNED & SERVING COLORADO SINCE 1967

2418 30th Street • Boulder, CO 80301 • P: 303.447.0500 • F: 303.442.1765 • www.arrowoffice.com

Greenguard Indoor Certified products as well as Leed Green Building Rating System products, recycled and new.



Factory reconditioned Haworth Panel Systems and new AIS Panel Systems for all of your needs.

FOR ALL YOUR PRESENTATION NEEDS

AWARDS • EMBROIDERY • FRAMING • PROMOTIONAL PRODUCTS

Stop by our show room to see our selection of



QUALITY AWARDS & GIFTS



BUSINESS SOLUTIONS
UNLIMITED, INC.

Boulder:
DBA Boulder Trophy Shop
1025 Rosewood Ave, Suite 104
303-444-2341

Broomfield:
DBA B&B Embroidery and Awards
6801 W 117th Ave, Unit A6
303-466-0013

> *recruit with reality*

Professional, Technical & Executive Positions

www.bp2recruiting.com • 303.444.1445

BP² BOLDER
PROFESSIONAL
PLACEMENTS

A division of Bolder Staffing

DISABLED from 8A

Toward this end, Community Link will incorporate three divisions — the already-existing Employment Link, as well as two new departments, Home Link and Family Link — all to be run under the Community Link banner.



Lawhead

Home Link, which began in June 2009, provides individualized support in the living arrangements of those with cognitive disabilities. The object, Lawhead said, is to help them to become as self-sufficient, and as comfortable, as possible.

Family Link, which is just now getting started, offers assistance in life planning options, including estate and long-term care planning. As the parent of a son with Down syndrome, Lawhead has firsthand knowledge of how important it is to be able to make future provisions for those who are unable to live entirely independently.

"This is a concern that we hear expressed over and over by families," Lawhead said.

"And I think about this as well. When I can't advocate for my son anymore, who's going to look after his interests?"

On the lighter side, Family Link also offers support in social networking — an area that, according to Lawhead, is much needed but often overlooked.

"People with disabilities have trouble in developing relationships," he said. "When you have cognitive issues and difficulty in communicating, it's really tough to build friendships."

Family Link also represents a new funding model for Community Link. Until now, the nonprofit has been 95 percent government funded, through programs such as Social Security's Ticket to Work program, which provides employment services to those on disability benefits, and the non-medical services division of Medicaid. But the new Family Link division will be funded entirely through individual membership and service fees.

Because of this, Lawhead anticipates that, in five years, Community Link will only be 75 percent government funded.

"We need to go to these funding areas we haven't tapped before, because the government can't do it all," he said.

Last year, revenue for Community Link (under the name Employment Link) totaled \$1,373,000, while, at a conservative estimate, this year's pro-

jections will reach \$1.9 million. This 38 percent growth, Lawhead said, is due primarily to the new revenue generated by Family Link's membership and service fees.

In past years, Lawhead said, the nonprofit organization was reluctant to ask for corporate donations, preferring to use its business connections in order to obtain jobs for its recipients.

Now that its services have expanded into providing family and housing assistance, Community Link will begin to avail itself of charitable funding from businesses and corporations, as well as from the community.

As funding increases, services will increase as well, Lawhead said. And increased services will bring more opportunities — and, ultimately, make more life choices available to those whose options have, in the past, been severely limited.

"We all want choices in the things we do," Lawhead said. "But in the past, people with cognitive disabilities have not had those basic rights. They've been systematically discriminated against."

"By getting past that social stigma, we're showing that people with these disabilities can still live lives that are a realization of the American Dream. This is an effort to ensure that they do."

IRS from 1A

nizations, to file an annual return or submit an electronic notice.

The Oct. 15 deadline actually is the end of a grace period extended to organizations that should have been filing reports since 2007.

"The organizations on the list are the ones we have not heard from in the past three years," IRS spokeswoman Karen Connelly said.

The IRS wants the information to update its records and online database of nonprofits, Connelly said. That will help people verify the organizations they are donating to are in fact operating nonprofits.

More than 320,000 organizations nationwide might lose their tax-exempt status, according to the IRS.

The IRS has sent hundreds of thousands of postcards and letters to the last known mailing addresses of the organizations that are out of compliance, Connelly said. It also is

partnering with larger foundations that work with small nonprofits.

Many of the organizations could be defunct, Connelly said.

Legal experts who work with small tax-exempt organizations are concerned the message still has not gotten out.

The problem is that very small nonprofits might not have officers that keep abreast of changes in tax policy, tax lawyer Jane Paddison said. She is a special counsel with Donelson Ciancio & Goodwin in Broomfield and is a member of the Community Foundation Serving Boulder County's legal committee.

"For a very long period of time, small nonprofits did not have to file. ... These were the smallest of the small," Paddison said.

Congress' desire was to go after fraudulent nonprofits, but it created a burden for tiny groups run by two or three well-intentioned people, she said.

"I think unfortunately it's a knee-

jerk reaction of tightening things up completely," Paddison said.

Fortunately, getting into compliance is fairly easy, Paddison said. Information and the necessary forms can be found at www.irs.gov/charities/index.html. Filing fees will cost about \$100.

Organizations can file either a Form 990 or Form 990-EZ.

"It's basically a postcard. It asks about eight questions, and it's not too difficult to compile," Connelly said.

Losing nonprofit status could have major ramifications. Organizations will have to pay federal taxes and could face penalties and late fees. Donors will no longer be able to deduct contributions on their tax returns, and many large foundations only give grants to tax-exempt organizations.

LOCKHEED from 3A

LoPorto said.

Representatives of Power Tagging and Lockheed Martin are staying quiet about whether the deal means Lockheed Martin is taking a financial interest in Power Tagging.


"It's just simply a cooperation agreement," said David Jewell, communications director for Lockheed Martin's Information Systems and Global Services.

LoPorto said a nondisclosure agree-

ment prevents him from discussing whether Lockheed Martin has or is considering investing in the company.

There are signs, however, that the relationship is growing close.

Lockheed Martin vice president of corporate development Chris Demain has joined Power Tagging's board of directors. Demain is the head of Lockheed Martin's corporate mergers and acquisition division, according to his biography on Power Tagging's website.



ROCK SOLID RESULTS

303-665-5530
LOUISVILLE - corner of Dillon & McCaslin
SCHEDULE ONLINE ~ ROCKBARBERS.COM

2010 | **solar and green homes tour**

LEARN MORE

Denver Area Tour
Sat, September 25
www.cres-energy.org

Boulder County Tour
Sun, September 26
www.conservationcenter.org





NOW AVAILABLE!
IN BOULDER & DENVER

oh, the places you can go!



BCBR names Health-Care Heroes for 2010

BY BUSINESS REPORT STAFF
news@bcbr.com

BOULDER - The Boulder County Business Report will honor eight Health-Care Heroes as part of one of its annual events, Pulse: The State of Health Care, to be held Thursday, Sept. 23.

The program features panels of health-care experts discussing issues facing the industry, the awards ceremony and a cocktail reception.

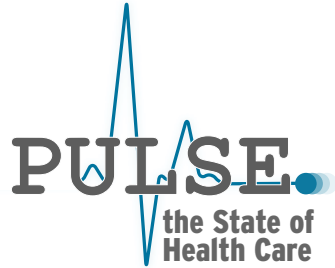
This year's honorees in seven categories were selected by the Business Report's editorial staff from more than 80 nominations. They are:

Business Award - Honors an organization or business for a wellness program, healthy work environment, ergonomics program or other health-related activities.

Honorees: LiveWell Longmont led by Leslie Feuerborn and LiveWell

Broomfield led by Michelle Harris.

Community Service Award - Honors a person or organization for leadership by focusing on a particular health-care issue.



Honoree: Dr. Greg Keene, Keene Smiles, in Lafayette.

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

Honoree: Dr. Joel R. Montbriand, Gastroenterology of the Rockies, with operations in Boulder, Broomfield, Lafayette and Longmont.

Emergency Services Award - Honors a person or organization that has gone above and beyond the call of duty in a life-saving endeavor.

Honoree: Rocky Mountain Rescue Group, a nonprofit organization based in Boulder.

Professional Award - Honors a health-care administrator who has displayed excellence within his or her organization.

Honoree: Mitch Carson, president and chief executive, Longmont United Hospital.

Support Services Award - Honors a person in medical support services for outstanding contributions to the health-care profession.

Honoree: Merylee Appel, nurse practitioner, Women's Health, Boulder Valley Women's Health Center, with clinics in Boulder and Longmont.

Volunteer Award - Honors a per-

IF YOU GO

Pulse: The State of Health Care will be from 3 to 7:30 p.m., Thursday, Sept. 23, at the Lionsgate Event Center in Lafayette.

Tickets for the event are \$49 per person and a corporate table of 10 costs \$450 through Sept. 17. Tickets increase to \$59 per person and \$500 for a table of 10 beginning Sept. 18.

To register, go online at <http://www.regonline.com/pulse2010>

son or organization for leadership by focusing on a particular health-care issue, in a volunteer capacity.

Honoree: Deb Spence, dental hygienist, Smile Logic, in Broomfield.

Panel discussion topics will be on how health-care reform is affecting employers in the Boulder Valley, and how to create a culture of health within your company.

PRODUCT UPDATE

Snoozer Pet Products, a division of O'Donnell Industries Inc., is launching a new line of Snoozer pet beds that incorporates technology created by Boulder-based **Outlast Technologies**. The Premium Pet Sleep System and the Super-Comfort Pet Pad Travel System provide pet comfort and owner satisfaction by managing support, heat, moisture and odors.

Louisville-based **Gaiam Inc.** (Nasdaq:GAIA) released three new DVD collections, Dirty Jobs Collection 6, Paranormal: Haunts and Horrors and MythBusters Collection 6, under an exclusive home video license agreement with Discovery Communications.

Boulder-based **LifePics** has launched a mobile application that allows iPhone users to order photographic prints within the app and pick the prints

up at any retailer in the LifePics Network. The app is free and works on iPad and iPod touch devices. Consumers choose which print sizes and quantities to order based on the retailer's offering, and specify a pickup location from more than 10,000 stores in the LifePics Network. The app is part of LifePics' larger strategy to enable consumers to order prints through the LifePics Network from anywhere digital photos are stored and shared.

INTERNET NEWS

Boulder-based **Pharmaca Integrative Pharmacy** announced the addition of 500 new products to its e-commerce site, pharmaca.com.

ToolStudios in Niwot updated a website for the Cohen Law Firm of Boulder, www.cohenadvisors.com. The site features a new logo and brand work. Tool Studios also is working with Aspen-based Two Old Hippies, to update its existing website, www.twooldhippies.com, with an online store for rock 'n' roll accessories.

Colorado's RELOCATION EXPERTS

...one call to Housing Helpers® for all your relocation needs!



Real Estate

From corporate relocations, to seasoned investors and first time home buyers, our Realtors are dedicated to making every real estate transaction a success. With years of experience and local market knowledge our team will produce great results for all of your real estate needs.

Free Rental Locating Service

Our rental experts will provide a free customized search for your new home from the largest database of houses, apartments, and condos for rent. With free area tours and property showings, our rental locating service makes finding your new home FAST and EASY!

Corporate Housing, Temporary to Extended Stays

Whether your company is in need of temporary housing for employees, or you're booking your own accommodations, we offer high quality fully furnished apartments, condos, and house rentals equipped with all the comforts of home. With flexible terms and superior customer service, you can relax and live more comfortably while saving money over hotels.

Relocation Services

Every relocation is unique and requires a personal touch, we'll customize our services to meet your needs. Area Tours, School Research, Relocation Packets, Welcome Orientation, Settling-In Services, for domestic or international transferees, you can count on us for a smooth transition to the area.



2865 Baseline Rd, Boulder, CO
www.housinghelpers.com

John Iannone, Director Corporate Relocation (303)545-6000 ext 134



ON THE JOB



Beetcher



Coombs



Grant



Hand



Hoyer



Kahn



Murphy



Moran



Ryan



Ryan



Ryan

ADVERTISING, COMMUNICATIONS

Boulder-based TDA Advertising & Design hired **Christi Tucay** as account director, responsible for the agency's Webroot Software Inc. and Boyer's Coffee accounts. Previously Tucay was account supervisor at 180, Los Angeles, on SONY Electronics, where she worked on the 2009 Bronze Effie-winning HDNA campaign. Between 180 and TDA was a short stint at The Integer Group, Lakewood, as account supervisor on Pamper's.

Internet marketing agency Parallel Path Corp. in Boulder hired **Todd Beetcher** as vice president of sales. Beetcher will be responsible for new client acquisition and continued growth of Parallel Path's Aha!Local online marketing services for small businesses. He has 20 years of executive sales and marketing experience, including founding his own consumer electronics company, BOCS.

ARCHITECTURE, CONSTRUCTION

Boulder-based Sterling-Rice Group hired five people to accommodate company growth stemming from the signing of 13 client accounts since January. New hires are **Mike Swainey**, senior account director; **Jordan Coombs**, interactive art director; **Killian Grant**, interactive developer; **Amanda Hand**, account manager; and **Michelle Haveman**, interactive production coordinator.

BANKING, FINANCE

Arthur T. Polner, a senior vice president, financial adviser and CIMA in Morgan Stanley Smith Barney's wealth-management office in Boulder, has earned the firm's Senior Portfolio Manager designation. Polner has worked at Morgan Stanley Smith Barney and its predecessor firms since 1995.

EDUCATION

David Getches, dean of the law school at the University of Colorado at Boulder, intends to resign as dean in June 2011. Getches will stay at CU-Boulder as a law professor. Interim Provost Russell Moore will appoint a search committee by the end of September.

ENGINEERING

Illinois-based Collins Engineers Inc. hired engineer **Bryant Walters**, P.E., LEED AP as regional manager of the firm's Colorado office in Boulder. Walters has 26 years of civil engineering experience with expertise in site civil project management and project design for public and private development.

Broomfield-based MWH Global Inc., a provider of environmental engineering, construction and strategic consulting services, hired **Jack Shandley** as chief human resources officer. Shandley has more than 20

years of human resources experience.

GOVERNMENT

The Colorado Department of Transportation has selected **Mark Imhoff** as the director for its new Division of Transit and Rail. Created by legislation in 2009, the division will oversee the statewide transit program, which will promote, plan, design, finance, operate, maintain and contract for transit services such as passenger rail, buses and advanced guideway systems. Previously, Imhoff was managing principal at Jacobs/Carter & Burgess, overseeing their contract for RTD's FasTracks program. Before that, he was a senior manager at RTD.

HEALTH CARE

Gov. Bill Ritter appointed Dr. **Lisa A. Miller** as the state's acting chief medical officer effective Sept. 20, replacing **Ned Calonge**, who recently was named the new president and chief executive of The Colorado Trust. Miller has worked in the public health field for almost 20 years. She currently is director of the Disease Control and Environmental Epidemiology Division in the Colorado Department of Public Health and Environment, a position she has held since 2003.

HIGH TECH

Former Dell manufacturing executive **Roy G. Perry** has joined the board of directors of Boulder-based Power Tagging Technologies, a provider of smart-grid communications. In addition to Dell, Perry has held executive managerial roles with IBM, Allied Signal and Storage Technology Corp.

HOSPITALITY, RECREATION

Broomfield-based Vail Resorts Inc. named **Bobby Murphy** director of the Vail Snowsports School, replacing Pete Sonntag who was recently appointed vice president and general manager of Heavenly Mountain Resort in Lake Tahoe. Murphy brings more than 20 years of ski industry experience to Vail, and as a current, two-term member of the Professional Ski Instructors of America National Alpine Team.

