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Northern Colorado
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REPORT**



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The upside of a down market

Region's CRE firms branch out, become national competitors

By Anne Cumming Rice, news@ncbr.com

Before the commercial real estate market took a downturn, Fort Collins-based Brinkman Partners already had done work in Phoenix and planned to expand to other areas.

In May, the 5-year-old real estate, development and construction services company opened an office in Denver.

"With the market bottomed out, it's a good time to take advantage of that and branch out," said Peter Meyer, vice president of business development who splits his time with Brinkman between Fort Collins and Denver. "We're fortunate in that we are one of the few companies that is growing right now, so we're able to do this."

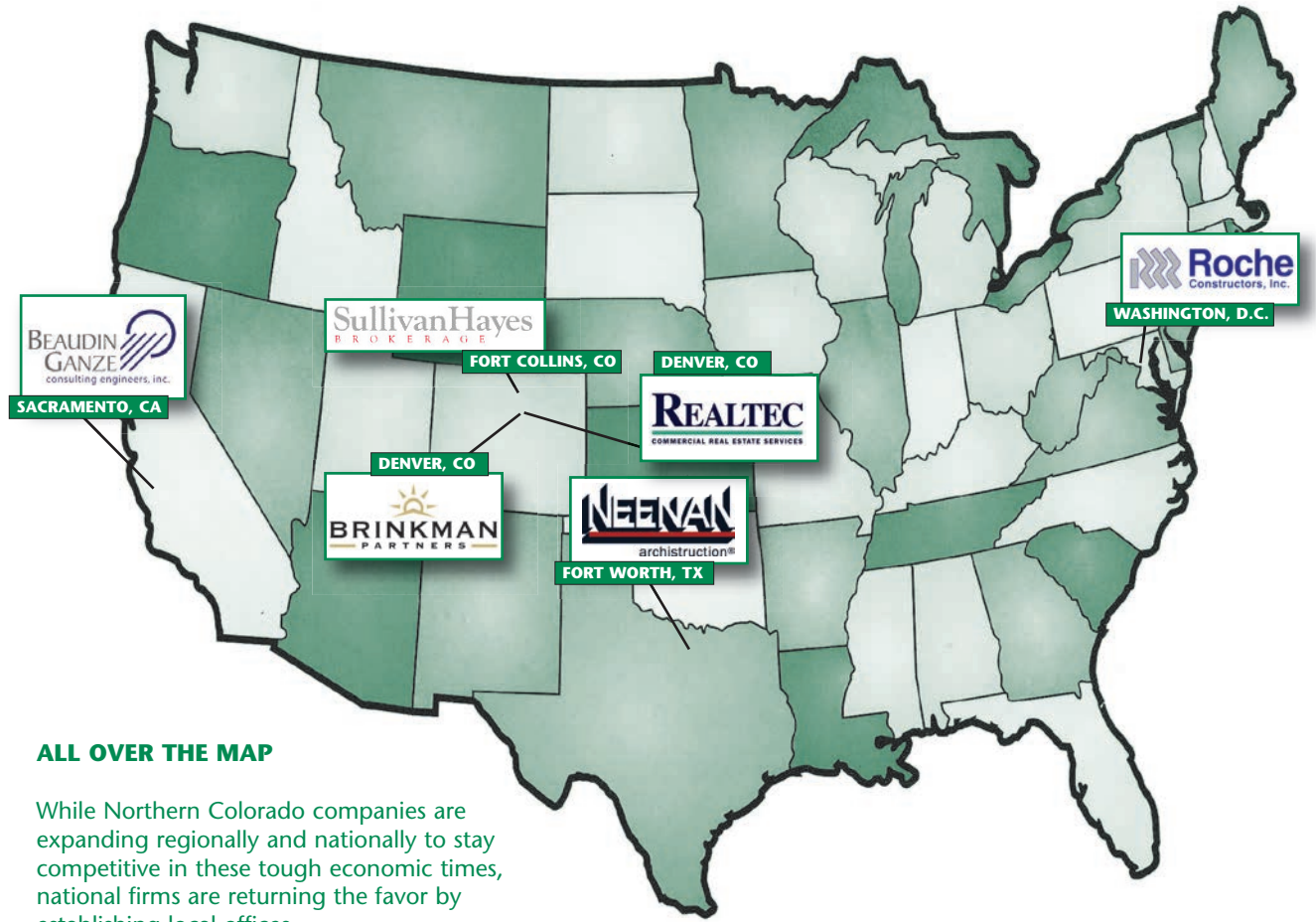
Other area companies involved in commercial real estate also have been branching out, becoming more regional than focusing solely on projects in Northern Colorado. The result is that such firms are growing to be competitive on a larger scale.

Some of it has been driven by the market. But other companies have been growing regionally – and nationally – for years, and the current downturn has only spurred additional expansion.

Spread out to grow

One example is Greeley-based Roche Constructors Inc., which does commercial real estate services.

See UPSIDE, 4




ALL OVER THE MAP

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UPSIDE, from 3

cial construction. The company started in Greeley in 1971 and has grown under Tom Roche, the founder's son, to include offices in Denver and Las Vegas. Current projects are going on in Nevada, Arizona, New Mexico, Texas and Washington, D.C.

The company's recent construction of a Safeway store in Washington, D.C., has resulted in plans for a new Roche office there, set to open in early 2010.

Given that his company is looking at three down years in a row, opening a new office is a good sign, Roche said.

"The last two or three years, we realized we were going to have to spread out some more if we were going to continue to grow," he said.

In the 1980s, Roche Constructors started getting contracts outside Northern Colorado. Even with residential construction slowed down considerably throughout the country amid the current recession, commercial construction is still happening.

"Instead of waiting for rooftops, companies like Safeway are opening stores in areas where redevelopment is happening," Roche said. "Residential construction is not coming back yet, but there's plenty of medical and retail still going on."

Neenan Archistruction is riding that wave of health care and commercial construction as well. Kyle Henderson, vice president for real estate development, is opening the company's third office outside Fort Collins in Fort Worth, Texas, in August.

"We've just held the grand opening on our third project in Texas, a health-care cen-

Grow east — or west, or south — young man

Companies involved in commercial real estate and construction are expanding their services, coming to Northern Colorado or opening additional offices. Here are some examples:

- Brinkman Partners opened a new office in Denver in May.
- Realtec added a Denver office in May 2008.
- Roche Constructors Inc., is planning to open an office in the Washington, D.C. area in early 2010.
- Neenan Archistruction is opening a new business development office in Fort Worth, Texas, in August. It has offices in Fort Collins, Glenwood Springs and Vancouver, Wash.
- JCL Architecture added an office in Cheyenne in January.
- Beaudin Ganze Consulting Engineers Inc., with offices in Fort Collins, Denver, Vail and Truckee, Calif., is opening a new office in Sacramento, Calif.
- Boulder-based W.W. Reynolds, a real estate development company, announced in March it would enter the leasing and property management business for outside clients.
- Two Northern Colorado commercial real estate brokers, Debbie Tamlin and Eric Nichols, united last winter to open a regional office for SullivanHayes Cos., a Denver-based brokerage company.

SOURCE: BUSINESS REPORT RESEARCH

ter in San Antonio," Henderson said. "We've had Texas on the radar for some time."

Other Neenan offices in the Roaring Fork Valley and Vancouver, Wash., utilize the talents of the in-house staff of 19 architects and 64 designers — or archistructors, as they are known in the company — to complete projects around the country.

"We develop and maintain the relationship with the clients in the various markets, but the people who do the work are all right here," Henderson explained. "We provide services from helping determine market need to how to sustain the building once it's occupied, but we bring the dollars back to Fort Collins."

Expanding to be competitive
Expanding into other areas has also

made Realtec, one of the major players in commercial real estate in Northern Colorado, more competitive in a down market. In May 2008, the company opened a branch office in Denver. With offices in Fort Collins, Loveland and Greeley, the company previously had to farm out business to other companies when a client requested services in the Denver area.

"Now when a need comes up, I am able to take care of it," said Chris Mooney, broker/partner with Realtec based in Denver. "I am working on eight deals right now, and three of them are referrals from the Fort Collins office. We have more complete coverage now, and we're able to offer a level of comfort to clients who want that consistency working with the same company."

Competition in the Denver market is

tight, but the new office there has allowed Brinkman to increase its competitiveness in its niche market, sustainable construction projects. Sustainable building has become more popular and less expensive, increasing the feasibility of doing such construction for many commercial projects.

For those involved in construction, moving into other markets can be tough because you need personnel and established relationships with subcontractors in the area. But Brinkman's Northern Colorado connections — and its proximity to the Denver area — has been a plus, Meyer said.

"The Northern Colorado subcontractors are able to offer more aggressive pricing than the Denver contractors," he said. "And it's not a big deal for them to commute to Denver."

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New Urbanism’s old hat wears well

NoCo comes of age with land use, design concepts and principles

By Tom Hacker, news@ncbr.com

During four days in mid-June, Colorado was center-stage for architects, planners, builders and developers who share a passion for a planning, design and land-use scheme known broadly as “new urbanism.”