LAW

Michael A. Sandstrum, special counsel for Donelson Ciancio & Goodwin PC in Broomfield, has been named head of the firm's civil litigation team.

NONPROFIT

The Boulder Shelter for the Homeless added **Betty Hoyer** and **Jeff Kahn** to its board of directors. Hoyer is a CPA and Realtor. Kahn is an attorney at Lyons Gaddis Kahn & Hall, P.C. in Longmont.

OUTDOORS

Boulder-based Sea to Summit, a maker of outdoor, backpacking, water sports and travel products, hired **Brian Moran** as operations manager. The new posi-



Ryan



Ryan



Ryan



Ryan



Ryan



Ryan

tion was created to help Sea to Summit meet its growth objectives. Moran's experience includes nine years as warehouse manager for Madden Mountaineering in Boulder. Most recently, Moran was director of operations with Mountainsmith in Golden.

REAL ESTATE

DeMarie Niedling joined Legacy Real Estate Group in Longmont. Niedling has more than 10 years experience working with buyers and sellers along the Front Range. Niedling specializes in residential and investor properties.

TELECOMMUNICATIONS

Broomfield-based Level 3 Communications Inc.

selected **John M. Ryan** as chief legal officer to succeed **Thomas C. Stortz**, who will be retiring at the end of the year. Ryan will be responsible for Level 3's legal and regulatory functions worldwide. Ryan has been with Level 3 since 1999, and has more than 17 years of experience with legal issues specific to the telecommunications industry.

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

BGBG Green Building Education

**For More Information,
Please Visit
bgbg.org**

SEPTEMBER 22 5:30 PM -8:30PM BOSS Home Tour in conjunction with CRC Solar week: Energy Use in Green Retrofits vs. Conventional Homes- a Solar and Green Homes Tour Preview and last of the BOSS Series **LOCATION:** Center for Resource Conservation, \$25 for everyone

SEPTEMBER 23 9:00- 4:30 PM Residential Green Building 101 for Professionals: a densely packed 8-hour primer on residential green building basics **LOCATION:** 1251 S Bowen St. Longmont CO, As low as \$40 for BGBG members/ see registration for details

WEDNESDAY OCTOBER 6 11:30 AM -1:30 PM BGBG Commercial Brown Bag Series: Small Building Tune-up Pilot Program **LOCATION:** REI Community Room, Free for members/\$20 non-members

TUESDAY OCTOBER 12 11:30 AM -1:30 PM BGBG Residential Brown Bag Series: How The Real Estate and Appraisal Community Are Taking on the Challenge of Adding Quantifiable Green Data to the MLS and Financing Systems **LOCATION:** REI Community Room, Free for members/\$20 non-members

EXECSTYLE

REACH BOULDER VALLEY'S MOST AFFLUENT AND STYLISH CONSUMERS

The Boulder County Business Report produces monthly ExecStyle features that report on the trends of the upscale demographic of the Boulder Valley.

Showcase your business and promote your high-end products and services to your most qualified and promising clientele.

SERIOUS BUSINESS.

SERIOUS STYLE

ExecStyle publishes: June 25, July 23, August 20, September 17, and bi-weekly starting in October.

To ADVERTISE CALL: (303) 440-4950

BOULDER COUNTY
BUSINESS
REPORT



Julia Timmer Photography

A SPICE OF LIFE
CATERING SERVICES AND EVENT CENTERS



Event Center 303.444.3452 | Catering Services 303.444.3452
www.aspiceoflife.com



Summit is in step with Laura's workflow.

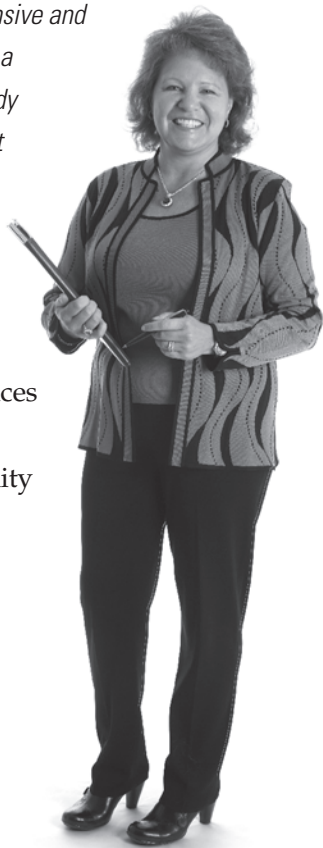
When it comes to business, Westminster comes to Summit Bank & Trust.

"We wanted to work with a local, community-oriented bank that knew us and would understand what we do as a managing general agent, underwriting for other businesses. They truly became our partner. Summit helped us streamline our workflows and increased our efficiencies. We like their user-friendly website and the eStatements, too.

Plus, they are so friendly, responsive and knowledgeable. When we have a question, I can call and somebody will answer the phone, and right away I will have an answer."

*Laura Abate
Granite Insurance*

Summit's convenient services make banking easy for business. We're a community bank for all walks of life.



303.460.4700 | www.SummitBT.com

Great Things Happen!™

THE EDGE

**FOCUS:
TAX PLANNING**

Start planning for storm of higher taxes in 2011

The forecast for Dec. 31, 2010: rising income tax rates, with a chance of higher estate taxes and lower estate value exemptions. The long-term forecast: a new tax on investment income in 2013, and a movement to subject some S corporation dividends to payroll taxes.

Never has there been a more urgent need to plan a multiyear tax strategy to address one of the most intense concentrations of tax changes in nearly a decade.



GUEST OPINION
Butch Shoup

Contrary to conventional wisdom, many tax professionals are advising high income/high net worth taxpayers to recognize as much income as possible in 2010 in order to take advantage of this year's relatively low tax rates. Likewise, many are recommending that taxpayers maximize their itemized deductions in 2010 since a higher threshold for allowable deductions is scheduled to take effect in 2011.

Accelerating income

You've heard tax professionals say it before: "Defer income, accelerate deductions." That's good advice in a tax environment of stable or falling rates. But with the picture that is taking shape for 2011, many taxpayers will come out ahead if they put conventional wisdom aside and recognize income in 2010.

Individual income tax rates are set to increase to levels not seen since 2001, primarily affecting those with income of \$200,000 or more. Long-term capital gains rates will jump from 15 percent to 20 percent; interest income rates from 35 percent to 39.6 percent; and qualified dividend income from 15 percent to 39.6 percent.

They will go even higher in 2013, when high-income taxpayers will face a new surtax on:

- Wages in excess of \$250,000 for married couples and \$200,000 for a single individual. The additional tax will be 0.09 percent.
- Net investment income, including interest, dividends, annuities, royalties, rents, realized capital gains and income from passive activities. The additional tax will be 3.8 percent.

Employees entitled to year-end bonuses should talk to their employer about accelerating payments to avoid higher taxes in 2011. Investors should consider accelerating capital gains, even though the down market may make capital gains hard to find. To make the best use of losses, consider not recognizing capital losses in 2010 so they can be harvested in later years

to offset higher tax rates.

Shareholders in C corporations may be able to accelerate dividends in 2010 or consider a one-time dividend. Shareholders in S corporations with accumulated earnings and profits from prior years as a C corporation may also be able to accelerate distributions of C corporation earnings and profits to take advantage of the 15 percent rate. These elections can be made whether or not there were actually distributions made in 2010.

Maximize deductions

Limitations on itemized deductions and personal exemptions will be reinstated for high-income taxpayers in 2011. Consequently, taxpayers should consider accelerating itemized deductions that would be reduced or eliminated in 2011.

The long-standing advice of making the maximum allowable contribution to a 401(k) plan or individual retirement accounts still applies in the current tax climate.

S-corp dividends

There is a movement afoot to pass legislation that would subject distributions from an S corporation to payroll taxes. It is the result of a perceived abuse of the current law that exempts such S corporation distributions from payroll taxes.

Currently, only the "reasonable" compensation paid to shareholders and employees of an S corporation is subject to payroll tax. The abuse would occur when S corporations with only a few shareholders would pay themselves a nominal salary (which is subject to payroll tax), and distribute most of the corporation's profits as dividends. However, the IRS has always had the authority to define "reasonable" compensation, and in some cases, to reclassify a portion of distributions as compensation.

The proposed change would make distributions from all S corporations in services industries (attorney, doctors, accountants and consultants, for example) subject to payroll tax. One of the main benefits for shareholders in S corporations would disappear, while billions in new payroll taxes would be collected.

If passed before the end of 2010 (which is unlikely), these fundamental changes would not be expected to go into effect until at least 2011. So, a smart end-of-year move for S corporations may be to make distributions now under the more favorable 2010 laws.

As Bob Dylan famously sang nearly 50 years ago, "You don't need a weath-erman to know which way the wind blows." Talk to your tax adviser about how you can prepare.

Butch Shoup is a tax partner in Clifton Gunderson's office in Greenwood Village.

THE SKY IS NOT THE LIMIT.

As the largest law firm based in the Mountain West, we're used to setting our sights high. It gives us an affinity for clients with similarly lofty goals. We've developed a focus on client service that guides us from the courtroom to the boardroom—a focus that is as valued at sea level as it is a mile high.

To learn what a difference our attitude might make, we invite you to contact Beat Steiner at (303) 473-2736; One Boulder Plaza, 1800 Broadway, Suite 300, Boulder, CO 80302.

Aspen
Billings
Boise

Boulder
Carson City
Cheyenne

Colorado Springs
Denver
Denver Tech Center

Jackson Hole
Las Vegas
Reno

Salt Lake City
Santa Fe
Washington, D.C.

HOLLAND & HART
www.hollandhart.com



Community Food Share
Would Like to Thank Our Sponsors, Players,
Donors, Volunteers and Coal Creek Golf
Course Staff who made the 21st Annual
Smashburger Tee Up! Against Hunger Golf
Tournament an immense success!

Title Sponsor
Smashburger

Presenting Sponsors
1st Banks of Boulder County
Panera Bread

Links Sponsor
Bellock Construction and
Community Development Group

Tournament Sponsor
Jeff and Karin Morgan

Clubhouse Sponsors
Countryside Asset Management
Kleinman, Guerra & Co., PC
Packard Dierking, LLC
Roche Colorado
Rudi's Organic Bakery

Hole Sponsors
Preeo Silverman Green & Egle, P.C.

Tee Sponsors
First Range Management Co.
Properties Include:
2945 Wilderness Place, LTD.,
Habitat Partners, LTD.,
Harper House Apartments, LTD.,
Interlocken Parkway, LTD.,
KMBR Court, LTD., Plaza III, LTD.,
Tyrol Apartments, LTD.
Interface Communications
Lockton Companies, LLC
Private Capital Management

Green Sponsors
Anixter
Coatings, Inc.
The Contrino Group
Davis Family
D.R. Horton
Graybar Electric Co.
Lawson Construction Company
R.A. Spencer Construction, Inc.
Stanley Consultants
Victoria Partners, LTD.
Vista Management Associates

Tournament Donors
In-Kind Printing by Silver Star Printing
In-Kind Tournament Signs by
Suzan Yoshida & Signs Now!
Rentals by All Events Tent &
Party Rentals
Windbreakers & Tote Bags by
Red Cloud Promotions
Trophies by Leisure Time Awards

Live Auction Package Donation by
Taffet Law, P.C.
Ballyneal Golf & Hunt Club

Prize Donors
1st Bank
Art Cleaners
Black Cat
Boston Beer Company
Boulder Cork
Coal Creek Golf Course
Colterra
Crocs
Frueauf's
Don Getty Wildlife Photography
The Greenbriar Inn
Lake Valley Golf Course
Laudisio Ristorante
Lia Sophia Jewelry
Niwot Tavern
Rio Grande Mexican Restaurant
Salt
JR Stearns
St. Julien Hotel & Spa
Superior Liquor
Judy Timchula, DDS
Treppea's Italian Ristorante

Hole-in-One Prize Donors
Gebhardt Automotive
(including insurance)
Pollard Friendly Motors
J.R. Stearns & Walnut Realty
Walters & Hogsett Jewelers

Food & Wine Donors
Breakfast Coffee by Starbucks Coffee of
Inside FlatIron Crossing
Breakfast Sponsored by Bank of the West
Breakfast by Greens Point Catering
Lunch by Laudisio Ristorante
Wine Donated by Steve Lewis and
Tavio Laudisio, Guiliana Imports
Tournament Water Donated by
Charles Schwab & Co., Inc. and
Eldorado Artesian Springs, Inc.

Thank you to Steven Taffet for donating the Live Auction Package of a Foursome
of Golf and a One-Night stay for Four at Ballyneal Golf & Hunt Club!

Thank you to Antonio Laudisio and Laudisio Ristorante for once again
preparing and hosting a delicious lunch!

A special thank you to our 2010 Tournament Committee Members: Chuck
Bellock, Jeff King, Jeff Morgan, John Moritz, Carolyn Paul, J.R. Stearns and Rick
Werner for helping to organize and plan this tournament!

21st Annual
Smashburger
Tee Up!
Against
Hunger Golf
Tournament

COMMUNITY
FOOD
SHARE

CLIENTS from 1A

addresses management of technical documentation in commercial airlines. Reams of federal and international requirements govern maintenance and flight operations. They detail practices as fine-grained as the number of pets allowed in each cabin of a particular type of passenger aircraft.

Changing technology is one driver of TechPubs' business.

"Commercial aircraft are evolving," Williams explained. "In the new planes, pilots will use a joystick rather than the familiar yoke. Instead of monitoring the traditional altimeter, they'll view a screen that displays different information in different situations." Technical documentation — the aircraft operating manual and the flight crew operating manual, for example — will also go digital. The 40-pound flight bags of printed documentation that pilots now carry into the cockpit will be obsolete, he said.

TechPubs focuses on flight operations, compliance, maintenance and engineering in passenger, freight and charter carriers. Individual members of the TechPubs executive team have as many as 35 years of experience in aviation. The foundation for its application is information delivery software developed by Parametric Technology Corp. of Needham, Mass.

TechPubs products include FlightPubs, an authoring and publishing capability, and FlightPortal, which provides access to the airline's library of technical manuals, updates and bulletins. Other modules manage engineering and maintenance documents.

FlightComply, a compliance reporting solution, addresses regulatory issues that are the second industry trend driving TechPubs' business. As a company white paper put it, "The core of the regulatory challenge is a carrier's ability not only to follow well-documented, demonstrable flight ops procedures, but also to document compliance with them to regulators."

Penalties for failure to comply with a legal requirement can be stiff. In August 2010, the U.S. Federal Aviation Administration proposed a \$24.2 million civil penalty against American Airlines Inc. for failing to follow FAA directives regarding maintenance of MD-80 aircraft.

Beyond fines, airline executives must consider the possibility of banishment from the airspace in a regulatory agency's purview. Based on safety concerns, the European Commission has forbidden some carriers to operate in European Union airspace.

"We cannot afford to compromise on air safety," air transport vice president Siim Kallas said in a July 2010 statement updating its prohibitions. "When we have evidence that air carriers are not performing safe operations or where regulators fail in their obligation to enforce safety standards, we must act to guarantee safe skies for our citizens when they travel."

Mindful of these business risks, some airline executives have made management, validation and distri-

TECHPUBS INC.

6309 Monarch Park Court
Longmont, CO 80503
720-208-0860
www.techpubsglobal.com
Privately held
David Williams, president and CEO; Stephen Nevin, chief financial officer; Mel Schwan, executive vice president, sales; Pete Adler, senior vice president, consulting; Pete Russo, senior vice president, certification; Brian Coulter, vice president, support
Employees: 25
Primary business: document management software and consulting for airlines
Founded: 2008

bution of regulatory and operational information a strategic priority.