The Chicago-based Congress for the New Urbanism chose Denver for its 17th annual conference, a decision that was driven in large measure by the pace of new urbanist-inspired development in metro Denver and Boulder and, to a lesser degree, the more-northern Front Range.

In short, the region has come of age, according to those who hold the movement’s concepts near and dear.

“I feel I’m in the midst of a full and wholesale cultural shift toward new urbanism,” said Michael Tavel, a Denver architect and key organizer of Colorado’s chapter of the national group. “In the metro Denver area, including Boulder, there’s been a huge shift.”

The principles that the new urbanist movement’s proponents press forward with evangelical fervor are not all that new. In fact, they have their roots in the ways European cities grew during the 16th and 17th centuries.

New urbanism definitions — none of them brief — are sprinkled with words such as walkable, infill, adaptive reuse, preservation, energy efficiency, live-



MICHAEL WAILES, NORTHERN COLORADO BUSINESS REPORT

LAND-USE SCHEME — New urbanism is a concept in land-planning design that incorporates energy efficiency, transit-oriented developments, adaptive reuse and preservation, and steers away from urban sprawl. The concept is not new, but more a revival as its roots can be traced back to European cities in the 16th and 17th centuries.

work, transit-oriented. The New Urbanists’ nemeses are suburban sprawl, auto-centric development and what the movement calls the “soullessness” of

most modern real estate development projects.

Challenges for the advocates of new urbanism, especially in regions like


Northern Colorado where examples are fewer and more scattered, lie mostly in practical and financial barriers that every architect, planner and developer deal with daily.

Money troubles


“Some of the obstacles are in the financial market,” said Justin Larson, who founded JCL Architecture Inc. in Fort Collins with a distinct orientation to new urbanist ideas. “We have to sell things in this area that don’t have comparables, and that’s hard. In a place like Denver, you have 20 other commercial projects that serve as comparables for a proposed project. We have a couple of projects that the banks aren’t going to touch because of the lack of comparables, especially in this economy.”

Nonetheless, Larson has found success with projects such as the Lofts at Magnolia redevelopment at the northwest corner of Mason and Magnolia streets in Old Town Fort Collins, and has even exported his new urbanist thinking to Wyoming, with a redevelopment project in Cheyenne that will transform the historic Greer Building on Central Avenue into four stories of mixed retail and office space.

Experiences of Northern Colorado developers who have chosen the new urbanist tag for their projects illustrate



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the point that Larson makes about financial challenges. Ten years ago, Fort Collins developer Bill Neal used the term to describe his vision for Rigden Farm, a sweeping, 500-acre commercial and residential project on the southeast quadrant of Drake and Timberline roads in Fort Collins.

By the time Neal died in a 2004 plane crash, Rigden's new urbanist focus had gone fuzzy, with homes by cookie-cutter national homebuilders that feature walk-out basements and yawning, three-car garages outnumbering those that were much smaller, wrapped with front porches and with garages tucked away on back alleys.

Enter the Boulderites

At the same time, Boulder developers and architects at the forefront of the movement were investing heavily in Old Town projects.

Wolff Lyon Architects and Wonderland Hill Development Co., both Boulder-based firms that adhere to the ideas of new urbanism, in 2004 opened Mason Street North, a mixed-use development that put 20 residences and 16,000 square feet of commercial space on the market.

Three years later, Boulder development, architecture and construction company Coburn Development Inc. opened the first phase of Penny Flats, a project that will eventually offer 147 residential units and 30,000 square feet of retail and office space.

The Mason Street North properties hit the market with home prices and commercial lease rates that pushed higher than most other downtown offerings. A 700-square-foot, one bedroom flat sold for about \$150,000, while commercial leases were in the range of \$17 to \$19 per square foot.

"Community has a price," Wolff Lyon

cofounder John Wolff said when final approval was granted for the project. "People have demonstrated they are willing to pay more for 'community.'" Six years later, the residential properties are at last sold out, and just four of the 12 retail and office spaces remain available.

Mason Street's promise

It is significant that Mason Street North and Penny Flats lie at the far-north terminus of the proposed Mason Corridor, because it is that proposal that many new urbanist thinkers say presents the greatest opportunity for expansion of the concept in Northern Colorado.

Even architects and planners who don't hang their hats on new-urbanist hooks agree that the basic tenets of the movement will push the region toward more responsible development and land-use decisions.

"I think that whole movement deals with attitudes of how we will live in a manner that's going to extend our natural resources for future generations," said George Brelig, founder and president of RB+B Architects Inc. of Fort Collins. "The tendency is going to be to move toward higher-quality living space, and to higher density. We're also going to have to look for transit alternatives that get us away from dependency on cars."

Outside observers, such as Denver architect Tavel, say that the way Northern Colorado's landscape has developed over the course of 50 years works against new-urbanist approaches to design and land use.

"One of the things that's really hurt Fort Collins and Loveland is the placement of Interstate 25," Tavel said. "Because of that, because it was aligned way out there to the east, it's really sucking the energy out of the cores of those

Colorado's new-urbanist record detailed in book

An old joke says that a camel is a horse assembled by a committee. But a committee of eight Colorado architects and designers somehow managed to get a horse, not a camel, out of the gate just in time for the 17th annual convention of the Congress for the New Urbanism June 10 through 14 in Denver.

"Colorado Urbanizing: Experiencing New Urbanism" is a fascinating, 130-page tour through almost 100 real estate projects. Many of them embrace the tenets of the movement best-known for residential developments that get people together on front porches and hide their cars in back alleys.

But the projects that get the most ink in this book are more than just cute neighborhoods. They are centers of culture, commerce and entertainment that transcend housing developments branded as "new-urbanist."

In fact, some of the highlighted projects have no living space at all. The authors saw fit to include the Trimble and Tenney alley redevelopment projects in downtown Fort Collins, along with the mixed-use Mason Street North, Penny Flats and Old Town Lofts developments.

Real estate broker/developer Mickey Willis, who served on a Fort Collins advisory committee that helped update the comprehensive development framework called City Plan, writes a two-page summary of the city's recent downtown planning history.

The book is also punctuated with thumbnail profiles of "Key Urbanists," including Denver mayor John Hickenlooper and redevelopment pioneer Marilee Utter, whose consulting firm was instrumental in projects that transformed that city's lower downtown.

Lavishly illustrated with architectural renderings and photos, the book defines new urbanism in a way that makes sense.

"Colorado Urbanizing," published by the Colorado chapter of the Congress for New Urbanism and priced at \$40, is available at most metro Denver bookstores or by contacting committee member Korkut Onaran, principal at Wolff Lyon Architects in Boulder, by mail at 777 Pearl St., Suite 210, Boulder, CO 80302, e-mail at korkut@wlarch.com or by phone at 303-447-2786.

— Tom Hacker

communities, and it's fostering all this sprawl."

Pressure for different approaches to development, as choked highways and diminished air quality become more apparent, will lead to the changes, Tavel

said.

"There's a long tradition of sound regional planning and smart growth in Colorado, but it's been in fits and starts," he said. "That pace is really picking up now."

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Industry must row together for commercial sector to stay afloat

Local experts share insights, experiences at NCBR Roundtable

Editor's Note

With the economy in an unprecedented state, a handful of brave commercial real estate industry professionals came together not only to discuss their expertise but also to learn from the experiences of others.

On June 17, the *Northern Colorado Business Report* Commercial Real Estate Roundtable brought together local pros from various sectors of the industry to discuss the issues and trends they are facing. Joining the *Business Report's* Editor Kate Hawthorne, Publisher Jeff Nuttall and commercial real estate reporter Kristen Tatti were:

- Taryn Edwards, president of the Colorado Association of General Contractors;
- Allen Ginsborg, managing director and principal at NewMark Merrill Mountain States;
- Ron Kuehl, vice president of real estate at McWhinney;
- Steve Laposa, director of the Everitt Real Estate Center at Colorado State University; and
- Ty Notestine, principal at Thomas and Tyler LLC.

KRISTEN TATTI: We're interested in what's going on in the Northern Colorado market, but it's really important to understand that in terms of what's going on elsewhere.

ALLEN GINSBORG: I just got back from Australia. Their retail couldn't be better there, you know. So, for me, it was kind of refreshing to go somewhere where it wasn't all doom and gloom. We own properties in California and Chicago, and I think we're doing pretty well in Colorado, actually — our centers are holding their own. People are clearly more skittish in California and Chicago, due to the unemployment rates being higher there. I would say, relative to the country, we're doing well. Relative to this market, we're still not performing at a level that I would call exciting.

STEVE LAPOSA: Do you see any differences in your per-square-foot, by region, or by market, compared to the West Coast, compared to the Midwest?

you've got to make compromises to help everybody through this cycle right now.

TATTI: Are you seeing that in other developments as well?