Consolidating this information in an electronic repository and establishing an enterprise-wide content management system can reduce an airline's cost of

TECHPUBS PRODUCTS

include FlightPubs, an
authoring and publishing
capability, and FlightPortal,
which provides access to
the airline's library of tech-
nical manuals, updates and
bulletins.

compliance. For example, pilots, flight attendants and members of ground crews all need access to core information about de-icing procedures. It might currently reside in two or three printed manuals, each maintained separately.

According to Williams, one airline CEO estimated that between 30 percent and 60 percent of the content in his company's technical manuals could be reused in other publications. Avoiding duplicative effort by creating a central digital repository can produce significant savings.

TechPubs has five employees in the Boulder area and seven elsewhere in the U.S. Its 13-member software development team is based in Shanghai.

"We're hiring young college graduates in China," Williams said. "We see possibilities in the U.S. at the same level. Ours is a global market, and we need to use the best of all cultures."

China, he added, is a major market for TechPubs. "The same aircraft are sold across the world," he said. Airbus S.A.S. predicts that between 2009 and 2028, the greatest demand for new passenger aircraft will come from airlines in the United States, the People's Republic of China and the United Kingdom.

According to Williams, pilots from Jet Blue Airways initially funded TechPubs. Angel investors and aviation companies provided additional funding. Venture capital firms have not participated. Noting that the company is privately held, Williams declined to disclose investment amounts, revenue or profitability projections.

Refresh your way of thinking about HEALTH CARE!

PULSE
the State of
Health Care



Health-Care Reform, Wellness and Your Bottom Line

LIONSGATE EVENT CENTER, Sept. 23 - Pulse: the State of Health Care will include two engaging, informative and inspiring panel discussions and will honor Health-Care Heroes of the Boulder Valley.

3 to 4:15 p.m. – Health-Care Reform: How it affects Boulder Valley Employers

Representatives from government, business, health care and insurance discuss the specific impacts that we can expect from health-care reform over the coming years. See how health-care reform will affect your company's bottom line – and that of your employees.

4:15 to 4:30 p.m. – Surprise Play Activity

4:30 to 5:45 p.m. – Health Makes Wealth

Create a culture of health within your company. Our panel of business and health-care leaders will discuss how a well-constructed wellness program can improve employee productivity – and help employers drive down health-care costs.

5:45 to 6 – Recess Playtime

6 to 7:30 p.m. – Health-Care Heroes Awards & Cocktail Reception

Join the Boulder County Business Report in honoring the Health-Care Heroes of 2010! Individuals, businesses and organizations will be recognized for their contributions to health care in the Boulder Valley.

REGISTER ONLINE AT [WWW.BCBR.COM/bcbr_events.asp](http://www.bcbr.com/bcbr_events.asp)

BOULDER COUNTY
**BUSINESS
REPORT**

303-440-4950
www.bcbr.com

Primary Sponsor



Supporting Sponsors



Official Registration Sponsor
regonline



**Good Samaritan
MEDICAL CENTER**
Boulder Community Hospital



Roche Colorado
GLOBAL VISION • LOCAL VALUES



EXECSTYLE

BCBR.COM

Vick: Nacho Nazi or Santa Fe Soul Chef?

Richard's on 3rd makes sure atmosphere remains quiet during dinnertime

BY LAURIE BUDGAR
news@bcbr.com

LONGMONT — Richard Vick is either the god of green chile, or Longmont's own tortilla tyrant, depending on whom you believe. And if you believe Vick, he's both.

His restaurant, Richard's on 3rd, has been spellbinding — and ticking off — customers for 11 years. It's only recently though, that they've been able to declare their feelings, good and bad, to the world, through online services like Yelp.

More than a few recent customers call the diminutive café “a gem” with fresh food, killer margaritas and a charming patio, with some going so far as to say it's “definitive Southwestern cuisine”; others bemoan rude service and tell stories of being thrown out over minor infractions.

STEPPING OUT

Richard tells it differently: “I have absolutely no qualms about someone saying, ‘You have a reputation of being a screaming (jerk).’ There are people who will say, ‘Yeah, I’ve seen him throw people out.’ I can honestly say, though, that pretty much without exception, when you throw somebody out you come back to a standing ovation. Chain restaurants, in their attempt to succeed, will allow for bad behavior and will actually reward it. If someone starts acting up they’ll give him something for nothing. They don’t ever deal with a situation, or take into consideration that someone who’s being less than a good customer is affecting (everyone else’s experience).”

He recalls a man who claimed to have found a hair — from the lower regions of a person's body — in his water. “He was sitting outside and something had fallen into his water, probably from a tree or something. He decided he was gonna get free dinner. I not only didn’t give him free dinner, I made him pay, threw him out and told him, ‘Don’t ever come back.’”

Another customer ordered a salad, and by Vick's account, tried to change nearly every ingredient in it. “We have hundreds of items on our menu, and if none of them suit you, you should be eating elsewhere,” he said. That said, Vick insists: “If we make a mistake, I’ll take care of it in a heartbeat.”

That attitude may come from his early days as a restaurateur. His first wife's father, along with a buddy, purchased a restaurant in downtown Mil-



JONATHAN CASTNER

Richard Vick, owner of Richard's on 3rd in Longmont, likes to keep things quiet during dinnertime as he serves up Southwestern cuisine.

waukee. “They brought me in as the third partner. I think it was because both of them had suspect police records and couldn’t get a liquor license,” Vick recalled. “One day I get a call from a guy saying, ‘We’re going to buy your interest out in that restaurant.’ It ended up being the Mafia, and they wanted to be involved. They said, ‘How much money do you have in it? That’s exactly what we’re gonna pay you.’” It was an offer he couldn’t refuse.

Shortly thereafter, Vick moved out of

IS VICK THE SANTA FE SOUL CHEF

or the Nacho Nazi? You’ll have to decide for yourself. We recommend eating the food as is — it’s awfully good that way, anyway — and spending some time getting to know to him.

Milwaukee. He opened a restaurant in Aspen and later, in Taos, New Mexico. There, he developed his dual reputations. His most recent venture was the Chile Connection, a 200-seat operation with adobe walls, views of the Sangre de Cristos and well-regarded cuisine. But he was no fan of the school system there, so when his kids reached school age, he moved back to Colorado.

At first, he was a commercial real estate agent in Longmont. “I had listed this little sub shop,” he said, recalling that the previous owners’ books showed

they were losing money on it. “Because of my experience in restaurants, I would tell (potential buyers), ‘Here’s what you have to do to make this thing work. Nobody ever gave me an offer. I had a 1031 exchange come up that I needed to take care of, I had this listing, and it all worked on my head enough until I said, ‘Fine. I’ll just buy it myself.’”

Even though the restaurant is on a residentially zoned street, he was able to get it grandfathered in for food use. But to get his liquor license, Vick first set about garnering the goodwill of his neighbors. “They got to know us, and that it wasn’t going to be a biker bar open till 2 a.m. They liked the idea — it goes back to the old concept of walking over to a neighborhood restaurant; they love having a marg and not worrying about a DUI.” The approach worked, and margaritas remain a customer favorite.

But don’t expect to find a happy hour. “If you bring people in for happy hour they get in the way of people coming in for dinner,” a big consideration in a place with a dozen or so tables. Plus, he said, “It’s not conducive to the peaceful, laid-back atmosphere we’re looking for.” To cultivate that, the outdoor patio — where most people choose to sit, at least in the warm months — has lush flowers and plants, plus a soothing water feature.

But most of all, Vick said, his selling point is the food. At lunchtime, the former sub shop still has sandwiches. (“We ended up developing more Gucci kinds of sandwiches,” Vick noted.) But at dinner, it’s all New Mexican, all the time: tacos and burritos and yes, green chile. But the house specials get a bit more creative: The mango, blue corn, green chile chicken enchilada is the best-selling item, our server told us. But

it competes with smoked mussels rellenos, and portabello bites drizzled in green chile and rolled in a flour tortilla with bell peppers and feta cheese.

Is Vick the Santa Fe Soul Chef or the Nacho Nazi? You’ll have to decide for yourself. We recommend eating the food as is — it’s awfully good that way, anyway — and spending some time getting to know to him. At the very least, you’ll come away with a great meal, and probably more than one fun story.

RICHARD'S ON 3RD

1283 3rd Ave., Longmont
303-776-0985
No website

Monday-Sunday, 10 a.m.-8:30 p.m.

Appetizers: \$5-\$8.50

Sandwiches: \$5-\$8.50*

Entrees: \$7-\$12*

***Prices reflect lunch menu.**

Business Lunch & Dining



A great, off-the-beaten path lunch spot with serene surroundings help you escape the office chaos. Don’t make the mistake of waiting for a server to take your order. At lunchtime, it’s strictly counter ordering, though a server will bring the food to your table when it’s ready.

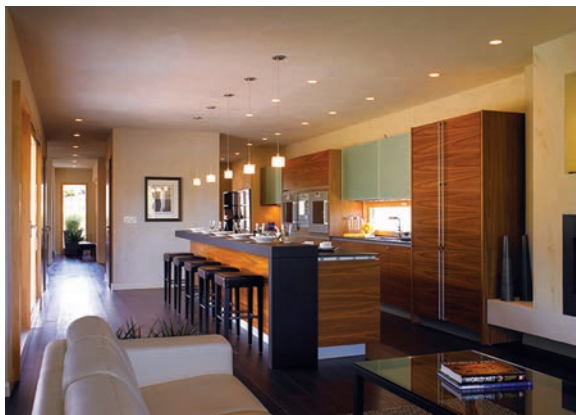
After hours



The margaritas here are big, and owner Richard Vick says he uses only top-quality booze. But don’t expect a crowd-gone-loco; this place is meant for quiet enjoyment of adult beverages.

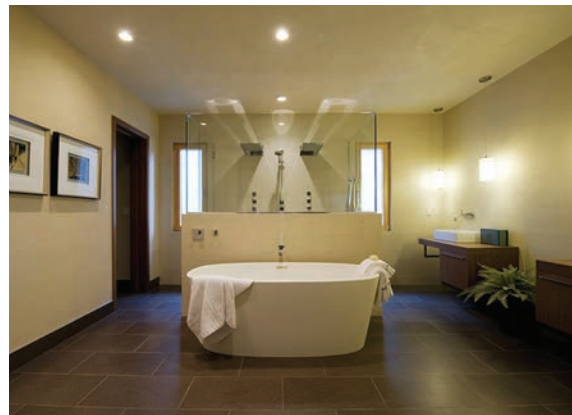
How Green is Green?

See America's best on Sunday, Sept. 26th at 2002 Alpine



What does the 23rd Century home look like?

Join us on Sept. 26
from 10 a.m. - 5 p.m.



Responsible Design /
Quality Construction

LEED Platinum Candidate
Engineered to Last for
250 Years.



Produces more power
than it uses!

Solar Thermal +
Solar Photovoltaic +
Gray Water System



QUALITY LUXURY

- Gaggenau Appliances
- Sandstone & Clay Walls
- Quartz Countertops
- Bamboo Floors



Buy this beautiful home or let us build to your specifications,
on your land, using the same technology and craftsmanship.

SCOTT GROUP
EXPERTISE • SERVICE • RESULTS

COLORADO
LANDMARK
REALTORS
— est. 1977 —

303-443-5163

www.boulderrealestateinfo.com

David Scott, REALTOR®, GREEN,
Eco-Broker Certified®,

Amy Scott Kotsaftis, REALTOR®

Cynthia Cleveland, REALTOR®, GREEN

Shauna Steingrebe, REALTOR®, GREEN

The only uncompromised, total systems engineered,
unadulterated German EcoLuxury home in North America



- Designed for a century of daily use
- Less than 2% waste during construction
- Projected energy use never more than 18% of the average energy use of a typical U.S. home.
- Wood products from sustainable growth forests
- All Natural Construction — no volatile organic compounds
- 9.3 KW PV system - Currently banked 3,000 hours of electricity credit with Xcel Energy

Exceeds Boulder's BuildSmart goal for deconstruction. "If it isn't designed to be green when deconstructed it is not green. Deconstruction is the most wasteful, inefficient and greenhouse gas producing segment that needs to be address."



Davidson, Potter join BCBR newsroom

BY BUSINESS REPORT STAFF
news@bcbcr.com

BOULDER — Michael Davidson and Beth Potter have joined the editorial staff of the Boulder County Business Report.

Davidson will cover real estate and technology, as well as other industries for the Business Report. He most recently was a reporter for the Broomfield Enterprise and Broomfield bureau reporter for the Daily Camera in Boulder.

Davidson has worked as a copy editor and reporter for the Colorado Springs Gazette, and a staff writer for The Tribune, a community weekly in Monument.

He graduated from the University of Michigan in 2001.



Davidson



Potter

Potter will cover banking and finance, and health care, as well as other industries. She has more than 16 years of experience reporting and editing for daily newspapers, wire services, magazines and radio.

Some of her freelance work has appeared in U.S. News and World Report, Newsweek, and USA Today.

She has worked as a foreign correspondent in Iraq, Kenya and the former Yugoslavia for Reuters Limited and Agence France Presse.

Previously, Potter worked as a copy editor for United Press International in Washington, D.C., as a reporter for The Denver Post, Daily Camera/Broomfield Enterprise and the Longmont-Times Call, among others. She was the managing editor of the Boulder County Business Report from 1997 to 1999.

Business Report publisher Christopher Wood said the publication will benefit greatly from the addition of the new reporters.

"Both Beth and Michael bring a wide range of reporting experience and skills to these positions," Wood said. "We look forward to working with them as we expand our news-gathering efforts, both in print and digitally."

LASER from 3A

Mueller describes the four primary client markets as entertainment/fun centers, amusement parks, bowling alleys and a category he calls "additional places to have fun." That group includes cruise ships, resorts, malls and museums.

THE PATENTED LASER

obstacle course requires players to navigate through the laser field from one end of a room to the other. The player who reaches the other side with the least laser beam breaks in the shortest time wins.

BCBRDAILY from 2A

ment over the next several months. Other benefits, including severance, will be provided in accordance with the plant's collective-bargaining agreement.

Ball (NYSE: BLL) expects to record a largely noncash, after-tax charge of approximately \$7 million related to the plant closure, of which approximately \$3 million will occur in third quarter 2010. After the final disposition of the land and building, the closure is expected to be cash positive by approximately \$8 million.

OptTek lands government contract

BOULDER - OptTek Systems Inc. in Boulder has been awarded a \$1,250,000 contract from the U.S. Army to design and develop a work force planning system.

The system will support the Army's mission to ensure human resource readiness across its full spectrum of operations.

The contract is through the United States Department of Army's Deputy Chief of Staff G-1 and Research Development and Engineering Command's Army Research Office.

By implementing the technology, the Army is forecasting a potential

savings from balancing the work force structure by 2013 to be more than \$1 billion, according to a statement issued by OptTek.

The modeling software will allow the Army to prescribe manpower policies, such as promotions, bonuses and incentives.

It will simulate work force flow to describe what effect the manning system has on readiness, force alignment and other important human capital attributes.

Seaboard buys into Butterball

LONGMONT - Seaboard Corp. (NYSE Amex: SEB) is acquiring a 50 percent interest in Butterball LLC, in partnership with the Maxwell Farms group, for an undisclosed amount.

One of Butterball's seven plants in the United States is located in Longmont, which employs about 320 workers.