TY NOTESTINE: My view's a bit myopic, with a focus on the office sector — not exclusively in downtown, because I see the rest of Greeley — but in that sector, I think there's been fragility, and it's been exacerbated by the latest crisis we've come through. I don't know if there was ever a fair way of comparing Greeley's real estate market to some of the larger stuff that trades institutionally and investment grade, but I think you're going to see vacancies high. It's going to drive a repricing of product in terms of offered lease rates, and I think that's going to inevitably put some pressure on cap rates. What's going to happen to cap rates, if you could look out a couple or three years? Is there a sense that they may have to increase to accommodate this new risk?



Kate Hawthorne, Northern Colorado Business Report

ROUNDTABLERS — The Business Report assembled, from left, Steve Laposa, Taryn Edwards, Ty Notestine, Ron Kuehl, and Allen Ginsborg for the 2009 Commercial Real Estate Roundtable.

center over the tenure, then you've got to boost that by 150 to 200 basis points. That puts you at somewhere around probably 9-plus — really more like a 10 cap.

But the cap rate's really meaningless, it's what income are you using to underwrite. You've got to look at real vacancy,

you operate shopping centers, you have to make money slowly, over the long term. We don't make a quick buck on anything. And right now we're finding people are coming to us. Retail is so complex, and as these tenants start to retreat on them, and the deals start to change, and they



TARYN EDWARDS

"If anyone did have capital, this is the time to build, because costs are a decade cheaper now."

which is 7 to 10 percent. It's not 5 percent. We're not looking at the future, we're looking at what's in place today.

NOTESTINE: Does your company see opportunity on the horizon on some of the potential for steep discounting in existing product?

GINSBORG: Well, we are operators, and shopping center development is a different business than shopping center ownership. Shopping center development, you try to time the market to be able to build at a cost lower than what you can resell at, and hopefully into a rising tide. When

can't keep their merchants happy and sales up, we're seeing owners asking for help, wanting to hire us, wanting us to do mezz debt with them, buy into their deals, things like that. I completely expect a buyer's market to be around for a few years.

NOTESTINE: And back to your analysis of how pricing and values are changing, into that analysis has to be an accounting of what's happened to credit, which is no longer as reliable as it was for a long time. Is it a concern that the next shoe to drop is going to start taking out more of these tenants that used to be sterling?



STEVE LAPOSA

"The whole industry is going through this transition, and no one knows the answer yet."



RON KUEHL

"We will not see speculative development in the next few years. You just can't get financing."

GINSBORG: Retail's so location-specific, so our strong product type in dense urban areas is still outperforming anything we own in the suburban area. So if I take inner core Los Angeles property, for example, and look at that, compared to something here or in Chicago, it's still head-and-shoulders above on the NOI (net operating income) basis. But loss of income is a real issue. Holding NOI at its level today is our big challenge, as it is, I think, with everybody in our business right now. We've got rising vacancies, we've got tenants that are struggling, so

GINSBORG: They already have — we just don't have enough comps to make it a fact. The old rule of thumb, when I started buying real estate, was you wanted to have a couple hundred basis-point spread over your cost of comps. That's the old days, but the old days are back. Now we're going back to reality, and investors want a return over the cost of funds, if they're leveraging the property. If they're not leveraging their property, you're still concerned about your exit cap rate. If interest rates today are 400 basis points for a tenant-quality retail

GINSBORG: That's where we look at the intrinsic real estate. We look at can we replace a tenant? Are they paying over market? If so, I'm going to discount their rent to what I believe market rent is, and then impute some cost to releasing the building. I've been pursuing a center for the last nine months down in Denver. It's an institutional grade center that was purchased in 2006 by a well-known institution for \$49.5 million. My last offer was in the high \$20 (millions), and they're probably close to \$30 (million) in what they'd take. As those comps land, then we're going see the repricing.

monthly, whatever — smooth it out, you can see August of that year, pretty much, it just collapsed. And 2008 capital flows were down about 8 percent. In a real estate cycle, there's always two points where people think it's never going to change, the top and the bottom. And like right now, we're at the bottom, and you have a lot of pessimists, but it's still going to take time for owners of real estate to actually identify that.

We actually will be coming out later this summer with some models on estimating cap rates. Right now we're doing it on regional malls, centers in neigh-



TY NOTESTINE

"In (the Greeley office) sector, I think there's been fragility, and it's been exacerbated by the latest crisis."

ing the last five years, whether it was home-equity lines of credit or just credit flowing with low interest rates, we're finding we may not need as much space per capita in the future. So the whole industry, I believe, is going through this transition, and no one knows the answer yet.

GINSBORG: I'm not concerned about whether we're at the bottom or not, I just want to look at a return, a certain return threshold, given my alternative opportunities of investment. Sellers haven't quite adjusted yet, but all the indications are that I will go into a market that's going to become fluid again as soon as capital is free. But right now, with constriction on debt, capital is the key, key challenge to the market.

RON KUEHL: Even if you have a quality deal, getting financing is very difficult; even if you've had a good banking relationship, it's still very difficult. The money is out there, but even on a very high-quality credit, fully occupied deal, the appraiser's going to use 8.5, 9 percent cap rates. You know, the loan-to-value cost has gone down from 85 percent to 70, 75. And I'm talking about the highest quality deals. If it's not a real quality deal, you might be looking at 60, 65 percent.

LAPOSA: Do you find differences in the private equity compared to private debt markets?

KUEHL: What we look at is the traditional financing that we can try and get, long-term fixed rates. And fixed rates are nonexistent anymore. Long-term is not very existent. Construction financing is available, but it is variable. There's floors on rates that we hadn't seen before.

LAPOSA: The target is three months now, huh?

KUEHL: Two years is what a lot of people are looking at. If you can get five years on construction financing, we feel like that would be a good financing for us. We will not see speculative development in the next few years. You just can't get financing for that. If you go to 50, 60 percent pre-leasing, you're not going to get your construction financing. What happens to a speculative developer when it all shuts down? You're the one holding the empty building.

So we have a higher vacancy today than we've ever had in the past. But because there has been quite a flight to quality in the office market we're finding there's currently higher rates in a Class A market than anywhere else — above 20



ALLEN GINSBORG

"Good real estate will still attract premium retail, even in a down market."

NOTESTINE: How soon do you think, before you start to see more things that can be reliable? Because this has been going on ...

LAPOSA: August of 2007, folks. That is the demarcation line. The money stopped in that month.

GINSBORG: It was all over in October of that year.

LAPOSA: I take a look at a lot of the real estate capital flows, and when you take a look at the history — quarterly,

neighborhoods, in the absence of sales comps.

Then, whether it's a retailer, whether it's a warehouse or office, we are undergoing, I think, a very structural change in the demand for real estate. If there's demand out there, and you can't quantify it, even estimate it, or some parameters, then what will happen?

And we've already found out that the world is fine without certain retailers. We didn't need a Circuit City, we didn't need a Linen-N-Things, when we had a Best Buy and a Bed Bath & Beyond, for example. And so a lot of the leverage and consumerism that happened dur-



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percent, 25 percent — and that's less than 10 percent of the market. We've seen some 10 to 15 percent adjustment in pricing, but that's filling some of that vacant space. And we're pretty confident that over the next year-and-a-half, we'll fill our space.

But what's going to happen in Northern Colorado? Northern Colorado, for the office sector, is not overbuilt. And when somebody comes in and wants 60,000 square feet of quality space, B plus, we challenge somebody to find it. And so, again, our assessment is that times will be slow and tough in the next 18 months, but when we come

50,000 square feet last year in all of Northern Colorado, we did about 160,000 square feet of office and medical deals last year. This year we'll do over 100,000 square feet of deals. If you have quality real estate, the quality companies in this country are not going to commit to long-term deals to sub-par space. We don't see the price restructuring as deep as that in Northern Colorado. Certainly in other markets, I think you will, but we're still getting lease rates that are higher than B spaces everywhere.

LAPOSA: So there's a good ratio there still?



RON KUEHL

"I think it'll be at least another 12 months before we see a repricing in office."

two years to try to make it to the other side.

LAPOSA: When you take a look, historically, at the relationship of the GDP to construction put in place, when the economy comes down, construction pretty much lags about two quarters. When I look at the forecast in the next five years, as the economy goes up, you're about five quarters behind.

EDWARDS: We are. Construction falls into the tail end. So as the economy falls, you still see a lot of construction going on, but that's backlog burning off. There's nothing in the pipeline from all of you to feed the contractors or the market or the designers for the next 11, 12 months.

At Associated General Contractors, we split our statistical data between

will generate dollars into the economy, because you've got to build structures, you've got to support research in order to compete on a national basis. And Colorado's very close to being really one of the top competitors in that industry. Gov. Ritter's actually focused on it, and I think it would be amiss if we didn't collaborate as an entire business and a state to focus on that.

KUEHL: Where we've seen a lot of our growth over the last 18 months is education, government and clean energy. And I think the clean energy or green energy and education, I think, will continue to see growth, especially in Northern Colorado. I think there's a lot of room for growth, and, of course, education follows population, and medical follows



ALLEN GINSBORG

"With constriction on debt, capital is the key, key challenge to the market."

around to 2011, I think it will be quite a bit of opportunity for development.