Maxwell Farms LLC, based in Goldsboro, North Carolina, previously was the majority owner, and Murphy-Brown LLC, based in Warsaw, Kansas, was the minority owner of the turkey products company. Maxwell is an affiliated company of Goldsboro Milling Co.

The purchase is expected to be

finalized in early December. The sale was initiated by Murphy-Brown LLC in March.

Seaboard Corp. directly or indirectly employs more than 14,000 people worldwide with annual net sales of approximately \$3.6 billion.

Centura partners with PAML

LOUISVILLE - Pathology Associates Medical Laboratories and Centura Health will partner to enhance laboratory services for physicians at Centura's 13 hospitals in Colorado.

Centura Health operates Avista Adventist Hospital in Louisville.

The new entity, Colorado Laboratory Services LLC, will combine the laboratory testing capabilities of the 13 Centura Health hospitals in Colorado with the testing capabilities and lab outreach support services offered by Pathology Associates, based in Spokane, Washington.

Financial terms of the partnership were not disclosed.

Approximately 90 percent of the testing completed by Colorado Laboratory Services will be performed in Colorado. This maintains jobs and the provision of health-care services within the state, according to a company press release.

"All of our customers excluding one have seen a return on their investment in one year," Mueller added. "One customer did it in one month."

The Laser Maze Challenge requires a space that can be as small as 10 feet by 20 feet. Current set ups start at that size and ramp up to 15 feet by 30 feet. The mazes are customized to fit the available space.

Funovation's team installs the laser playing fields into existing walls in about three days and includes staff training on how to work the show with the package.

Cost ranges from \$30,000 to \$90,000-plus depending on how elaborate customers decide to go. Average packages fall in the \$37,000 range, according to Mueller.

"They can be as involved or as simple as a customer wants," he explained. "The factors are playing field size, which determine the number of lasers, theming and upgrades."

"Our goal is to get to 50 units a year within the next year," Mueller said. "That would be about \$2 million in revenue, and that's just with our first product."

Funovation is currently beta testing its second product. "It's addictive, requires brains and brawn and has had 40,000 plays on it in the last six months. I can't tell you more than that right now."

Mueller describes the industry as a market ready to be tapped. "About 1 or 2 percent of the industry has been penetrated by us and our competitors — that means there are about 100 total laser mazes around the world with a potential of 5,000 total. It's a big land grab — there's still about 4,800 sales to be had."

"Multiply that by \$37,000 and you get about \$177 million in potential sales."

Funovation employs six full-time staff members, three part timers and about 20 independent contractors who focus on tasks that range from computer-aided design drawings to assembly installers. They're headquartered in a 16,000-square-foot space in the Gunbarrel Tech Center.

Stay informed with BCBR GREEN BUSINESS eNewsletters



SIGN UP TODAY

303-440-4950 | www.BCBR.com

BUSINESS DIGEST

OPENINGS

Pharmaca Integrative Pharmacy plans to open a pharmacy in Menlo Park, California in November. The store will be the ninth in the Bay Area and 23rd nationwide for the Boulder-based company. The 4,700-square-foot store will be at 871 Santa Cruz Ave. in downtown Menlo Park and will employ eight licensed practitioners.

MOVES

Arbor Occupational Medicine will be relocating its Boulder clinic in October. Arbor will move on Oct. 18 from 4790 Table Mesa Drive, Suite 200 to 1690 30th St., Level 2, in the Sunrise Shopping Center. Arbor offers full service occupational medicine, which includes, treating work-related injuries, pre-employment physicals, drug testing, urgent care and X-ray. It has been in Boulder County since 1993. Arbor also has clinics in Broomfield and Greenwood Village.

BRIEFS

Seleyn DeYarus has increased her stake in **Boulder's Best Organics** to 51 percent. DeYarus has been the company's president since July 2009, when founder Arron Mansika sold 45 percent of the company to her. Steve Hoffman also purchased 45 percent of the company at the time. Terms of the deal were not disclosed. Hoffman and Mansika will retain minority ownership. DeYarus will take over the role of chief executive from Hoffman, and the two positions will be consolidated. Boulder's Best Organics creates and sells gift boxes

filled with organic foods and body-care products that have been grown or produced in Colorado. The company also owns the Colorado's Best Organics brand.

Whole Foods Market IP LP has partnered with Chef **Ann Cooper** to launch the Great American Salad Bar Project, a program that will provide free salad bars to K-12 schools through a grant-application process. The window to apply for a grant is Sept. 1 through Nov. 1. Applicants must participate in the National School Lunch Program, be within a 50-mile radius of a Whole Foods Market and commit to sustaining a healthy cafeteria salad bar. Applications can be found at www.Saladbarproject.org. Cooper is the founder of Boulder-based Food, Family, Farming Foundation — the F3 Foundation — a nonprofit that works with schools, school districts, families and farms to provide nutritious meals to K-12 students.

N30 Pharmaceuticals LLC has dosed the first human subject with N6022, a drug designed to treat asthma, chronic obstructive pulmonary disease and other inflammatory conditions. The drug is the lead product of Boulder-based N30 Pharma's portfolio of drugs. The phase 1 clinical trial testing in healthy subjects is designed to evaluate the safety, tolerability and pharmacokinetics of single, increasing intravenous dosages of the drug.

UHG Consulting in Boulder played a big part in helping the Colorado Convention Center in Denver receive its recent LEED certification. The convention center hired UHG in 2009 to begin what turned out to

be an 18-month application process to attain LEED certification for an existing building, awarded by the U.S. Green Building Council.

Level 3 Communications Inc. has installed its managed video network services into CNN's global headquarters in Atlanta. The installation is the latest expansion in a more than 20-year relationship between Broomfield-based Level 3 (Nasdaq: LVT) and Cable News Network Inc. Level 3 also augmented fiber capacity into CNN's studios in New York City, allowing the broadcaster to more effectively manage its video and data content. Level 3's flexible managed-video platform for broadcasters enables point-to-point and point-to-multipoint broadcast video delivery between customer locations via Level 3's fiber-optic network.

UQM Technologies Inc. (NYSE Amex: UQM) announced that a contingency contained in its Assistance Award from the U.S. Department of Energy has been removed, resulting in the company receiving a payment of approximately \$2.1 million. The money will reimburse Longmont-based UQM for product qualification and testing costs incurred between Aug. 5, 2009, and July 31. UQM said the payment will be recorded as an expense offset in its second fiscal quarter.

CONTRACTS

Research Electro-Optics Inc. in Boulder hired Niwot-based **Tool Studios** to design a trade show booth.

Ascend Career and Life Strategies LLC, a Boulder-based provider of career outplacement and professional development programs, was awarded a contract from InsureMe in Englewood to provide career coaching and related job search services.

GRANTS

Faculty members at the **University of Colorado at Boulder**, Montana State University, the University of Idaho and collaborators at the U.S. Forest Service received a \$3.85 million grant to study fire and climate change in sensitive forests in the United States, Australia and New Zealand. The National Science Foundation is funding the project through its Partnerships in International Research and Education program.

MERGERS AND ACQUISITIONS

Broomfield-based **Ball Corp.** (NYSE: BLL) acquired an additional 10.1 percent interest in Latapack-Ball Embalagens Ltda., its Brazilian packaging joint venture. Ball's ownership is now increased to 60 percent. Latapack-Ball Embalagens is expected to have fiscal year 2010 sales of \$360 million.

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

NONPROFIT NETWORK

FUNDRAISERS

The Colorado chapter of the **R Baby Foundation** is hosting Walk to Save Babies Lives from 7:30 to 11:30 a.m. on Saturday, Sept. 25, at City Park, E. 17th Avenue and Colorado Boulevard, in Denver. The walk will include a silent auction, a prize drawing, free food, a vendors' area and a family fun festival with free face painting, kids' rides, crafts and other entertainment. In addition, Wendy Woo and children's performer Bonnie Phipps will perform. For more information, visit www.Rbabywalkcolorado.org.

Safe Shelter of St. Vrain Valley presents Rock The House from 6:30 to 11 p.m. on Friday, Oct. 22, at the Loyal Order of Moose, Lodge 1548, 2200 Pratt St. in Longmont. Tickets are \$35 in advance and \$50 at the door. RSVP to Liz@safeshelterofstvrain.org or

call 303-772-0432 ext. 104.

The **Humane Society of Boulder Valley** raised \$50,000 for homeless and abandoned animals in its Cause for Paws Doggie Dash Sept. 11. Nearly 500 people and dogs participated in the event. Top pledge collectors were Nancy Beery of Louisville and Samantha Anthony of Longmont. Rally Software's Rally Hounds of Boulder was the top team pledge collector.

GRANTS

Wells Fargo has awarded five Colorado organizations with \$1,000 grants. The company's Volunteer Service Award program contributes to nonprofits or K-12 schools where team members volunteer. This year, 241 team members were awarded \$400,000 to give to their organizations.

The five Colorado organizations to receive \$1,000 grants were: Voices for Children of Boulder County, on behalf of Susan Dahlgren, Wells Fargo Advisors; CASA of the Continental Divide in Avon, on behalf of Rebecca Losh, Business Banking; Colorado Springs Diversity Forum, on behalf of David Kowalski, Diversified Products Group; the St. Francis Center in Denver, on behalf of Rosanne May Plaski, Information Services; and the Two Angels Foundation in Denver, on behalf of Kim Willis, Wholesale Services Group.

CareConnect in Boulder has been awarded a \$6,000 grant from the Jared Polis Foundation Gift Fund. The funds will provide program support for the nonprofit's Medical Mobility service, which provides volunteer-escorted transportation to seniors and adults with

disabilities in Boulder County. The nonprofit was also awarded a \$20,000 grant from Rose Community Foundation to support the Fix-It, Carry-Out Caravan and Medical Mobility programs. These programs provide seniors and adults with disabilities help with minor home repairs, grocery delivery and medical transportation.

Nonprofit **Impact on Education** of Boulder has received a \$10,000 grant from the Staples Foundation for Learning, a private foundation of Staples Inc. The money will support Crayons to Calculators, an annual drive that collects and distributes school supplies to 12,000 low-income students throughout the Boulder Valley and St. Vrain Valley school districts. The organization has raised and invested more than \$3.17 million to help more than 305,000 students in Boulder Valley.

HAVE YOU SEEN OUR NEW LOUISVILLE, CO DATA CENTER?

CALL FOR A TOUR!





720-932-7788

SALES@ROCKYNET.COM

WWW.ROCKYNET.COM

BOULDER VALLEY REAL ESTATE WATCH

EXISTING HOME SALES																			
August 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			
						Location	8/1/08-7/31/09	8/1/09-7/31/10	%chg	8/1/08-7/31/09	8/1/09-7/31/10	%chg	Location	8/1/08-7/31/09	8/1/09-7/31/10	%chg	8/1/08-7/31/09	8/1/09-7/31/10	%chg
Boulder	61	494	\$651,414	66	\$572,700	Boulder	563	648	15.1	\$649,447	\$654,646	0.8	Boulder	68	79	16.2	\$538,000	\$530,000	<1.5>
Broomfield	30	178	\$348,837	77	\$312,000	Broomfield	357	354	<.8>	\$387,674	\$357,679	<7.7>	Broomfield	91	84	<7.7>	\$339,000	\$325,000	<4.1>
Erie	25	184	\$334,037	56	\$317,500	Erie	266	298	12	\$343,193	\$336,016	<2.1>	Erie	84	85	1.2	\$315,454	\$357,500	13.3
Lafayette	16	147	\$340,838	101	\$300,000	Lafayette	219	240	9.6	\$338,639	\$362,705	7.1	Lafayette	73	68	<6.8>	\$310,000	\$305,000	<1.6>
Longmont	57	508	\$273,878	74	\$245,000	Longmont	883	941	6.6	\$241,032	\$248,673	3.2	Longmont	74	70	<5.4>	\$219,900	\$225,000	2.3
Louisville	12	111	\$475,893	57	\$439,000	Louisville	187	203	8.6	\$389,001	\$431,143	10.8	Louisville	51	61	19.6	\$365,000	\$385,000	5.5
Superior	6	51	\$366,083	108	\$339,000	Superior	119	121	1.7	\$409,296	\$420,507	2.7	Superior	65	55	<15.4>	\$374,500	\$410,000	9.5
Mountains	33	454	\$412,235	139	\$405,000	Mountains	220	214	<2.7>	\$432,237	\$417,428	<3.4>	Mountains	132	127	<3.8>	\$342,500	\$350,000	2.2
Plains	27	417	\$629,221	90	\$550,000	Plains	227	305	34.4	\$629,606	\$601,150	<4.5>	Plains	98	111	13.3	\$460,000	\$460,000	0
Total	267					Total	3,041	3,324											

EXISTING CONDO SALES																			
August 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			
						Location	8/1/08-7/31/09	8/1/09-7/31/10	%chg	8/1/08-7/31/09	8/1/09-7/31/10	%chg	Location	8/1/08-7/31/09	8/1/09-7/31/10	%chg	8/1/08-7/31/09	8/1/09-7/31/10	%chg
Boulder	36	447	\$310,644	126	\$204,000	Boulder	644	628	<2.5>	\$312,554	\$294,477	<5.8>	Boulder	91	115	26.4	\$264,900	\$242,000	<8.6>
Broomfield	7	45	\$240,064	72	\$267,145	Broomfield	63	65	3.2	\$220,189	\$206,356	<6.3>	Broomfield	133	91	<31.6>	\$220,000	\$190,000	<13.6>
Erie	5	23	\$117,480	26	\$122,000	Erie	21	32	52.4	\$200,609	\$253,391	26.3	Erie	108	105	<2.8>	\$196,679	\$245,000	24.6
Lafayette	3	55	\$168,800	117	\$130,000	Lafayette	88	104	18.2	\$183,470	\$181,132	<1.3>	Lafayette	88	45	<48.9>	\$167,500	\$170,000	1.5
Longmont	10	141	\$195,062	116	\$183,900	Longmont	197	184	<6.6>	\$179,926	\$170,047	<5.5>	Longmont	110	87	<20.9>	\$169,000	\$161,900	<4.2>
Louisville	3	28	\$198,666	24	\$170,000	Louisville	56	64	14.3	\$222,562	\$210,810	<5.3>	Louisville	77	95	23.4	\$212,000	\$210,000	<.9>
Superior	3	14	\$224,666	57	\$220,000	Superior	43	41	<4.7>	\$240,850	\$273,724	13.6	Superior	82	77	<6.1>	\$213,800	\$223,000	4.3
Mountains	0	3	0	0	0	Mountains	0	0	0	0	0	0	Mountains	0	0	0	0	0	0
Plains	8	64	\$165,737	90	\$150,000	Plains	72	110	52.8	\$185,063	\$188,406	1.8	Plains	87	100	14.9	\$160,000	\$163,000	1.9
Total	75					Total	1,184	1,228											
For more information contact: Kenneth Hotard 303.442.3585 • khotard@barastaff.com Datasource: IRES-Information Real Estate Services																			

‘Green’ real estate listings in works

BY BUSINESS REPORT STAFF
news@bcbr.com

The energy-efficiency and renewable energy features of Colorado homes soon will be factored into a home’s valuation as part of a new initiative led by the Governor’s Energy Office.

The initiative, which includes leaders in the real estate, lending and appraising industries and energy efficient experts, will add energy and related “green” features to various multiple listing services across the state.

The unfolding effort to add the “green” factor to real estate listings will make it easier for buyers, appraisers and lenders to understand a home’s energy efficiency qualities, as well as reward sellers for the energy efficiency and renewable energy upgrades in which they’ve invested.