GINSBORG: And I think retail, you'll see there's a great deal of excess space in the market. We're still making deals. We just did a deal with Chick-fil-A here, at a rent that's comparable to anything that I do in California. Good real estate is still commanding returns and tenants, but I think retailers are certainly tightening the ratchet. And what you're going to see is retail development is done for the foreseeable future.

KUEHL: People are still doing deals, so even though absorption was about

KUEHL: There's still quite a spread, but there is, still, a good opportunity for companies that have been in existence for a considerable period of time to enter into long-term deals at some pretty favorable rates. And one area that's helping us is cost.

TARYN EDWARDS: If you're looking at costs, if anyone did have capital, this is the time to build, because costs are a decade cheaper now than we've ever seen, across the board. What you see is the (construction) industry dropping (prices) just to keep their doors open, and keeping a tight bridge over the next



TARYN EDWARDS

"As the economy falls, you still see a lot of construction going on, but that's backlog burning off."

subcontractors or small contractors and larger contractors. Subcontractors are about two quarters behind, while the larger contractors are about a year or 18 months. And then it takes anywhere from 18 months to 24 months to start filling the pipeline for it to start coming out the other side. A lot of (Denver) projects that you're seeing going up right now were three and four years in the making. I think we're going to plateau here shortly, and then maybe start a slow climb out.

LAPOSA: But don't be surprised if you see good economic indicators without job growth, because we've seen that before in history, too, and a little more productive.

TATTI: John Green, our regional economist, mentioned that April real estate value numbers were up. But it wasn't in commercial, and it wasn't in residential, so he hypothesized that it could be a lot of government-funded projects. Is that going to squeeze out the pipeline as well?

EDWARDS: A lot of Colorado companies do government work, and in the last 18 months, the government has been flowing a lot of funds into large GSA projects. Stimulus dollars actually have gone into a lot of health care, not necessarily construction, but a lot that will prompt construction and development into the future. But here's one of the beauties for Northern Colorado: we're focused for a lot of the green energy growth, a lot of laboratories and all the colleges that sit here. It's a focus area that, I think, as a state and all of us, we need to help promote. It

population, and everything else does. So I think as people move here it will continue to see growth in those areas.

JEFF NUTTALL: Do you have a sense of what the head count in Northern Colorado needs to be before another hospital system says we've got to be there, like a Kaiser or somebody like that?

KUEHL: I certainly believe that we have adequate health-care facilities in Northern Colorado right now. If you were to see a new health-care facility coming into Northern Colorado, it would be to gain market share, and they would need a lot of years to get to a break-even. And, as you mentioned Kaiser, if somebody like that moved in, it would be very hard for them to compete with all the health-care facilities.

EDWARDS: This is an area you watch, though. The projection is that the population's going to grow here in Northern Colorado, along the I-25 and (Highway) 34 corridors. We're watching it right now in our projections. At (Denver International Airport) over the next 15 to 20 years, they're looking at the airport servicing going north. So this is a big draw, for many different industries.

TATTI: Are you finding it easier or harder for any certain sector to get financing? Is any certain sector a harder deal to get done?

KUEHL: I would say that it doesn't matter what sector, the underwriting's really taking a close look at the financials of the tenant that you have the pre-leasing done on.

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NOTESTINE: And typically your sources of capital are the banking sector, right? Locally, is that where you bank, or do you go to capital markets?

KUEHL: We have relationships that are beyond local, and we're exploring relationships nationally at this point. We've lost a huge source of financing in this country, but pretty soon we're going to figure out a new way to finance real estate. And those markets, we believe, will open back up.

GINSBORG: The challenge is, you've got \$400 billion coming through this year, roughly, and \$300 billion next year. That's \$700 (billion), right? So \$700 billion is TARP or something, that's the whole fund. So there's a lot of demand coming, and that's simply going to force price adjustment or a new instrument to be created, because that much demand, just for CMBS ...

LAPOSA: Yeah, it's \$3.7 trillion on commercial banks right now, as far as commercial real estate loans. What happens during these times is we don't really create wealth, we redistribute it between the players. It's like when Equity Office sold themselves a couple years ago, within the weekend \$10 billion of their \$34 billion had been sold off and redistributed already.

GINSBORG: I think you'll see what's next, too, is interim mezz debt funds coming out, mezzanine debt that's expensive, maybe 10 to 12 percent. I think the next instrument is going to be these mezz debt guys.

LAPOSA: You think we're going to see an RTC, the new hybrid RTC show-

ing up some time?

NOTESTINE: I think there's more pain to come in the banking sector. I think we have yet to see what that really means here. It's too early. I think there's great pain on those balance sheets, and have yet to work out. And when they do, we'll see some major failures, at least of local regional banks.

LAPOSA: A bank may say they've got \$2 billion commercial real estate loans on their books, but if the true value is less than that, and the debt-to-service ratios on those are also not that great, then the bank is going to have to raise money and put it into their capital reserve requirements. And the CMBS delinquency rates right now have come up, but they're not really that much when you look at history. When you look at these interest rates, you just chalked up 10 or 12 percent.

TATTI: The banking regulators are taking the stance that commercial real estate is the next domino to fall, after housing. Do you have any idea what that's going to do, either nationally or locally, to pricing if suddenly the government is holding all of these properties?

LAPOSA: The question is the assumptions of the valuations that they get. And I bet you any one of the banks or you guys could dispute any appraisal that's done right now pretty easily. OK, what is your empirical support? Well, one comp here, and one comp five years ago; you can't do that. That's not even to the standards of the Appraisal Institute. So I think there's going to be some pushback at first, and trying to figure out what is truth.



TY NOTESTINE

"We've all kind of gotten accustomed to access to capital at that cheap cost of money."

NOTESTINE: And out of that, will there be another RTC or a comparable-type agency? And if that happens, it floods the market with a lot of cheap assets. The government doesn't want to hold real estate, and so it moves it out the door at fire-sale prices, and it could totally rework the way that valuation is working. It took largely the '90s before you got the cap rates coming back down finally. Stuff started trading and back to sort of an institutional standard.

GINSBORG: It must have been the day of equilibrium.

NOTESTINE: And then cap rates got down to this place where they were for at least

the last 10, 12 years; they've been trading at historic lows. And we've all kind of gotten accustomed to access to capital at that cheap cost of money. And I see, at least for a while here — how long is the trillion-dollar question — the cost of money's going up.

GINSBORG: We're back to a sane environment, where you evaluate risk for what it is, not what somebody else is going to pay when you sell a property in eight months or two years.

NOTESTINE: And then superimpose on that however the economists think about inflation. There's a real fear of inflation now, if not quite knowing how to quantify what that risk is.

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LAPOSA: You quantify it by the comments from the Bank of China. They're our banker. I don't care about what the economists say, if the Bank of China says, "We're concerned about inflation and what you guys are doing," that's good enough for me.

NOTESTINE: You didn't say that 20 years ago. That's just how much the world has changed.


GINSBORG: Five years ago, it's changed.

LAPOSA: But even if there were to be a hybrid RTC, and the banks start dumping in a lot of properties, we can't go back to the way the process of underwriting was — the rating agencies, the

deal, they're probably saying maybe a short-term lease deal, whatever.

GINSBORG: Where you have problem spaces, or poor sales, then you've got issues, but that goes to the inherent value of the real estate, and the functionality of that particular asset, and the way it's built. A premium retail location is still commanding. You know, Nordstrom Rack just leased a Circuit City building on Colorado Boulevard (in Denver), and they paid top dollar for it. So good real estate will still attract premium retail, even in a down market. But we're talking about A plus, not A minus even today, whatever that means.

LAPOSA: We still have an \$11 trillion



TARYN EDWARDS

"You can't have construction without development and assets."

where we are right now, some of the material costs are anywhere from 30 to 15 percent lower.

NOTESTINE: So you would get a project done today for maybe somewhere around 20 to 15 percent less than it would have cost a year ago?

EDWARDS: You could. Everybody's still paying the same labor costs. What you have is some of the salary-side people taking a 20 percent cut to keep open, but the actual crafts and labor cost really hasn't changed that much. They've dropped some of the benefits, but the actual amount you pay really hasn't.


We think it's a temporary window, because escalation (on material costs) a year ago, or even 18 months ago, was headed out of sight; you couldn't predict. I wouldn't say we're stabilized, we're in de-escalation, actually, until we hit the bottom.

NOTESTINE: So for a year in your business,

doing work up and down the Front Range, and we're seeing contractors from the East and West Coasts that we haven't seen 18 months ago here, or you've seen contractors that usually come in for one or two jobs then disappear. Well, now they're here.

TATTI: Do you have any sense what's happening with the margins within the industry?