“This is an important step for our New Energy Economy,” said Tom Plant, director of Governor’s Energy Office. “Homes that save energy, or produce their own, need to be recognized for the value they provide the owner through utility bill savings and greater comfort,” director Tom Plant. “We salute the diverse group of interests who have joined together to build, promote and grow this effort and once again put Colorado in a leadership position nationally.”

Colorado’s largest multiple-listing service provider, Information and Real Estate Services LLC, has started the process of including energy features in its listings for the Northern Colorado

THE RESIDENCES AT 29TH STREET

Multistory apartment complex going up at northwest corner of Walnut and 30th streets



DOUG STORUM

The construction crew of Arvada-based Milender White Construction Co. begins work on The Residences at 29th Street, a project of Boulder developer Lou Della Cava at 2017 30th St. in Boulder north of the Twenty Ninth Street retail district. The multistory complex will have about 240 apartment units.

region. Architects of this effort to “green the MLS” are suggesting that among the most important data-listing services provide include whether

a home is Energy Star qualified, its home-energy rating (if audited by a home-energy rater), its status as a Leadership in Energy and Envi-

ronmental Design for Homes certified property and other certifications available for homes that meet various

➤ See **Real Estate, 21A**

REAL ESTATE from 20A

energy efficiency guidelines.

In every case, the MLS is asked to capture the date of measurement or certification, and listing agents are instructed to upload copies of the confirming documents, whenever possible, and incorporate that into assessing the value of residential properties.

Other data fields to be added could include homes with solar photovoltaic and thermal systems, with the size of the system and the year installed. In addition, a check box to be labeled as “energy/green features addendum” could alert agents and appraisers that the listing has additional features or documentation of a home’s energy benefits.

The process has been led by a subcommittee of the Residential Retrofit Working Group, a task force brought together by the Governor’s Energy Office. The subcommittee is comprised of appraisers, real estate brokers, lenders, representatives from Colorado’s two largest MLS systems, representatives from the U.S. Green Building Council-Colorado, a large local electric and gas utility, local and state government staff, builders and retrofit contractors.

BOULDER

APARTMENTS SOLD: An undisclosed buyer has purchased a 13-unit apartment building near the intersection of Broadway and Cedar Avenue in Boulder.

The sale price and buyer were not disclosed and the information has not

PRANA APARTMENTS IN LAFAYETTE

One-, two- and three-bedroom apartments north of Exempla Good Samaritan



DOUG STORUM

Prana Apartment Homes, at 550 Viridian Drive in Lafayette, is now leasing. The new 254 apartment units were developed by Denver-based Milestone Development Group as part of the new 82-acre SoLa mixed-use neighborhood in Lafayette. Illinois-based Raufeisen Development is the master developer for Sola. Prana Apartments has one-, two- and three bedroom apartments that rent from \$980 to about \$1,600 per month. The complex includes a 4,500-square-foot clubhouse with a fitness center, spa and pool.

yet been recorded in public records.

The building is owned by 1240 Cedar LLC and is managed by Scott Holton and Chris Jacobs, both of the Boulder-based Holton Group, which bought the 12,804-square-foot building from Denver-based Cedarbridge Apartments LLC in January for \$2,050,000.

Holton said an unsolicited offer came “out of the blue. This building represents an excellent opportunity for our group to improve a great building in a neighborhood and

market we know and love. However, we could not overlook the attractive terms of the offer that Miles and Bill brought us,” Holton said in a prepared statement.

Miles Kunkel and Bill Allen of RE/MAX of Boulder brokered the deal.

LONGMONT

TWIN PEAKS MALL: Fort Collins-based NewMark Merrill Mountain States has been appointed the new management firm for four of Panattoni Development Co.’s Colo-

rado centers totaling more than 1 million square feet of retail space. The portfolio includes Twin Peaks Mall and Harvest Junction North & South in Longmont and a portion of the Northglenn Marketplace, on Interstate 25 at 104th Ave.

“The Panattoni assignment is part of our growing presence in Colorado,” said Allen Ginsborg, managing director and principal of NewMark Merrill Mountain States, who will lead the redevelopment of Twin Peaks Mall with current mall manager Sandra O’Clock.

Information you need

STAY INFORMED

SUBSCRIBE TO THE LEADING BUSINESS NEWS SOURCE

Where the
WHO’S WHO
Read the
WHAT’S WHAT

Subscriptions start at \$49.97 and include a FREE copy of the 2011 **Book of Lists*** (\$30 value).

*2011 Book of Lists publishes Jan. 2011.

BOULDER COUNTY
**BUSINESS
REPORT**

CALL OR GO ONLINE TODAY
303-440-4950 www.BCBR.com



Longmont Area Economic Council
invites all
Metro Denver and Northern Colorado
Commercial Brokers
to our **FREE**
8th Annual Real Estate Showcase
September 29th, 8:30 a.m. -11:30 a.m.
Prizes include \$500 CASH, a new set of Calloway Irons, and others



Showcasing Downtown Longmont & Other Opportunities

Facility Tour Sponsors:

THE CAMPUS AT LONGMONT

**BUSH
DEVELOPMENT**

Event Sponsors:



Media Sponsors:



BOULDER COUNTY
**BUSINESS
REPORT**

R.S.V.P. by September 20th

Please call Wendi Nafziger today at 303.651.0128 to reserve your place for the tour! wendi@longmont.org
www.longmont.org

OPINION

EDITORIAL

Businesses come through for fire victims

It's an old cliché that times of tragedy bring out the best in people, but that adage has proved true when it comes to the devastating Fourmile Canyon Fire west of Boulder.

Throughout the ordeal — the costliest fire in Colorado history — businesses have provided assistance to fire victims, or to the first responders who have worked so valiantly to combat the blaze.

A complete list of business donations, discounts, assistance or other offers of help would be impossible in this space, but we'd like to mention a few:

- Foothills United Way has established the Fourmile Canyon Fire Relief Fund, expected to be used in long-term recovery, including health-care needs, transitional housing and other areas.

- The Community Foundation Serving Boulder County established an emergency fund to be used to support local volunteer fire departments and mountain residents affected by the fire and in need of financial assistance. Donations will be matched by the Greenlee Family Foundation, up to \$10,000.

- Pharmaca Integrative Pharmacy is offering a 50 percent discount to individuals displaced by the fire. The discount applies to first-aid products, vitamins and personal-care items (not prescriptions).

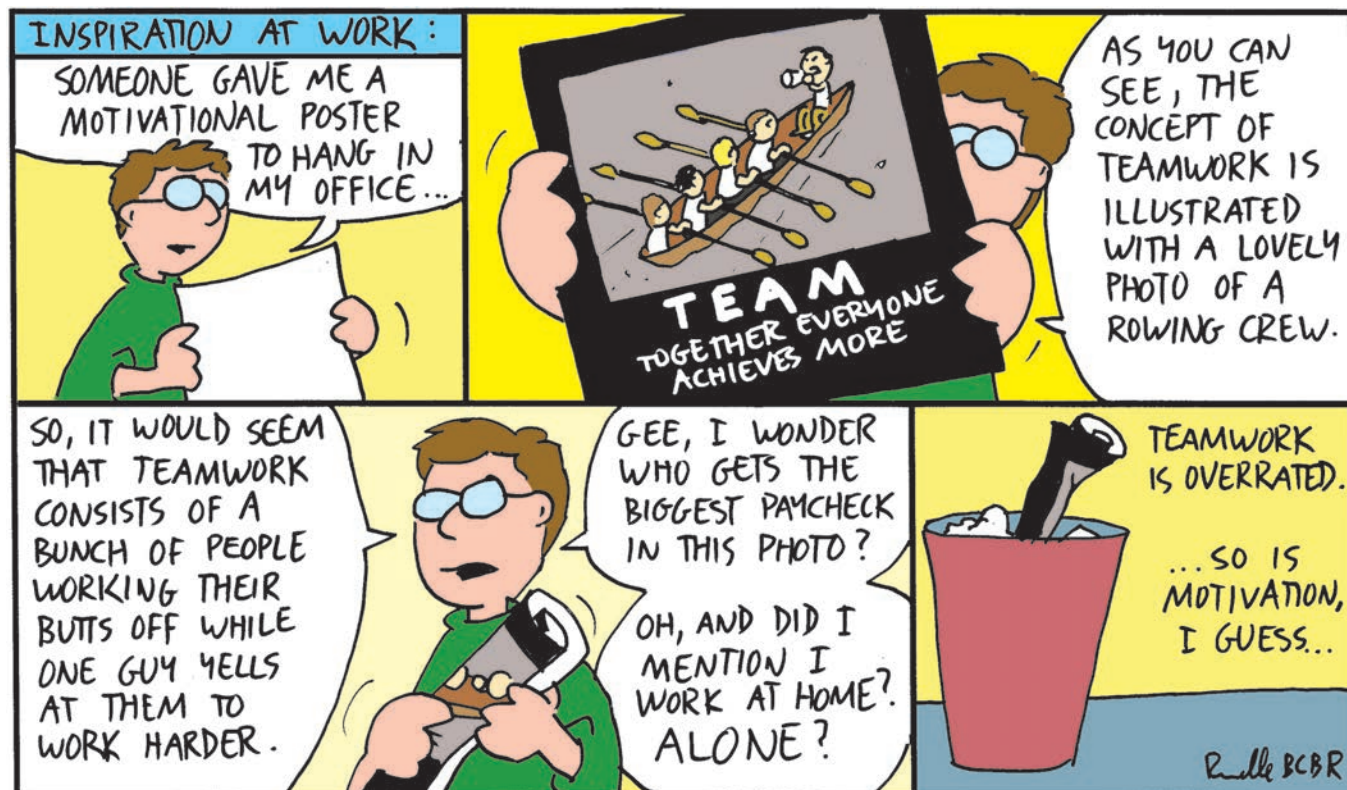
- Elevations Foundation, a non-profit affiliate of Elevations Credit Union, and the Boulder Area Realtors Association are working together to accept donations toward fire relief, in partnership with the Boulder Office of Emergency Management. Donations are being accepted at any of nine Elevations branches.

- Skirt Sports has pledged 10 percent of all online sales through Sept. 18 to benefit the American Red Cross (Mile High Chapter) Disaster Relief Fund.

These efforts, and many others like them, represent a common purpose that is rare in daily discourse and dealings. Boulder is an intensely political town, and it's refreshing to see community members joining in one cause: helping those who need assistance.

No political wrangling, no debates over business or environment, no nasty exchanges at governmental meetings — only a sincere desire to help and to express gratitude to those who have worked hard to extinguish the blaze, saving property and lives.

As is always the case when tragedy highlights the best qualities of a community, we extend the wish that this spirit can continue in other endeavors.



Another recession? No thanks

Time nears for business to start spending again

What will be the tipping point for business to begin hiring again?

Recent national statistics show that business is sitting on a lot of cash. The Washington Post recently reported that nonfinancial companies boast \$1.8 trillion in cash, "roughly one-quarter more than at the beginning of the recession."

Few business leaders seem ready to take the plunge into significant investments or rehiring of workers laid off during the Great Recession. To believe the Obama Administration, that's because of lackluster consumer demand. Some business groups point to onerous regulations imposed on business.

Regardless, weak economic data can be matched by some positive signs.

Granted, some sectors remain in a severe funk, both nationally and locally. Banks are still working through problem real estate and other loans. Small businesses are seeing flat sales. Commercial real estate is seeing higher vacancies. Sales of existing homes nationally plummeted 27.2 percent in July.

But perhaps we should consider some positive winds that are beginning to blow in the local economy:

- Unemployment in the Boulder

Valley is dropping. Boulder County's unemployment rate dropped to 6.4 percent in July, down from 6.6 percent the previous month and 7.1 percent a year ago.



PUBLISHER'S NOTEBOOK

Christopher Wood

Compare those numbers to Colorado's rate of 8 percent in July or the nation's 9.6 percent, and the Boulder Valley looks pretty good.

- Foreclosures are dropping locally. Boulder County reported the lowest foreclosure rate in the metropolitan area during the second quarter, with one foreclosure per 777 households.

Importantly for the local market, filings in neighboring Larimer and Weld counties were down 19.4 percent and 23.4 percent, respectively. Weld County was perhaps first in the nation to experience a surge in foreclosures, back in 2006. To see the numbers declining there is a good sign for Boulder County, as well as the nation overall.

- The Leeds Business Confidence Index, released quarterly by the University of Colorado Leeds School of

Business, shows some positive signs in the most-recent report. Colorado business leaders predicted solid growth in the state, the first such prediction in three years. Tellingly, they also remain cautious about the national economy.

- Recent national data on consumer spending were better than expected. Retail sales in August increased 0.4 percent, the largest gain since March. The increase was larger than expected and helped allay concerns about a double-dip recession.

Here in the Boulder Valley, several strengths should help us weather any economic challenges: a high-tech infrastructure, federal laboratories and the university, a diversified economy, an entrepreneurial business climate ... you name it.

Undoubtedly, we'll experience some setbacks, both locally and nationally. Friends in the real estate sector tell me that prices have to come down, especially in Boulder, to help reduce the massive inventory of homes on the market.

But too many positive signs and inherent strengths mean that the Boulder Valley — and Colorado — can help point the way toward solid economic growth.

So maybe it's time for business to start spending some money?

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

BOULDER COUNTY BUSINESS REPORT

VOLUME 29, ISSUE 20
BOULDER COUNTY BUSINESS REPORT
 3180 Sterling Circle, Suite 201,
 Boulder, Colo. 80301-2338, is
 published biweekly by Boulder
 Business Information Inc., a Colo-
 rado corporation, in Boulder, Colo.

VERIFIED
 AUDIT CIRCULATION

THE ALLIANCE
 OF AREA BUSINESS PUBLICATIONS

PUBLISHER
 Christopher Wood cwood@bcbr.com

EDITOR
 Doug Storum dstorum@bcbr.com

STAFF WRITERS
 Michael Davidson mdavidson@bcbr.com
 Beth Potter bpotter@bcbr.com

RESEARCH DIRECTOR
 Beth Edwards research@bcbr.com

PRODUCTION MANAGER
 Dave Thompson dthompson@bcbr.com

ART DIRECTOR
 Brittany Rauch brauch@bcbr.com

CARTOONIST
 Ron Ruelle

SALES MANAGER
 Kevin Loewen kloewen@bcbr.com

BUSINESS DEVELOPMENT MANAGER
 Jason Henderson jhenderson@bcbr.com

SENIOR ACCOUNT EXECUTIVE
 Kim Oremus koremus@bcbr.com

ACCOUNT EXECUTIVES
 Marlena Rich mrich@bcbr.com
 Louise March lmarch@bcbr.com

CONTROLLER
 Cindy Nosko cnosko@bcbr.com

CIRCULATION MANAGER
 Rhonda Doyle rdoyle@ncbr.com

CONTRIBUTING WRITERS
 Keely Brown, Laurie Budgar, David Clucas,
 Elizabeth Gold, Lyla D. Hamilton, Heather
 McWilliams

CONTRIBUTING PHOTOGRAPHERS
 Jonathan Castner, Michael Myers

To advertise or subscribe: 303-440-4950
 Fax: 303-440-8954 Online edition: www.BCBBR.com
 The entire contents of this newspaper are copyrighted by
 Boulder Business Information Inc. with all rights reserved.
 Reproduction or use, without permission, of editorial or
 graphic content in any manner is prohibited.

CALENDAR

SEPTEMBER

- 18** The Broomfield Days Trade Fair is from 9 a.m. to 5 p.m. at North Midway Park on Midway Boulevard in Broomfield. Member booths range in price from \$220 to \$400. Nonmember booths are an additional \$250. For more information, call the chamber at 303-466-1775 or e-mail info@BroomfieldChamber.com.
- Judy Collins will speak at the Harmony Foundation's Reunion Celebration from 5 to 10 p.m. at the YMCA of the Rockies Assembly Hall, 2515 Tunnel Road in Estes Park. For ticket information, call Alice Burkholder at 970-577-3150 or visit www.harmonyfoundationinc.com.
- 19** The Boulder Green Streets Liberation Project will be from 8 a.m. to 4 p.m. along Pearl Street from 15th to Folsom streets. Bikers, runners, skaters and strollers are encouraged to take over downtown for a one-day, car-free event. For more information, visit www.bouldergreenstreets.org.
- 20** 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.
- 21** The Lafayette Chamber of Commerce presents Connect and Grow from 8 to 9 a.m. at the chamber office, 1290 S. Public Road in Lafayette. For more information, call 303-666-9555 or e-mail info@lafayettecolorado.com.
- The Boulder Chamber is hosting The Power of Your E-mail List from 11 a.m. to 12:30 p.m. at the chamber office, 2440 Pearl St. in Boulder. Admission is free for members and \$25 for nonmembers. For more information, visit www.boulderchamber.com and click on events.
- 22** 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.
- 23** The Boulder County Business Report presents Pulse: The State of Health Care, to from

- 3 to 7:30 p.m. at the Lionsgate Event Center in Lafayette. The program features panels of health-care experts discussing issues facing the industry, the awards ceremony and a cocktail reception. Tickets for the event are \$59 per person and \$500 for a table of 10. To register, go online at <http://www.regonline.com/pulse2010>.
- 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 ahanzen@longmontchamber.org.
- Dancing With The Broomfield Stars will be from 5:30 to 10 p.m. at the First Bank Center, 11450 Broomfield Lane in Broomfield. Admission is \$50 for floor table seating, \$35 for adult general admission and \$20 for student general admission. The event benefits the Broomfield Community Foundation. For more information, visit www.DancingWithTheBroomfieldStars.org.
- 24** 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.
- 25** Celebrate Lafayette will be held from 10 a.m. to 4 p.m. Booths will line Public Road from Geneseo St. to Cannon St. The Celebrate Lafayette Parade begins at 10 a.m., going north on Public Road from Waneka Parkway to Cannon Street. For information, call 303-666-9555 or visit www.Lafayettecolorado.com.
- 26** The Boulder County Solar & Green Homes Tour and Seminar will be from 10 a.m. to 4 p.m. at a variety of green homes in Boulder, Louisville and Nederland. Admission is \$5. For more information, visit <http://conservationcenter.org/energy/tour>.
- 28** The Boulder Chamber is hosting a Member Appreciation Breakfast from 8 to 9:30 a.m. at Premier Members Federal Credit Union, 5495 Arapahoe Road in Boulder. For more information, visit www.boulderchamber.com and click on events.
- The Longmont Area Chamber of Commerce is host-

- ing 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.
- 29** Clifton Gunderson and the Construction Finance Management Association present the 60-minute Webinar: IT Oversight, Who Should Be Watching and Why at 2 p.m. central time. Admission is free for Construction Finance members and \$59.95 for nonmembers. Registration is at www.Prolibraries.com/cfma/?select=webinar_register.
- The Lafayette Chamber is hosting a Business After Hours from 5 to 7 p.m. at the Prana Apartments, 550 Viridian Drive in Lafayette. Admission is \$10 in advance and \$12 at the door. For more information, e-mail info@lafayettecolorado.com or call 303-666-9555.
- Balfour Senior Living and the American Association of War-time Veterans will host an event to explain how veterans and surviving spouses can apply for the VA-administered aid and attendance benefit from 7 to 8 p.m. at the Balfour, 1331 Hecla Drive in Louisville. Admission is free. For more information and to reserve seating, please call 303-867-6382.
- 30** The Longmont Chamber of Commerce is hosting the Northern Colorado Debate and Forum from 5:30 to 8:30 p.m. at the Radisson Conference Hotel & Conference Center, 1850 Industrial Park Circle in Longmont. Hear what candidates are saying about the community, state and nation. Admission is free. For more information, contact Scott Cook at 303-776-5295 or e-mail sccook@longmontchamber.org.
- Naturally Boulder and the Deming Center for Entrepreneurship Leeds School of Business present the Naturally Boulder Fall Awards. The Pitch Slam will be from 2 to 4 p.m. in the University Memorial Center, 1669 Euclid Ave., Room 235 in Boulder. Cocktails, a video presentation, dinner and an awards ceremony will be held from 5:30 to 9:30 p.m. in the UMC Glenn Miller Ballroom. Awards will be given for Lifetime Achievement, Best Young Business, Company of the Year and Local Hero. Admission is \$65 for Naturally Boulder members, \$85 for nonmember and \$65 for pitch slammers. For more information, call 720-220-4142 or visit www.NaturallyBoulderProducts.com.

AWARDS

Joan Mitchell, a master inventor and fellow at Boulder-based InfoPrint Solutions Co., won the 2011 IEEE Masura Ibuka Consumer Electronics Award, a globally recognized award sponsored by Sony Corp. Mitchell is being recognized for her contributions to a range of technology solutions including the invention of color-printing algorithms, typewriter components and facsimile software.

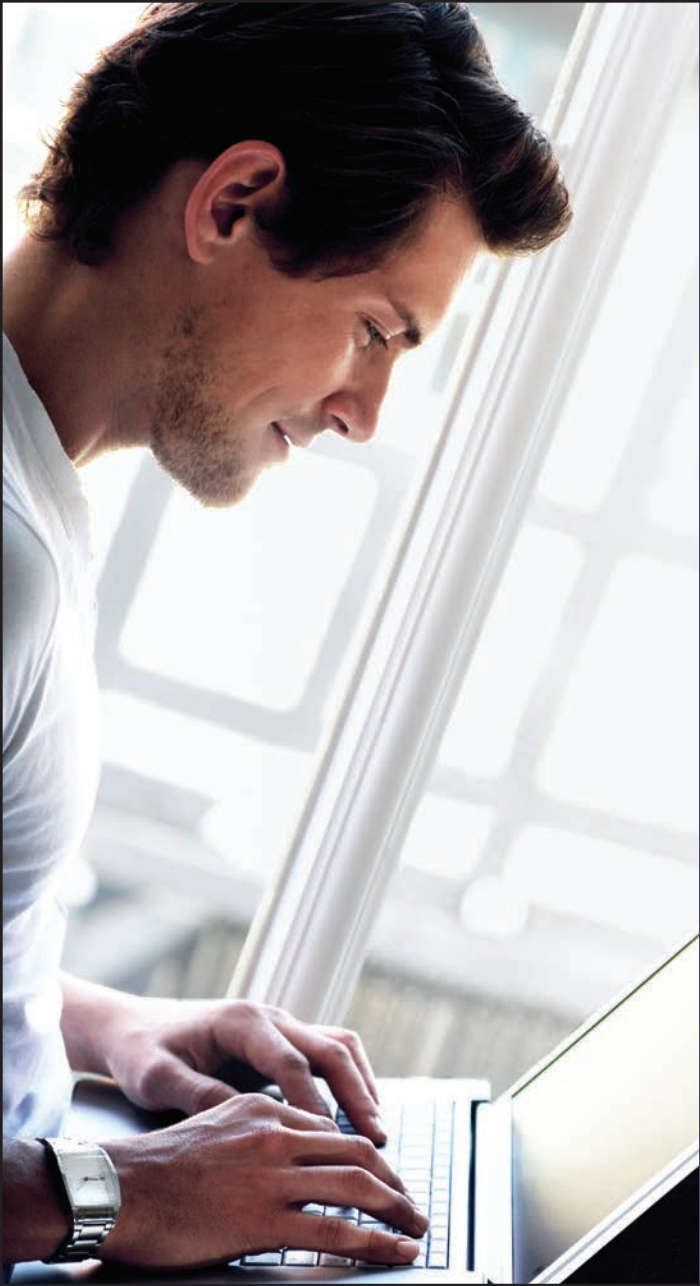
Denver-based accounting and business consulting firm **Ehrhardt Keefe Steiner & Hotman**, with an office in Boulder, was recognized as one of the top 25 Best Medium-size Companies to work for in America, by the Great Place to Work Institute and Entrepreneur Magazine.

The Boulder County Community Action Program will honor eight people at its 22nd annual Multi-cultural Awards Banquet on Thursday, Oct. 7, at the Radisson Hotel in Longmont. The banquet will recognize people of different ethnic backgrounds who have made significant contributions to Boulder County in the areas of arts, business, community service, education, government, health, partners, science, and youth.

This year's award winners are: Business – **Keith Kanemoto**; Community Service – **Flor Macias**; Education – **Tijani Cole**; Government – **Veronica Garcia**; Health – **Mirna Castro**; Partners – **Betty Ball**; Science – **Alex Vazquez**; and Youth – **Daniel Vigil**.

A group of U.S. **National Oceanic and Atmospheric Administration** scientists received the Professor Dr. Vilho Vaisala Award on Sept. 1 in Helsinki, Finland. The award was established in 1986 to encourage and stimulate interest in research in the field of environmental measurement instruments and methods of observation. The awarded research paper in 2010 is titled "Rapid Sampling of Severe Storms by the National Weather Radar Testbed Phased Array Radar." It describes a study that demonstrated the National Weather Radar Testbed Phased Array Radar's capability for adaptable, high temporal resolution scanning of quickly developing features in deep convective storms.

The award consists of a medal, diploma and a cash prize of \$10,000.



University of Colorado at Boulder

Invest in yourself.

Professional development enables you to expand your skill set or explore a new career path.

Whether you are looking to advance your career or pursue a new one, Continuing Education can take you there. We have a wide range of university courses in business, technology, communication and leadership to help you reach that next level.

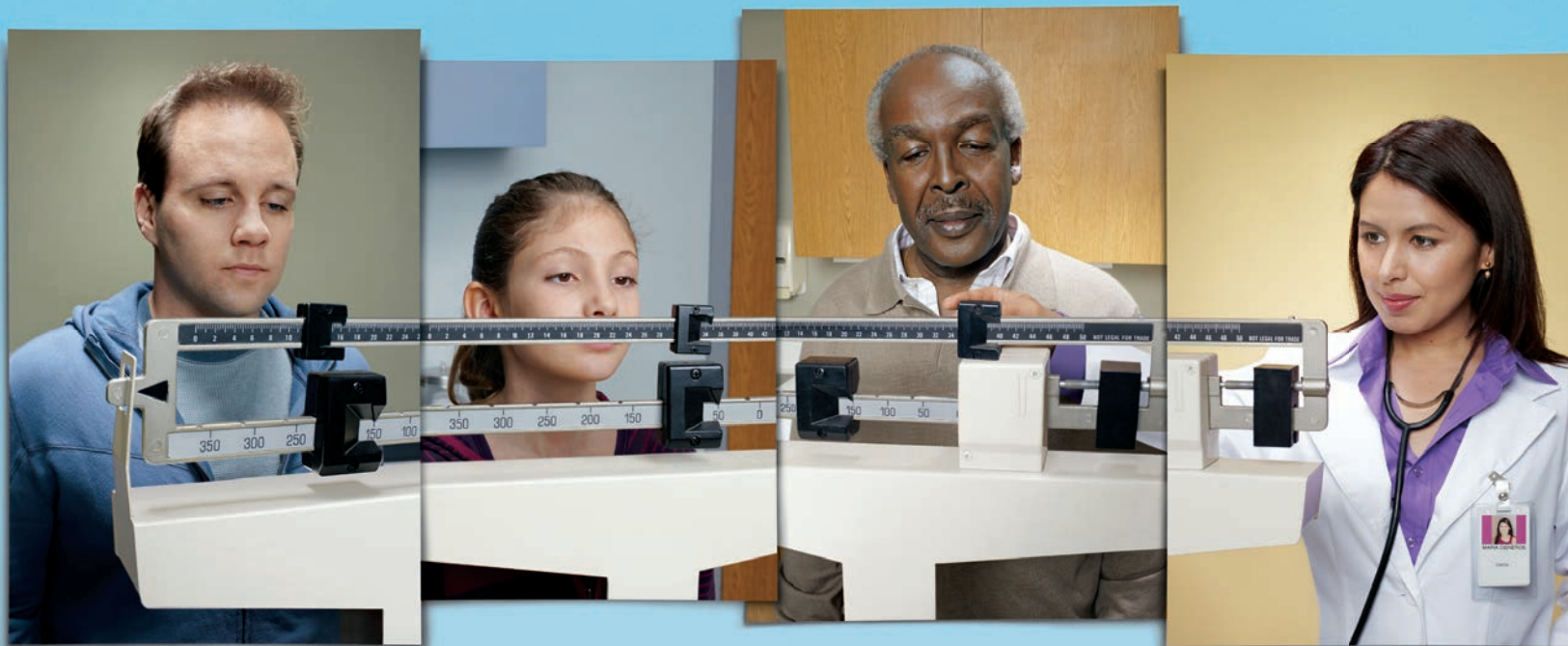
Now is the time to rise above the rest.

Learn more about where Continuing Education can take you.
conted.colorado.edu/invest

CONTINUING
EDUCATION
& PROFESSIONAL STUDIES



Offered as part of the Colorado Statewide Extended Campus.
The University of Colorado is an equal opportunity/nondiscrimination institution.



Our health connects us.

When one of your employees does something healthy, others will too. We all influence the health of those around us, especially in the workplace. At Anthem, we're committed to encouraging this. That's why we offer many plans with 100% coverage for checkups and other preventive care. It's just one of the reasons why more than 33 million Americans choose Anthem* or one of its affiliated health plans.

Learn more about what Anthem can do to help you create healthier employees. Go to [anthem.com/connects2](https://www.anthem.com/connects2) and calculate your company's potential savings.

Anthem 
Health. Join In.SM

HEALTH | DENTAL | VISION | LIFE | DISABILITY

*According to corporate records

Life and Disability products underwritten by Anthem Life Insurance Company. In Colorado, Anthem Blue Cross and Blue Shield is the trade name of Rocky Mountain Hospital and Medical Service, Inc., an Independent licensee of the Blue Cross and Blue Shield Association. ® ANTHEM is a registered trademark of Anthem Insurance Companies, Inc. The Blue Cross and Blue Shield names and symbols are registered marks of the Blue Cross and Blue Shield Association.

16677CAEENABS 9/10



JONATHAN CASTNER

Array BioPharma Inc. moved to a 75,000-square-foot manufacturing/research and development facility in Longmont in 2000, retaining its existing Boulder facility for human clinical trials and testing.

MicroPhage, Array lead biotech surge

BY KEELY BROWN

For manufacturers of bioscience products, the city of Longmont has steadily gained a reputation as one of the most desirable places for research and development. As a result, Longmont is fast emerging as a prominent hub for the biotech industry.

Longmont Entrepreneurial Network executive director Alex Sammoury said the city's reputation for being biotech-friendly is well-founded, for many reasons.

"One of the attractive things about Longmont is the availability of lab space, as well as the knowledgeable work force that we already have in this field," he said. "The combination of the two

Available lab space, other amenities lure bio companies

makes Longmont a very good place for bioscience companies.

"And with the availability of smaller lab spaces, Longmont is also convenient for startups, because they don't have to spend a lot on the infrastructure," he added.