EDWARDS: The margins are coming down to way, way low. Northern Colorado and Colorado, as a whole, is a very sturdy state. And the people that work here, just like all of us around the table here, have been through the dips. We've gone through our highs and dips before, and this is a little bit deeper than we've all experienced. We're going to probably shrink. You know, that's not necessarily a bad thing for any of us here. We're a pretty entrepreneurial state. I've been here almost 14 years, and we're more entrepreneurial and forward-thinking,



TY NOTESTINE

"You'll probably have to pull money off the sidelines here, because that's going to be a key part of recovery of capital markets."

motives of the S&Ps and all those guys, how they did it, and how they sold it off — we can't go back to that.

KATE HAWTHORNE: If all of these assets come on the market, would that affect you, Taryn?

EDWARDS: Would that affect us or stimulate us? You can't have construction without development and assets. The government can flood the market with properties and assets, but if there isn't the other side, the private side — if there isn't a partnership or a thought process on the private side, it's not going to go anywhere. It will just sit.

LAPOSA: That's still good news for your industry because your constituents know not only how to build new, they know how to redevelop.

KUEHL: That's where Northern Colorado is positioned well, I believe, in that we're not overbuilt in a lot of sectors. And so it doesn't matter how bad it gets in Denver, I don't think we will see it be that deep here.

GINSBORG: What's the new vacancy rate going look like when it's stabilized? It could be a lot higher than it has been.

LAPOSA: Do you think vacancy rates were ever stabilized?

GINSBORG: No.

TATTI: So what's normal?

GINSBORG: Vacancy rate is how full is my center, and what's the cash flow.

NOTESTINE: You'll probably have to pull money off the sidelines here, because that's going to be a key part of recovery of capital markets. It's not coming back in the paradigm that existed. Now it's going to reform into a new way of doing business, much more conservatively, I think. It'll come back maybe as the entrepreneurial money comes back to start to stimulate it, but only once we see returns enhanced. Even on the tenant side, everybody's guarded. Unless you want to make them a screaming

economy that requires, for the production of goods and services, real estate, and we're still growing in population. The old statistic that is still valid is at even 1 percent population growth rate in the United States, you're basically creating a new San Diego every year somewhere in the United States, so go figure.

TATTI: Taryn, do you have a sense right now, with the balance between new build and remodel, if that's shifting?

EDWARDS: People are looking more what they have to do to remodel, a lot more.

TATTI: When did that shift occur?

EDWARDS: A year ago.

GINSBORG: Are you seeing a lot of contraction in terms of your actual contractors?


EDWARDS: Right now, yeah.

GINSBORG: Consolidation? Are they growing bigger?

EDWARDS: Actually, no one's growing bigger. The first constriction is your smaller guys. You have the big, medium, the small guy all going after the same work at the same time, so competition is pretty fierce. Whereas before, you'd have the large contractors playing with the large areas — work is plumb full at the big levels — your medium contractors at \$50 million, where there's a lot of work, and then your small firms, and it was pretty segregated. Well, now the market is really more smaller type of work. You've got a large group of people that are all feeding on a smaller market, which is generating the industry to shrink internally. How small will it get? It's going to shrink down to probably where we were in the late '80s, early '90s.

LAPOSA: What do you see for material costs?

EDWARDS: Right now, we're seeing material costs, in some cases, like we haven't seen in 15 years. When I put that in perspective, where we were a year ago, to



RON KUEHL

"Fixed rates are nonexistent anymore. Long-term is not very existent."

and depending on how you bid a specific project, you could have taken advantage of some of that declining costs and increased your margins. But now you're bidding aggressively in a competitive environment, and chasing some deals probably?

EDWARDS: Eighteen months ago, your competition would be three, no more than five bidders or contractors. Now what you're looking at, in any given

as a state, and Northern Colorado is actually more forward-thinking.

NOTESTINE: I agree with that. We enjoy a remarkable quality of life, and that's driven by all those factors and our geography and our culture. So I think, prospectively, we're looking pretty good.

TATTI: What do you see in the future? When do you think things are going to turn around?



ALLEN GINSBORG

"Retail development is done for the foreseeable future."

project, can be upwards to 30, 40. It's a feeding frenzy.

LAPOSA: Outside contractors, the national ones, are here now?

EDWARDS: This market's not big enough to support all the major contractors from the East and West Coasts as well as the local contractors, but our market's also performing better than the rest of the United States. Traditionally we're

GINSBORG: Well, in retail, it depends on new construction. I don't see development of new retail centers for at least five years, maybe, because of the housing market, and the demand among consumers, and the unemployment rates. And that's hopeful. As far as buying centers and rehabbing them, I think you'll see that start to change next year. We'll start buying more, because I think the gridlock is going to burst. Everybody expected it to happen about this sum-

mer, but it hasn't happened yet. Can it go into next year before owners and banks have to call it quits? I don't think so. So then we'll start rehabbing and tearing things down and so forth, and then retailers will come to that space first, because it's available.

that could be. That would change the landscape, you know.

EDWARDS: We haven't hit the bottom. We have a way to go, a year, probably, and there are still some fairly tough times and some failures. There's a lot more



STEVE LAPOSA

"We can't go back to the way the process of underwriting was."

TATTI: And cheap.

GINSBORG: And it's cheap. You need a new store this year for the earnings report.

KUEHL: I think it'll be at least another 12 months before we see a repricing in office. I don't think we'll see any speculative development in office for the next 24 months. I do think we will see some individual one-off build-to-suit opportunities in Northern Colorado, and I think the repricing of office won't be as deep in Northern Colorado as it will be in Colorado in general.

activity now in Northern Colorado and Colorado, in general, than there was six months ago. So that's an indicator — there's activity, there's thought, the waters are starting to calm. We think that, probably in another 18 months, that we could probably start seeing where you guys, the frontrunners to me, maybe start seeing some stuff that will come out.

LAPOSA: Our indicators are miles traveled a year, and when she gets to go home.

EDWARDS: You'd think I'd have more time



TARYN EDWARDS

"I wouldn't say we're stabilized, we're in de-escalation, actually, until we hit the bottom."

LAPOSA: The other thing I've been looking at is what's going on in the public-private partnerships, the growth potential in public-private partnerships. For example, Foothills Mall. What would happen if General Growth (Partners) said (to the city of Fort Collins): "All right. It's yours."? If there's some collaboration to redevelop it, what a boom

off. You know, you work a thousand times harder for one-tenth of the return. And all of us in the room will say that.

TATTI: Everybody's in the same boat.

EDWARDS: Yeah. We all have to be rowing together, though.

What they really said

When experts speak among themselves, they tend to use specific terms of art. A short glossary of terms used in the CRE Roundtable discussion:

Basis points — a unit that is equal to 1/100th of a percentage point, often used to describe interest rate movements or interest costs

Cap rates — Capitalization rates, which measure the ratio between the net operating income and the capital cost of real estate (indirect measure of how quickly an investment will pay for itself).

CMBS — Commercial mortgage-backed security

Loan-to-value — the amount of a loan as a percentage of the total appraised value of real estate.

Mezzanine debt — Mid-tier debt that is subordinate to senior debt but superior to equity.

NOI — Net operating income.

RTC — Resolution Trust Corp., a government agency set up to deal with the assets of insolvent savings and loan institutions during the 1980s.

TARP — Troubled Asset Relief Program, administered by the federal Department of the Treasury.

Commercial real estate by the numbers

Vacancy Rates:

Greeley:

Office:	16.60%
Retail:	14.66%
Industrial:	9.76%

Loveland:

Office:	11.06%
Retail:	11.06%
Industrial:	7.98%

Fort Collins:

Office:	15.20%
Retail:	9.13%
Industrial:	5.63%

Vacancy Rates:

Greeley:

Office (Class A):	\$12.50-\$16
Retail (Prime):	\$11.50-16.50
Industrial Whse:	\$2.50-4
Industrial R&D:	\$3.50-5

Greeley:

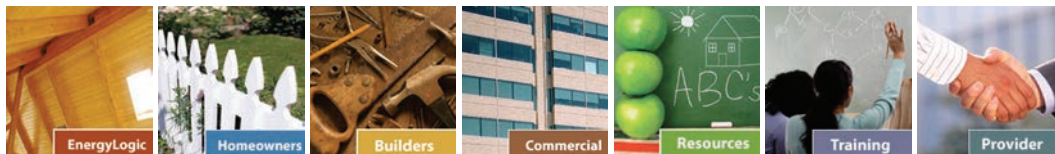
Office (Class A):	\$10-22
Retail (Prime):	\$17-22
Industrial Whse:	\$4-6.75
Industrial R&D:	\$8-12

Greeley:

Office (Class A):	\$16-\$19
Retail (Prime):	\$18-32
Industrial Whse:	\$4-6
Industrial R&D:	\$8-11