Several of the Longmont biotech companies that began as startups just a few years ago have managed to weather the tough economic climate successfully. As a result, they have survived to see their new drug therapies just now becoming available on the commercial market.

MicroPhage Inc., a developer of bac-

terial diagnostics, has spent the last several years developing a rapid blood culture screening test that detects the methicillin-resistant *Staphylococcus aureus* (MRSA), or "superbug" staph infection.

According to MicroPhage chief scientific officer and interim CEO Drew Smith, this virulent infection kills as many as 20,000 people every year. One reason for the high mortality rate is that it takes three days to complete diagnostic testing for this rapidly-spreading infection. But the new screening test from MicroPhage can produce results in as little as five hours, resulting in more

time to save lives.

This rapid diagnostic tool has received its CE mark from the European Economic Area (EEA), which entitles it to distribution throughout Europe — a process that has already begun. Currently, the new blood-screening test is under submission for U.S. Food and Drug Administration market approval, which could result in widespread U.S. distribution before the end of the year.

MicroPhage is also working to develop several more tests focusing on the MRSA infection, including a test to determine those who are natural at-risk carriers. This could result in a significant drop in the high numbers of people exposed to the infection in hospital

► See **Biotech, 4C**

Greenmont sweetens prospects for Madhava

Investment brings capital, expertise

BY KEELY BROWN

From its grassroots beginnings in a centuries-old farmhouse, to its national prominence 38 years later in the natural-foods market, Madhava Honey Co. can truly be called a Colorado success story.

Madhava was first conceived by a pair of self-styled “hippie entrepreneurs” at the very first Rainbow Family national gathering held in Granby during the summer of 1972. While watching his friend gather herbs to make tea, Bart Utley came up with the idea to market honey, culled from Rocky Mountain region bees and distributed locally.

With a \$10,000 startup loan, Utley and a group of his friends purchased a 100-year-old farmhouse in Lyons, with a view to establishing a workable commune, financed by the honey business. The name Utley chose was apt — Madhava, a Sanskrit word meaning “one born in a pool of honey.”

In the true spirit of the times, the

► See **Madhava, 5C**



JONATHAN CASTNER

Craig Gerbore, president of Madhava Honey, checks out a display of bees in this file photo.

Our not-for-profit community has been serving seniors for 31 years in the tradition set forth by the Hover family.



SENIOR INDEPENDENT & ASSISTED LIVING

www.hovercommunity.org
hover@hovercommunity.org

Hover Manor Senior Independent Apts

1401 Elmhurst Dr., Longmont

Beatrice Hover Assisted Living

1380 Charles Dr., Longmont

303-772-9292

Nonprofit Network

Attention nonprofits and those who support them: BCBP publishes Nonprofit Network in every issue. It's the place for nonprofits to list fundraisers and meetings. Companies that support them can announce grants and “good deeds.”

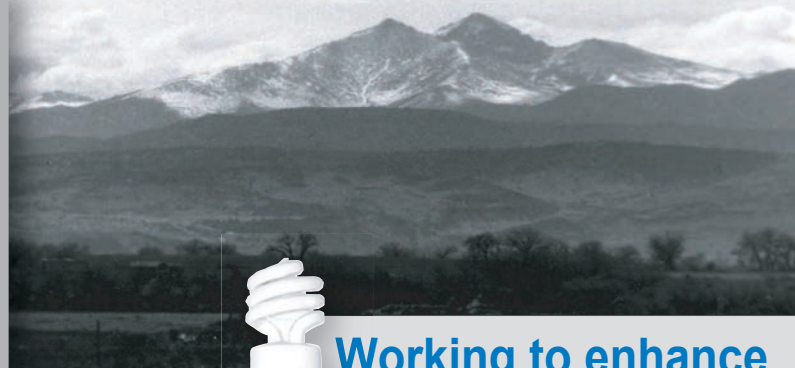
Submit your items for three weeks prior to publication of each biweekly issue.

Mail to: **Editor**
Boulder County Business Report
 3180 Sterling Circle, Suite 201,
 Boulder, CO 80301

BOULDER COUNTY BUSINESS REPORT

fax to 303-440-8954;
 or e-mail to news@bcbr.com with **Nonprofit Network** in the subject line.

energy audits • LightenUP • efficiency rebates • renewable energy



Visit LPC's
 web site
 or call us
 to learn
 how you can
 join the effort
 to achieve
 a sustainable
 community



Working to enhance our environment

As Longmont's electric provider, Longmont Power & Communications offers resources to help city businesses become more energy efficient, save money and improve the quality of our environment.

Taking advantage of these resources is easy. Contact LPC to learn about matching grants and rebates we offer to assist with the cost of investing in efficiency measures.



303.651.8386
www.ci.longmont.co.us/lpc



Idea for rail-served business park progresses

Two sites under consideration for industrial center

BY KEELY BROWN

In recent months, the much-discussed plans for a rail-served industrial park in Longmont have made major strides toward eventual realization, with two potential sites as well as a prospective developer already in the works.

After evaluating sites for the park earlier this year, Longmont Area Economic Council (LAEC) staff sounded out both the Burlington Northern Santa Fe Railroad and the Great Western Railway, both of which service sites that could be of interest to the project.

LAEC CEO John Cody said both rail lines have already sent letters of support for the development.

The Burlington Northern site encompasses an area north of Colorado Highway 66, just east of the Super Walmart, while the Great Western site is east of Longmont on Colorado Highway 119 and Fairview Street. The acreage is virtually identical, with 130 acres on the Burlington Northern site, and 125 acres on the Great Western site.

In addition to letters of support, the LAEC has been in contact with a developer who has expressed interest in devel-



JONATHAN CASTNER

Longmont officials are evaluating two sites for a proposed rail-served industrial park, including this one owned by Burlington Northern Santa Fe Railroad north of Colorado Highway 66.

oping the Great Western site, and an initial meeting has already taken place, Cody said. In the meantime, a developer has not yet been found for the Burlington

Northern site.

While both sites are being under intense scrutiny, the Great Western site is already presenting some significant

advantages, one of which is that the Great Western Railway connects to both the Burlington Northern and the Union

► See **Idea, 7C**

Longmont Area Economic Council

Growing the Longmont Economy

Your One Stop Source for:

- ♦ Finding Affordable Space in Longmont
- ♦ Exploring Incentives in Longmont
- ♦ Engaging on Your Behalf with City Government
- ♦ Ensuring Your Timelines are Met
- ♦ Maintaining the Kind of Business Environment You Want
- ♦ Making the Process Painless



528 Main St. • Longmont, CO 80501 • 303-651-0128
www.longmont.org



JONATHAN CASTNER

Drew Smith, chief scientific officer and interim CEO for MicroPhage Inc., says, "The rental for lab space is inexpensive in Longmont, compared to surrounding communities."

BIOTECH from 1C

emergency rooms each year.

"The problem is so rampant, there is a big push in some countries to mandate testing of everyone who comes into a hospital," Smith said.

"So many bacteria are resistant to antibiotics, doctors can't just prescribe amoxicillin and hope it will work, because 60 percent of infections are resistant to it now," he said. "That's why it's so critical to identify what bacteria is causing the infection, and which antibiotic will respond to that infection. Doctors can't use the shotgun approach anymore."

MicroPhage moved to Longmont in 2005, when angel financing enabled the startup to relocate from its base of operations at the Colorado School of Mines to a 12,000-square-foot research and development facility in southwest Longmont.

Currently, MicroPhage has 12 full-time and six part-time employees, half of whom are scientists working in research and development. Smith said Longmont has proved to be a good central location for the company, with most of its employees working in or near Boulder County. A proximity to service suppliers and accessible lab space are also local perks, he said.

"The rental for lab space is inexpensive in Longmont, compared to surrounding communities," Smith said. "And several manufacturers of components for our kits are nearby, so we can visit them in person without having to fly across the country."

As the company transitions from solely research and development to distribution of its blood-culture testing

kits, Smith said that plans are under way for MicroPhage to make more connections with the Leeds School of Business at the University of Colorado at Boulder, with an eye toward developing the marketing aspects of its products.

"Rather than focusing on research and development, we'll be working on getting the product out into the world and figuring out who can benefit best from it — and how to find them and communicate with them," he added.

Another biotech company, Array BioPharma Inc., specializes in development of oral drugs for patients with cancer and inflammatory diseases such as rheumatoid arthritis and Crohn's disease. In 2000, Array BioPharma moved to a 75,000-square-foot manufacturing/research and development facility in Longmont, retaining its existing Boulder facility for human clinical trials and testing.

The work that Array BioPharma has done in the development of cancer drugs has resulted in oral therapies that directly target cancer cells, resulting in greater efficacy and fewer side effects than the traditional injectable and infusion therapies on the market.

The company is currently doing research on the common denominators between cancer and certain inflammatory diseases, with the goal of possibly finding an overlapping crossover drug therapy.

Today, 125 employees — almost exclusively scientists and chemists, work at the Longmont facility.

Array BioPharma CEO Robert E. Conway said the primary source of

CURRENTLY, MICROPHAGE

has 12 full-time and six part-time employees, half of whom are scientists working in research and development. Smith said Longmont has proved to be a good central location for the company, with most of its employees working in or near Boulder County.

funding for the company is through partnerships with pharmaceutical companies such as Astra Zeneca, Novartis, and Amgen.

Through these partnerships, Array BioPharma has been able to raise \$110 million in upfront revenues just within the last year. With an industry as capital intensive as the drug industry, Conway said that these collaborations have been a vital part of Array's success since its founding in 1998.

"We've always had partnerships as a primary vehicle for the company, and by doing so, raised about half a billion dollars in capital — which we've used pretty well," he added.

Array BioPharma has developed 13 drugs that are in clinical trials, with planned distribution through partnerships with other pharmaceutical companies. In addition, the company has four drugs it is advancing under its own auspices.

Within the next five years, Conway said, Array BioPharma hopes to be able to

commercially market drug therapies under its own auspices and brand, using partnerships primarily for overseas distribution

"It costs half a billion dollars to develop a drug," Conway said. "Given that, most companies are going to have to partner at the beginning stages. Our business model is to develop as many U.S. rights as we can in the development of our drugs. We want to keep to our funding obligations, while still retaining a significant amount of the U.S. rights."

Now in its 10th year at the Longmont facility, Conway said that the company has benefitted greatly from its Trade Center Avenue location. Not only do a large number of Array BioPharma employees live in Longmont, but the company also recruits interns from the University of Colorado at Boulder.

"It's been easy to attract high-academic, high-achieving employees here," Conway said. "Once they come to Longmont, they don't want to live anywhere else."

MADHAVA from 2C

Madhava honey farm became an experiment in communal living. By 1976, the experiment was over — but the company remained.

That's when 24-year old Craig Gerbore, a friend of one of the founding members, took over the management of the company, complete with farmhouse, honey inventory, five scenic acres and five resident goats.

While the farm in Lyons is still being used as a packaging and retail site, Madhava has long since moved on to a 15,000-square-foot facility in Longmont, still run by Gerbore — and

MADHAVA HONEY

14122 Mead St., Longmont, CO 80504-9631

Phone: (303) 823-5166

Website: www.madhavahoney.com, www.mad-havasagave.com

Email: info@madhavahoney.com, info@Mad-havasAgave.com

Number of employees: 65

Top local executive: Craig Gerbore

Primary service: Honey and agave syrup products

Year founded: 1972

sharing this information.”

As one of the first U.S. companies to sell agave products, Madhava is now the No. 1 seller of agave syrup in the nation, Hassan said. While honey continues to be a solid part of the business, agave has now taken over as the leading product for the company — a circumstance which, Hassan said, has contributed greatly to Madhava's recent strong growth over the last couple of years.

The numbers tell the story. Over the last four years, even during the economic downturn, Madhava's revenues have grown steadily at a rate of 20 percent each year.

The success of the agave product line has prompted other changes as well. Earlier this year, Madhava's shareholders voted for the company to be re-organized and newly managed by Bolder-based Greenmont Capital, an investment equity firm that has grown out of the natural-foods industry.

For Hassan, this move is the culmination of a decades-old business association with Madhava, going back to 1973, when he ran a food co-op in Denver. As a managing partner of Greenmont, Hassan is now lead director of the Madhava board of directors.

“Madhava didn't want to get involved with financial institutions, because they wouldn't have any sensitivity to the industry,” Hassan said. “They would have provided financial resources, but not much else. But Greenmont is a company that is well-versed in building consumer brands in this industry, and that's why the shareholders decided to do this.”

This past summer, Greenmont invested an undisclosed amount of money in the company, with a view toward expanding its product line and growing its distribution reach.

With the partnership of Madhava president Craig Gerbore, as well as the addition of a new senior management team, Hassan is looking forward to overseeing the new directions taken by Madhava — while taking care that the company culture remains the same.

“Madhava won't be changing its philosophy or business values, even though it has grown substantially,” he said. “But now that we have these new resources and a stronger management team, we'll be able to focus more on product expansion and distribution. We have the opportunity to grow aggressively in the next few years, and we needed these resources in order to reach that growth.”

“There's a lot of misinformation out there about alternative sweeteners. We want people to know why Agave Nectar is good, and so good for them. We feel that we've been entrusted with the mission of sharing this information.”

Hass Hassan.

DIRECTOR,
MADHAVA

still financed primarily by honey until 2002, when Madhava entered the agave sweetener market.

“It was a great complementary product to add to the honey line,” said Madhava director Hass Hassan. “And since then, it's had a transforming effect on the company.”

Agave, which comes from the agave plant, is available only from the Jalisco province in Mexico. While agave is primarily known as the main ingredient in the making of tequila, it has also been marketed successfully in Mexico as a sweetening product.

With 1.4 times the sweetness of sugar, and the chemical ability to blend in with just about anything, agave syrup is both gluten and allergen free. Combining versatility with nutritional value, agave has been long recognized as a health-giving product in Mexico. But in the United States, agave is still a fairly new product, and its benefits aren't yet widely known.

Toward this end, Hassan said that the company plans a more aggressive approach in the marketing of their Agave Nectar product line, with a view toward educating the public as well as promoting the Madhava brand.

“There's a lot of misinformation out there about alternative sweeteners,” Hassan said. “We want people to know why Agave Nectar is good, and so good for them. We feel that we've been entrusted with the mission of

**BUSINESS
NEWS
TODAY**

BCBRdaily

www.BCBR.com

**GRANT, GRANT
& GOIRAN LLP**

ATTORNEYS AT LAW
Big-Firm Capabilities
Small-Firm Environment

REAL ESTATE AND LAND USE
Annexation, Land Use and Zoning
Real Estate Finance and Development
Commercial Real Estate Transactions
Construction Law - Water Law
Oil and Gas Law

BUSINESS LAW AND LITIGATION
Business Transactions
Commercial and Civil Transactions

ESTATE LAW
Estate Planning
Probate and Estate Administration

275 South Main St. 303-776-3100
Ste 201 Longmont, CO www.gglaw.com



Prudential
Rocky Mountain, REALTORS®

**NUMBER ONE OFFICE FOR LONGMONT
AREA COMMERCIAL REAL ESTATE NEEDS**

Local representation for commercial sales
and leasing providing quick response time
to service and show your properties.