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2	3	HARRISON RESOURCE CORP. 2725 Rocky Mountain Ave., Suite 400 Loveland, CO 80538 970-612-4100/970-612-4106	\$66,192,200	N/A N/A	1 Craig@harrisonresource.com www.harrisonresource.com	N/A N/A N/A	N/A N/A N/A	N/A N/A N/A	N/A N/A N/A	2,041 \$56,805,200	Craig Harrison President 1985 1
3	13	MARCUS & MILLICHAP 3711 JFK Parkway, Suite 320 Fort Collins, CO 80525 970-267-3300/970-267-3310	\$65,596,522	19 12	7 mark.wagner@marcusmillichap.com www.marcusmillichap.com	\$15,735,000 161,324	119,877 0 119,877	1,877 0 1,877	113,696 0 113,696	0 N/A	Adam Christofferson Regional manager 1995 1
4	2	SPERRY VAN NESS/THE GROUP COMMERCIAL LLC (2) 2020 Caribou Drive, Suite 201 Fort Collins, CO 80525 970-207-0700/970-282-0785	\$51,903,086	63 60	13 steve.kawulok@svn.com www.svncolo.com	\$500,000 16,806	249,248 183,264 65,984	199,861 133,335 66,526	190,287 99,509 90,778	73 \$6,819,334	Steve Kawulok Managing director 2008 1
5	NR	EVERITT-MACMILLAN COMMERCIAL LLC 3003 E. Harmony Road, Suite 400 Fort Collins, CO 80528 970-226-1500/970-223-4156	\$19,366,364	12 12	2 stu@everittcompanies.com www.everittmacmillan.com	\$0 0	87,867 47,303 40,564	32,990 22,380 10,610	11,120 5,000 6,120	18 \$1,840,200	Stuart MacMillan Manager 1994 1
6	11	RE/MAX ALLIANCE-FORT COLLINS SOUTH (3) 4703-A Boardwalk Drive Fort Collins, CO 80525 970-206-8300/970-225-0118	\$17,756,707	63 63	19 information@commercial-inc.com www.coloradocommercialbrokers.com, www.homesincolorado.com	\$6,394,710 34,523	28,844 17,702 11,642	33,238 14,287 18,951	0 0 0	275 \$4,348,655	B.J. Johanningmeier N/A 1985 5
7	10	THE W.W. REYNOLDS COS. 1600 Specht Point Road, Suite 101 Fort Collins, CO 80525 970-482-4800/970-221-5009	\$8,500,000	0 0	2 johns@wvreynolds.com www.wvreynolds.com	\$0 0	70,289 70,289 0	122,941 122,941 0	2,819 2,819 0	0 N/A	John G. Slack Asset/property manager 1980 2
8	5	LOVELAND COMMERCIAL LLC 1043 Eagle Drive Loveland, CO 80537 970-667-7000/970-635-2514	\$8,452,499	N/A N/A	3 nklein@lovelandcommercial.com www.lovelandcommercial.com	\$0 0	21,776 21,776 18,125	69,485 69,485 0	16,723 16,723 0	24 \$1,125,000	Eric Holsapple Co-owner 1995 1
9	7	LIVINGSTON REAL ESTATE & DEVELOPMENT 736 Whalers Way, Bldg. G, Suite 201 Fort Collins, CO 80525 970-266-0333/970-204-0350	\$6,746,000	22 22	1 toml@gwest.net tomlrd.com	\$0 0	69,700 68,200 1,500	0 0 0	3,200 3,200 0	17 \$1,350,000	Tom Livingston Owner 2005 1
10	NR	EAGLE ROCK REALTY & MANAGEMENT LLC 1625 Pelican Lakes Point, Suite 201 Windsor, CO 80550 970-686-5828/970-686-2768	\$2,600,000	N/A N/A	N/A rbach@watervalley.com www.eaglerockre.com	N/A N/A N/A	N/A N/A N/A	N/A N/A N/A	N/A N/A N/A	750 N/A	Ryan Bach Owner 2006 1

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N/A-Not Available.
NR-Not ranked/no previous rank.
Companies that have not provided ranking data are listed alphabetically.
Fort Collins Real Estate/College Ave. Commercial, No. 4 on 2008 list, merged with Keller Williams Realty of Northern Colorado in Sept. 2008 and was unable to supply accurate data for the current year.
(1) Numbers reflect totals of Fort Collins, Greeley, and Loveland offices.
(2) Numbers reflect The Group Commercial Jan. - Nov., Sperry Van Ness in Dec.
(3) Numbers reflect totals of Fort Collins, Greeley, Loveland, and Windsor offices.

Based upon responses to Business Report survey researched by Michael D. Wailes
To be considered for future lists, e-mail research@ncbr.com

Largest Industrial Real Estate Brokerages

Ranked by total industrial square footage brokered

RANK	PREV RANK	COMPANY ADDRESS PHONE/FAX	INDUSTRIAL SQ FT TOTAL 2008	INDUSTRIAL SQ FT LEASED	INDUSTRIAL SQ FT SOLD	NO. AGENTS E-MAIL WEB SITE	PERSON IN CHARGE YEAR FOUNDED NO. LOCATIONS
1	1	REALTEC COMMERCIAL REAL ESTATE SERVICES INC. (1) 255 E. Monroe Drive, Suite 4 Fort Collins, CO 80525 970-229-9900/970-282-1080	514,774	319,677	195,097	32 realtec@realtec.com www.realtec.com	Michael Ehler, Managing broker 1989 5
2	2	SPERRY VAN NESS/THE GROUP COMMERCIAL LLC (2) 2020 Caribou Drive, Suite 201 Fort Collins, CO 80525 970-207-0700/970-282-0785	199,861	133,335	66,526	13 steve.kawulok@svn.com www.svncolo.com	Steve Kawulok, Managing director 2008 1
3	7	THE W.W. REYNOLDS COS. 1600 Specht Point Road, Suite 101 Fort Collins, CO 80525 970-482-4800/970-221-5009	122,941	122,941	0	2 johns@wvreynolds.com www.wvreynolds.com	John G. Slack, Asset/property manager 1980 2
4	5	LOVELAND COMMERCIAL LLC 1043 Eagle Drive Loveland, CO 80537 970-667-7000/970-635-2514	69,485	69,485	0	3 nklein@lovelandcommercial.com www.lovelandcommercial.com	Eric Holsapple, Co-owner 1995 1
5	NR	RE/MAX ALLIANCE-FORT COLLINS SOUTH (3) 4703-A Boardwalk Drive Fort Collins, CO 80525 970-206-8300/970-225-0118	33,238	14,287	18,951	19 information@commercial-inc.com www.coloradocommercialbrokers.com, www.homesincolorado.com	B.J. Johanningmeier 1985 5
6	NR	EVERITT-MACMILLAN COMMERCIAL LLC 3003 E. Harmony Road, Suite 400 Fort Collins, CO 80528 970-226-1500/970-223-4156	32,990	22,380	10,610	2 stu@everittcompanies.com www.everittmacmillan.com	Stuart MacMillan, Manager 1994 1
7	8	RE/MAX ACTION BROKERS 4102 S. Timberline Road Fort Collins, CO 80525 970-229-9200/970-229-9230	5,400	5,400	0	4 jcrawford@frii.net www.realestateactionbrokers.com	Jerry Crawford, Managing broker 2004 2
8	NR	MARCUS & MILLICHAP 3711 JFK Parkway, Suite 320 Fort Collins, CO 80525 970-267-3300/970-267-3310	1,877	0	1,877	7 mark.wagner@marcusmillichap.com www.marcusmillichap.com	Adam Christofferson, Regional manager 1995 1

Region surveyed includes Larimer and Weld counties, and the city of Brighton.
N/A-Not Available.
NR-Not ranked/no previous rank.
Companies that have not provided ranking data are listed alphabetically.
Fort Collins Real Estate/College Ave. Commercial, No. 3 on 2008 list, merged with Keller Williams Realty of Northern Colorado in Sept. 2008 and was unable to supply accurate data for the current year.
(1) Numbers reflect totals of Fort Collins, Greeley, and Loveland offices.
(2) Numbers reflect The Group Commercial Jan. - Nov., Sperry Van Ness in Dec.

Based upon responses to Business Report survey researched by Michael D. Wailes
To be considered for future lists, e-mail research@ncbr.com

Largest Distributors/Distribution Centers

Ranked by no. of employees

RANK	PREV RANK	COMPANY ADDRESS PHONE/FAX	EMPLOYEES 2009	TOTAL SIZE OF FACILITY SQ. FT.	PRODUCTS/SERVICES	REVENUES 2008 REVENUES 2007	WEB SITE E-MAIL	PERSON IN CHARGE W/ TITLE YEAR FOUNDED
1	1	WAL-MART DISTRIBUTION CENTER 7500 E. Crossroads Blvd. Loveland, CO 80538 970-679-4700/970-679-4790	1,175	1,200,000	Retail-distribution center.	\$2,725,730,844 N/A	www.walmart.com N/A	Dan Speed, General manager 1962
2	2	MCLANE WESTERN 2100 E. Colorado Highway 119 Longmont, CO 80502 303-682-7500/303-682-7513	515	400,000	Food distribution.	N/A N/A	www.mclaneco.com contact@mclaneco.com	Keith Pearson, President 1894
3	3	YANCEY'S FOOD SERVICE CO. INC. 5820 Piper Drive Loveland, CO 80538 970-613-4333/970-613-4334	210	N/A	Wholesale-food service distributor.	\$149,000,000 N/A	www.yanceys.com gyancey@yanceys.com	Greg Yancey, President; Chris Boyd, Executive vice president 1940
4	4	KMART DISTRIBUTION CENTER 18875 E. Bromley Lane Brighton, CO 80601 303-654-0054/303-659-0651	196	1,200,000	Retail distribution center.	N/A N/A	www.kmart.com N/A	James Saad, General manager 1899
5	8	NORTHERN COLORADO PAPER 295 71st Ave. Greeley, CO 80634 970-353-8787/970-353-4518	111	N/A	Distribution for paper products, janitorial supplies, disposable food service products and packaging materials.	\$44,808,000 N/A	www.ncpaper.com contact@ncpaper.com	Tim Warde, President 1978
6	9	AMERICAN EAGLE DISTRIBUTING CO. 3800 Clydesdale Parkway Loveland, CO 80538 970-663-1690/970-352-0137	95	132,000	Wholesale distribution of Anheuser-Busch products.	N/A N/A	www.abwholesaler.com/americanagle N/A	Jerry Helgeson, President 1976
7	6	TSN INC. 4001 Salazar Way Frederick, CO 80530 303-530-0600/303-530-1919	86	N/A	Wholesale distribution of paper, plastic, cleaning and packaging supplies.	N/A N/A	www.tsndist.com rderose@tsndist.com	Rick DeRose, General manager 1990
8	11	BOOK CENTER OF THE ROCKIES INC. 1331 Red Cedar Circle Fort Collins, CO 80524 970-493-4840/970-493-8781	50	52,000	Publishing fulfillment and marketing.	N/A N/A	N/A neil@bkctr.com	Neil McCaffrey, III, CEO 1994
9	10	FAGERBERG PRODUCE INC. 17673 Weld County Road 80 Eaton, CO 80615 970-834-1353/970-834-1434	45	N/A	Distribution of onions and wholesale produce packaging.	N/A N/A	www.fagerbergproduce.com greg@fagerbergproduce.com	Lynn Fagerberg, Owner 1977
10	NR	FEDEX GROUND/HOME DELIVERY DISTRIBUTION CENTER 3870 Ronald Regan Blvd. Johnstown, CO 80534 970-278-9959/	35	63,000	Residential-only parcel delivery network.	N/A N/A	www.fedex.com N/A	Joseph Williams, Senior terminal manager 1971
11	7	MARTIN PRODUCE CO. INC. 617 Sixth St. Greeley, CO 80631 970-352-0015/970-352-5687	20	75,000	Potato and onion processing for national and international distribution.	N/A N/A	N/A mpco3@aol.com	Chuck Bird, Operations manager 1939
12	NR	GRAINGER DIV OF W W GRAINGER 4531 Innovation Drive Fort Collins, CO 80525 970-223-2100/	9	24,000	Supplier of industrial and commercial supplies and equipment.	N/A N/A	www.grainger.com N/A	Ryan Hunt, Manager 1980 (1)
13	NR	ENGEMAN ENTERPRISES LLC 7311 E. U.S. Highway 34 Loveland, CO 80537 970-669-7332/970-667-3785	7	N/A	Public cold storage, including frozen, refrigerated and dry warehousing along with airline distribution services.	N/A N/A	www.engemanent.com engeman@engemanent.com	Steve Engeman 2003
14	NR	LEWIS PAPER PLACE 300 Lincoln Court Fort Collins, CO 80524 970-484-9770/970-484-9823	5	N/A	Printing paper distributor and graphic art supplies.	N/A N/A	www.lewispaper.com custserv6@lewispaper.com	Bernard Perez, General manager 1982
15	NR	FASTENAL CO. 13750 Deere Ct. Longmont, CO 80504 970-535-0161/970-535-0682	3	40,000	Wholesale distributors and retail of fasteners and construction products.	N/A N/A	www.fastenal.com colon@stores.fastenal.com	Gawain Duncan, General manager 1994
16	NR	REXEL 312 N. Lincoln Ave. Loveland, CO 80537 970-667-9266/970-667-0104	3	10,000	Wholesale distributor of electrical materials serving residential, commercial and industrial market segments.	N/A N/A	www.rexelusa.com tduerr@rexelusa.com	Terry Duerr, Branch manager 1975
17	NR	FASTENAL CO. 1104 42nd St. Evans, CO 80620 970-353-7253/970-353-3011	3	9,000	Wholesale distributors and retail of fasteners and construction products.	N/A N/A	www.fastenal.com N/A	Thad Weisser 1967
18	NR	FASTENAL CO. 510 Denver Ave. Fort Lupton, CO 80621 303-857-9500/	3	5,800	Wholesale distributors and retail of fasteners and construction products.	N/A N/A	www.fastenal.com N/A	Mark Schwartz, General manager N/A
19	NR	FASTENAL CO. 10500 Havana Ct. UnitB Brighton, CO 80601 303-288-4615/303-288-2174	3	4,000	Wholesale distributors and retail of fasteners and construction products.	N/A N/A	www.fastenal.com N/A	N/A 1967
20	NR	ENERGY SOLUTIONS UNLIMITED LLC 2601 S. Lemay Ave. Fort Collins, CO 80525 970-282-0755/970-631-8651	3	900	Energy efficient lighting.	\$504,000 \$240,000	www.energysolutionsunlimited.com mdoran@energysolutionsunlimited.com	Mike Doran, Principal 2002
21	NR	FASTENAL CO. 2415 East Mulberry St. Suite No. 3 Fort Collins, CO 80524 970-482-2257/970-482-9798	2	4,300	Wholesale distributors and retail of fasteners and construction products.	N/A N/A	www.fastenal.com coftc@stores.fastenal.com	Tim Call, Branch manager 1994
NR	NR	GAME SALES INTERNATIONAL INC. P.O. Box 7719 Loveland, CO 80537 970-667-4090/970-669-9041	N/A	N/A	Elk, venison, red deer, caribou, elk, lamb, beef, wild boar, bison, kangaroo, rabbit, alligator, various game birds, foie gras, pate, spices and flavorings and oils.	N/A N/A	www.gamesalesintl.com brenda@gamesalesintl.com	Brenda Mutchler, President 1983

Region surveyed includes Larimer and Weld counties, and the city of Brighton.
N/A-Not Available.
NR-Not ranked/no previous rank.
Companies that have not provided ranking data are listed alphabetically.
(1) Year that local branch opened.

Based upon responses to Business Report survey researched by Michael D. Wailes
To be considered for future lists, e-mail research@ncbr.com

Largest Industrial Buildings

Ranked by total square feet

Rank	Company or Building Name Address Phone/Fax	Total Square Feet 2009 Number of Floors	Employees-Local	Major Tenant or Company	Year Built Year Renovated	Owner Web Site
1	ANHEUSER-BUSCH FORT COLLINS BREWERY 2351 Busch Drive Fort Collins, CO 80524 970-490-4502/970-490-4506	1,075,000 1	700	Anheuser-Busch Cos.	1988 N/A	Anheuser-Busch Cos. www.anheuser-busch.com
2	AGILENT TECHNOLOGIES INC. 900 S. Taft Ave. Loveland, CO 80537 970-679-5000/	928,000 (1) 2	525	Agilent Technologies Inc.	1962 N/A	Agilent Technologies Inc. www.agilent.com
3	OWENS-ILLINOIS INC. 11133 Larimer County Road 64 3/4 Greeley, CO 80631 970-674-3800/970-674-3810	450,000 N/A	N/A	N/A	N/A N/A	N/A www.o-i.com
4	FLEETWOOD GOLDCO WYARD & AMBEC 5605 Goldco Drive Loveland, CO 80538 970-663-4770/970-663-2326	273,032 1	133	Goldco Industries Inc., Master Drive	1987 N/A	Richard and Diane Vandermeer www.fgwa.com
5	HEWLETT-PACKARD BUILDING 700 71st Ave. Greeley, CO 80634	271,821 1	N/A	Currently unoccupied.	N/A N/A	Boomerang Properties LLC www.realtec.com
6	HEWLETT-PACKARD CO. 3404 E. Harmony Road, Building 1 Fort Collins, CO 80525 970-898-3800/970-898-6725	242,151 2	N/A	Hewlett-Packard Co.	1980 N/A	Hewlett-Packard Co. www.hp.com
7	WOODWARD GOVERNOR CO. 1000 E. Drake Road Fort Collins, CO 80525 970-482-5811/970-498-3214	235,152 2	N/A	Woodward Governor Co.	1968 N/A	Woodward Governor Co. www.woodward.com
8	INTEL CORP. 4701 Technology Parkway Fort Collins, CO 80528 970-898-4295/719-273-1602	199,715 3	420	Intel Corp.	1998 N/A	Intel Corp. www.intel.com
9	VESTAS BLADES AMERICA INC. 11140 Eastman Park Drive Windsor, CO 80550 970-674-6100/970-686-1103	186,000 N/A	650	Vestas Blades America	2007 N/A	N/A www.vestas.com
10	WATER PIK INC. 1730 E. Prospect Road Fort Collins, CO 80525 970-484-1352/970-221-8715	171,381 1	N/A	WaterPik Technologies Inc.	1972 N/A	Jandy www.waterpik.com
11	HACH CO. 5600 Lindbergh Drive Loveland, CO 80539 970-669-3050/970-669-2932	150,818 2	N/A	Hach Chemical Co.	1978 N/A	Hach Chemical Co. www.hach.com
12	QUEBECOR WORLD LOVELAND INC. 380 W. 37th St. Loveland, CO 80538 970-962-5100/970-962-5216	142,735 1	200	Quebecor World Loveland Inc.	1986 N/A	One Directory Place LLC www.quebecorworld.com
13	GENESIS FIXTURES INC. 3842 Redman Drive Fort Collins, CO 80524 970-416-9315/970-416-9301	138,843 2	N/A	Genesis Fixtures Inc.	1973 N/A	Saddlenotch LLC www.genesisfixtures.com
14	WATER PIK BUILDING 609 S.W. 14th St. Loveland, CO 80537-6398	136,000 1	N/A	N/A	N/A N/A	N/A N/A
15	JBS 1770 Promontory Circle Greeley, CO 80634 970-506-8000/	134,000 3	4,212	JBS Swift & Co.	2001 N/A	McWhinney Enterprises www.jbssa.com
16	AFCO STEEL - GREELEY PLANT 31455 Weld County Road 39-1/2 Greeley, CO 80631-9669 970-356-2326/970-351-6743	121,000 N/A	N/A	N/A	N/A N/A	N/A www.afcosteel.com
17	WOODWARD GOVERNOR CO. 3800 N. Wilson Ave. Loveland, CO 80538 970-663-3900/970-498-3214	102,168 2	925	Woodward Governor Co.	1991 N/A	Woodward Governor Co. www.woodward.com