Keith
Kanemoto



Bayne
Gibson, CCIM



Don
Rulle, CCIM



Mike
McDonough



Jan
Cernuda



Ken
Kanemoto, CCIM



Ed
Kanemoto, CCIM



John
Marlin



Jerry
Schlagel



Aaron
Grant



Becky
Lyall

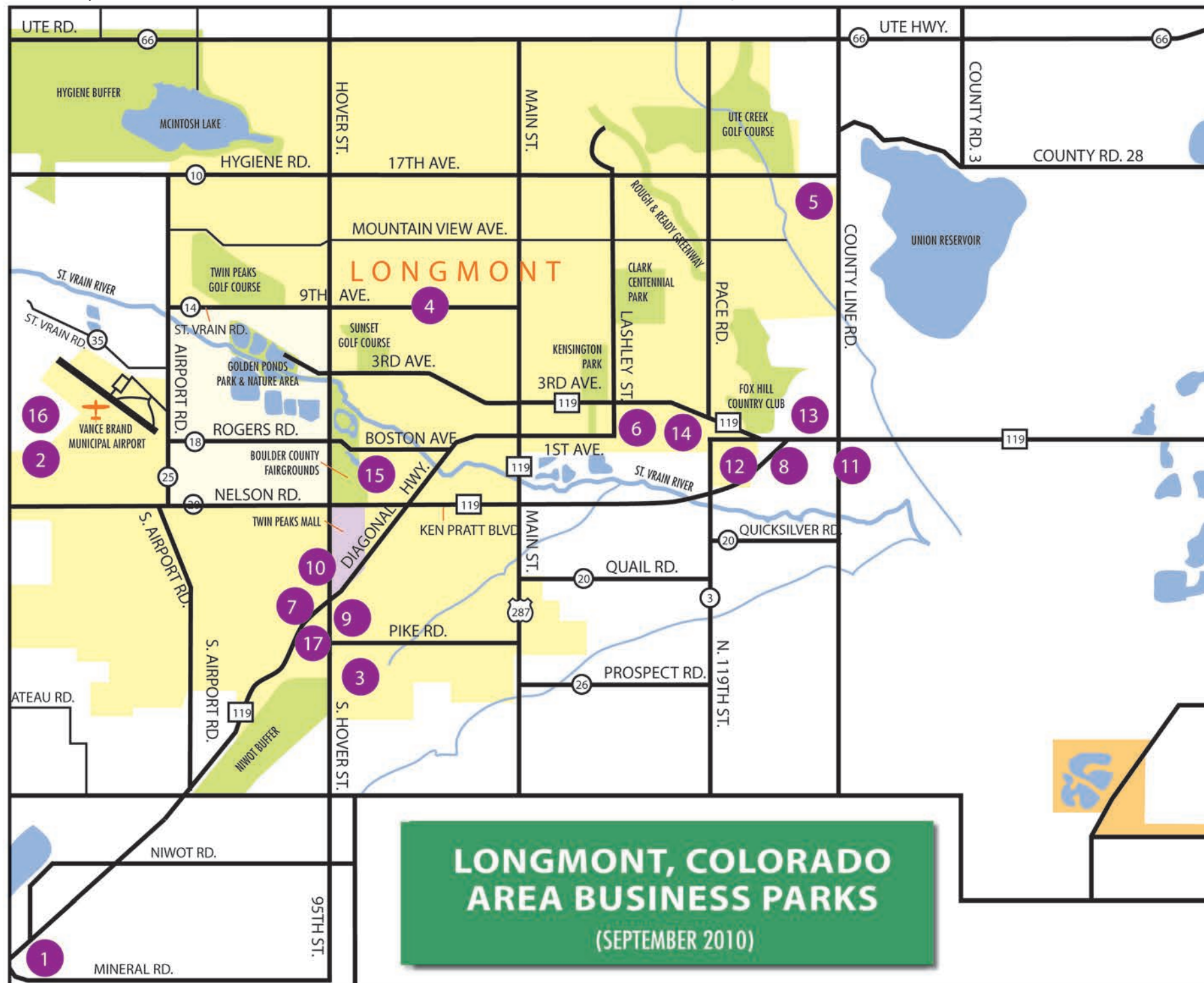


Susan Wilson,
Property Management

- 11 Dedicated commercial brokers
- 4 CCIM members
- Available 7 days per week
- Tenant and Landlord Representation
- Land Sales/Development
- Commercial Sales
- Asset/Property Management
- Market, Site and Financial Analysis

**SERVING BOULDER & SW WELD
COUNTIES FOR OVER
30 YEARS!**

275 S. Main St., Suite 100, Longmont, CO 80501
303-772-2222 • www.prudentialrockymountain.com



LONGMONT, COLORADO AREA BUSINESS PARKS (SEPTEMBER 2010)

- 1 BOULDER TECH CENTER/MONARCH PARK**
(Diagonal Highway & Mineral Road)
MultiProp Inc. - Andrew Unkefer
303-530-5398
Acres: 770,000 square feet of occupied space
Major Tenants: Brooks Automation, Vapor Technologies, Sunrise Medical Colorado, Crocs, Veris, Thule Organization Solutions, Peak Data, Dynamic Design & Mfg., PTA Corporation
- 2 CLOVER BASIN BUSINESS PARK**
(Nelson Road & N. 75th)
Western Property Advisors - Stan Whitaker
303-469-4200
Acres: 166
Major Tenants: Seagate
- 3 CREEKSIDE BUSINESS PARK**
(Pike & Hover Roads)
MAGI Real Estate Services - Steven Holcomb
303-301-5408
Acres: 40
Major Tenants: Mentor Graphics, Emulex, Tetra Tech, PharMerica, Sangat Precision, Breakthrough Management, LSI Storage Peripherals, Analog Devices, Intel
- 4 LONGMONT INDUSTRIAL FACILITY**
(120 - 9th Avenue)
Colorado & Santa Fe Real Estate - Brandi Spencer
303-466-2500
Acres: 12
Major Tenants: Circle Graphics, Longmont Sports Warehouse, A-Window Grate
- 5 EASTGATE BUSINESS PARK**
(17th Avenue & County Line Road)
Ithaca Development LLC - Bill Sheerin
303-598-2455
Acres: 80
Major Tenants: N/A
- 6 LONGMONT AUTOMOTIVE PARK**
(Highway 119 & Lashley Street)
Prudential Rocky Mountain Realtors - Ed Kanemoto
303-772-2222
Acres: 8
- 7 BOULDER COUNTY BUSINESS CENTER**
(Hover Road & Diagonal Highway)
Macy Development - Don Macy
303-321-8888
Acres: 150
Major Tenants: Intrado, Sun APT, DigitalGlobe, Honda
- 8 MILL VILLAGE BUSINESS PARK**
(Highway 119)
Prudential Rocky Mountain Realtors - Ed/Keith Kanemoto
303-772-2222
Acres: 17
Major Tenants: DaVita Dialysis Center, Horizon Banks, Sunflower Spa, Precise Cables, Blueprint Robotics
- 9 CIRCLE CAPITAL LONGMONT**
(Southwest Longmont)
Becky Callan - Dean Callan & Co./Scott Garel - Frederick Ross
303-440-6621/303-892-1111
Acres: 227
Major Tenants: Displaytech, Texas Instruments, nSpire Health, National Semiconductor, Matheson Tri-Gas, Array BioPharma, Front Range Community College, RidgeviewTel LLC
- 10 ST. VRAIN CENTER**
(Hover Road)
Macy Development Company - Don Macy
303-321-8888
Acres: 170
Major Tenants: King Soopers, First National Bank of Colorado, Kohl's, Borders Bookstore, Chili's, Noodles & Company, Elevations Credit Union
- 11 SANDSTONE FARM**
(Highway 119 & WCR 1)
Bush Development - Troy Smith
303-780-9396
Acres: 131
Major Tenants: N/A
- 12 SUGAR MILL PARK**
(10012 N. 119th)
Prudential Rocky Mountain Realtors - Keith Kanemoto
303-772-2222
Acres: 88
Major Tenants: N/A
- 13 THE BUSINESS PARK AT FOX HILL**
(Highway 119 & WCR 1 - NW Corner)
Actis, LLC - Richard Groves
303-678-0426
Acres: 83
Major Tenants: N/A
- 14 WEAVER INDUSTRIAL PARK**
(Highway 119)
Prudential Rocky Mountain Realtors - Ed/Ken Kanemoto
303-772-2222
Acres: 40
Major Tenants: UPS, Syngenta, Air Liquide, Royal Crest Dairy, Traffic Controls, Cevan Nutritionals, Magnelab
- 15 LONGMONT TECHNOLOGY PARK**
(Sunset Street & Nelson Road)
CB Richard Ellis - Todd Witty
720-528-6339
Acres: 19
Major Tenants: American Converters, Circuits West, Bags, Inc., Longmont United Hospital Business Office, American Recreation Products
- 16 MOUNTAIN VIEW BUSINESS PARK**
(10302 North 75th)
Grubb & Ellis - Mike Wafer and Bruce Mawhinney
303-572-7700
Acres: 147.9
Major Tenants: N/A
- 17 LONGMONT STATION**
(1901 South Hover Street)
Progressive Realty Inc. - Dave Brewer

Longmont seeks to fill key positions

Directors sought for downtown, community development

BY KEELY BROWN

This month, the city of Longmont is undergoing a selection process to fill two key positions.

Throughout the summer, applications were accepted for a new executive director for the Longmont Downtown Development Authority (LDDA), as well as for a director of community

development for the city of Longmont.

Applications for both positions closed at the end of August.

Alex Sammoury, Longmont City Council liaison to the LDDA board, said more than 50 applications were received for the LDDA position, which was formerly filled by Mary Murphy-Bessler.

“We didn’t know what to expect, but we found that there are a lot of good, qualified people out there,” he said.

Sammoury said that LDDA board members are still sifting through the resumes to find the best matches.

“Once we do that, we will be contacting them by phone, and then narrow it down to the top three candidates and have a face-to-face interview with them,” he said.

Sammoury said that the LDDA hopes to have someone in place by November.

In the meantime, the city of Longmont has already made some strides toward finding a director of community development, a position formerly filled by Phil DelVecchio.

Longmont Area Economic Council (LAEC) executive director John Cody

said four candidates have already been selected from the resumes and are currently being interviewed.

“We want someone who is familiar with public and private partnerships and financing, and who is also comfortable working with the real estate community and with developers,” Cody said.

The selection process is already well under way, he added.

“We expect that we’ll be able to welcome a new development manager to the city within the next 30 days or so,” he said.

IDEA from 3C

Pacific railroads, and can be served by both rail lines, Cody said.

Another advantage is in zoning. Because the Great Western Railway site is within Longmont city limits, it is already zoned appropriately and would only require some changes in the city’s comprehensive plan. The Burlington Northern site would require annexation, which would necessitate preliminary studies not yet under way.

“We’ll go down the road that makes the most sense,” he said. “Right now, the Great Western has more of our attention, because we have a potential developer in the wings. But that’s not

to say that someone for the Burlington Northern couldn’t pop up just as well.”

In the meantime, Cody will meet with the Longmont City Council Sept. 21, after which the plan is to make sure that the potential developer for the Great Western site has all the information to go forward.

“Our best chance is with Great Western, because on the Burlington site there would need to be preliminary work made towards annexation, as well as finding a developer, so it would be more difficult,” Cody said. “But it all depends on how things go with the property.”

Cody said that he is pleased with

“We have a long-term view, but this has moved more quickly than I expected.”

John Cody
CEO,
LONGMONT AREA ECONOMIC COUNCIL

the progress that has been made on the project within recent months.

“We have a long-term view, but this has moved more quickly than I expected,” he said.

“The hope is to have a site that will be under contract — with a developer in the planning stages of development — within the next six months,” he added.

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.

For more information, call 303-440-4950

ENTIRE MARKET							CLASS "A" OFFICE MARKET						
Market	Total (SF)	Available	Sublet	Avg. Rate	Vacancy	Occupied	Market	Total (SF)	Available	Sublet	Avg. Rate	Vacancy	Occupied
West Ashley	973,917	158,067	2,700	\$17.98	16.51%	813,150	West Ashley	422,848	27,323	2,700	\$22.78	7.10%	392,825
Lower North Charleston	2,193,070	361,818	69,925	\$18.79	19.69%	1,761,327	Lower North Charleston	959,288	257,240	60,000	\$22.80	33.07%	642,048
Upper North Charleston	1,658,805	210,936	0	\$16.85	12.72%	1,447,869	Upper North Charleston	577,000	122,471	0	\$19.93	21.23%	454,529
East Cooper	2,378,496	310,712	40,717	\$21.26	14.78%	2,027,067	East Cooper	1,544,520	242,587	32,000	\$26.49	17.78%	1,269,933
Downtown Charleston	2,063,704	120,886	0	\$23.55	5.86%	1,942,818	Downtown Charleston	1,031,219	42,600	0	\$28.00	4.13%	988,619
Total Market	9,267,992	1,162,419	113,342	\$19.69	13.77%	7,992,231	Total Market	4,534,875	692,221	94,700	\$24.00	17.35%	3,747,954

Note: Information was compiled using data sources deemed reliable.
Statistical data was collected as of December 2007 and encompasses all office buildings 10,000 square feet and larger.

	Total (SF)	Occupied Space	Vacant	Occupancy Rate	Absorption (Six Month)	Sublease Space	Average Rate	Class "A" Rate	Class "B" Rate	Class "C" Rate
Central Business District	3,050,382	2,640,539	409,843	86.56%	-33,834	15,500	\$17.20	\$19.14	\$16.88	\$15.21
Suburbs	3,989,482	3,489,478	500,004	87.47%	501,385	0	\$14.94	\$17.24	\$14.08	\$13.02
Total Market	7,039,864	6,130,017	909,847	87.08%	467,551	15,500	\$15.96	\$18.00	\$15.34	\$14.01

Note: Information was compiled using data from sources deemed reliable.
Statistical data was collected as of December 2007 and encompasses all multitenant office buildings 20,000 square feet and larger.

Boulder Valley

REAL ESTATE

Conference & Forecast

BOULDER COUNTY
**BUSINESS
REPORT**



November 18, 2010

9:30 a.m. - 5:30 p.m.

Millennium Harvest House

\$59 (includes lunch)

Register online at:

www.bcbr.com/bcbr_events.asp

MOVING FORWARD

9:30 a.m. Registration

10-11:15 a.m.

How to Sell in Today's Market – Larry Kendall, chairman emeritus of The Group Inc. Real Estate in Fort Collins, discusses how to excel at selling real estate in this economy.

11:30-1 p.m.

Luncheon – Brad Blackwell, Executive Vice President, Retail National Sales Manager, Wells Fargo Home Mortgage
David H. Stevens, commissioner, Federal Housing Administration
Lawrence Yun, chief economist, National Association of Realtors

1:15-2:15 p.m.

Opportunities on the Horizon – Smart investors are tracking opportunities that will mature throughout the next decade. A look at developments such as ConocoPhillips, North Park and others.

2:30-3:30 p.m.

Transit-Oriented Development – A panel on the effects of FasTraks and transit-oriented development in Broomfield, Louisville and Longmont.

Commercial Real Estate: Rent or Buy? – Our expert panel will discuss how you can take advantage of the current market and get the best value for your company's dollars.

3:45-5:30 p.m.

Real Estate Forecast and Reception – D.B. Wilson, Manager/Broker Associate, Re/Max of Boulder

Commercial Real Estate Forecast - Lynda Gibbons, President, Managing Broker, Bibbons-White



Sign-ups at registration!

Van Education Center will be providing 4 hours of real estate continuing education at the event.

(Additional registration fee applies.)

**For sponsorship information
contact Kevin Loewen at
303-440-4950 or
kloewen@bcbr.com**

SPONSORED BY



HOLLAND & HART



Packard Dierking
ATTORNEYS AT LAW



regonline

OFFICIAL REGISTRATION SPONSOR