Region surveyed includes Larimer and Weld counties, and the city of Brighton.
N/A-Not Available.
NR-Not ranked/no previous rank.
Companies that have not provided ranking data are listed alphabetically.
(1) Business Report estimate

Based upon responses to Business Report survey researched by Michael D. Wailes
To be considered for future lists, e-mail research@ncbr.com

Largest Multi-Tenant Office Buildings

Ranked by total square feet, then by leasable square feet

RANK	BUILDING NAME FULL ADDRESS	TOTAL SQUARE FEET LEASABLE SQUARE FEET 2009 SQ. FT. AVAILABLE JUNE 30, 2009	NUMBER OF FLOORS AVG. LEASE SIZE IN SQ. FT. 2009 AVERAGE LEASE LENGTH 2009 AVERAGE RENT PER SQ. FT.	MAJOR TENANTS & SQ. FT. OCCUPIED	OWNER BUILDING MANAGER YEAR BUILT	LEASING AGENT/COMPANY PHONE E-MAIL WEB SITE
1	TRIPOINTE BUSINESS CENTER 3001 Eighth Ave. Evans, CO 80631	230,560 230,560 20,108	2 N/A Negotiable 4.95 NNN	Asurion, The Monfort Family Clinic - 60,000, Tripointe Events Center.	TriPointe Business Center LLC N/A 1963	Colorado & Sante Fe Real Estate 303-466-2500 csfre@coloradosantafe.com www.coloradosantafe.com
2	CHASE PLAZA BUILDING 822 Seventh St. Greeley, CO 80631	129,930 119,159 7,000	7 3,000 5 years 12.50	Phelps/Tointon - 3,840, Chase Bank - 21,805, Banner Health - 28,186, Lextron - 14,451	Greeley Plaza LLC Bethesda Real Estate Company 1972	Thomas and Tyler 970-351-888 drew@thomasandtyler.com www.thomasandtyler.com
3	STATE FARM INSURANCE SOUTH BUILDING 1555 Promontory Circle Greeley, CO 80638	117,863 N/A N/A	3 N/A N/A N/A	State Farm Insurance - 117,662	State Farm Mutual Automobile Insurance Co. N/A 2003	N/A 970-395-5000 N/A www.statefarm.com
4	KEY BANK TOWER 125 S. Howes Ave. Fort Collins, CO 80521	99,860 (1) 55,000 1,595	11 1,595 3-5 year 22.70/sqft. FSG	Key Bank - 4,461	Numerous owners N/A 1970	Larry Hawe/Sperry Van Ness-The Group Commercial 970-488-3161 larry.hawe@svn.com www.thegroupcommercial.net
5	NORTH MEDICAL OFFICE BUILDING AT MCR 2500 Rocky Mountain Ave. Loveland, CO 80538	82,962 82,962 40,000	3 40,000 15 years \$21.95 NNN	Greeley Medical Clinic	McWhinney and Greeley Medical Clinic N/A 2008	Ron Kuehl/McWhinney 970-613-4562 ronk@mcwhinney.com www.mcwhinney.com
6	SOUTH MEDICAL OFFICE BUILDING AT MCR 2500 Rocky Mountain Ave. Loveland, CO 80538	82,962 82,962 5,100	3 8,000 15 years N/A	Heart Center of the Rockies, Northern Colorado Pulmonary Consultants, Sleep Center of the Rockies, Ambulatory Surgery Center	McWhinney and Physicains LLC N/A 2007	Ron Kuehl/McWhinney 970-613-4562 ronk@mcwhinney.com www.centerracolorado.com
7	JEROME BUILDING 800 Eighth Ave. Greeley, CO 80631	72,930 72,930 29,171	3 1,200 N/A \$10 FSG	N/A	David Lund N/A 1965	N/A 303-422-6725 N/A N/A
8	THE CHASE BANK BUILDING 200 E. Seventh St. Loveland, CO 80537	64,173 N/A 21,053	4 2,600 3 \$8.62 NNN	Chase Bank - 12,000, Progressive Insurance - 7,720	Ward West LLP Ward West LLP 1962	Julius Tabert/Sperry Van Ness-The Group Commercial LLC 970-461-8446 julius.tabert@svn.com www.thegroupcommercial.net
9	FIRST NATIONAL TOWER BUILDING 215 W. Oak St. Fort Collins, CO 80521	61,750 (1) N/A N/A	12 N/A N/A N/A	N/A	The Tower Holding Co. Owner's Group (2) 1968	N/A N/A N/A N/A
10	RANGEVIEW THREE 2915 Rocky Mountain Ave Loveland, CO 80538	61,410 58,111 36,000	4 N/A 10 years \$20 NNN prsf	UNC, CSU, Agrium	N/A N/A 2008	Ron Kuehl/McWhinney 970-613-4562 ronk@mcwhinney.com www.mcwhinney.com

Region surveyed includes Larimer and Weld counties, and the city of Brighton.
N/A-Not Available.
NR-Not ranked/no previous rank.
Companies that have not provided ranking data are listed alphabetically.
(1) Business Report estimate.
(2) Building is divided into condominium offices and self-managed.

Based upon responses to Business Report survey researched by Michael D. Wailes
To be considered for future lists, e-mail research@ncbr.com

Largest Engineering Firms

With local operations, ranked by no. of registered engineers

RANK	PREV RANK	COMPANY ADDRESS PHONE/FAX	NO. PES NO. EIS TOTAL EMPLOYEES 2009	REVENUES 2008 REVENUES 2007	TYPE OF ENGINEERING	NOTABLE PROJECTS	HEADQUARTERS E-MAIL WEB SITE	PERSON IN CHARGE TITLE YEAR FOUNDED
1	1	AYRES ASSOCIATES 3665 JFK Parkway, Bldg. 2, Suite 200 Fort Collins, CO 80525 970-223-5556/970-223-5578	20 9 39	\$9,000,000 \$9,000,000	Civil engineering, water resources engineering.	Design of levee repairs for 5 critical sites on Sacramento River for Army Corps of Engineers; North College Ave. drainage improvements for City of Fort Collins.	Fort Collins quaastt@ayresassociates.com www.ayresassociates.com	Jim Schall Vice president 1967
2	8	K L & A INC. 421 E. Fourth St. Loveland, CO 80537 970-667-2426/970-667-2493	14 20 44	\$23,300,000 \$22,250,000	Structural.	TAXI 2, One Steamboat Place, Mesa del Sol, Denver School for Science and Technology, Residences at Little Nell.	Golden drutledge@klaa.com www.klaa.com	M. Douglas Rutledge COO 1994
3	2	THE ENGINEERING CO. 2310 E. Harmony Road, Suite B Fort Collins, CO 80525 970-484-7477/970-484-7488	14 2 28	\$3,732,000 \$4,300,000	Consulting civil engineers, water, wastewater, GIS, master planning, construction management; utility rate studies.	Thornton water and wastewater master plan, Westminster utility replacements, North Platte NE WWTP, Johnstown utility plan.	Fort Collins bzick@tec-engrs.com www.tec-engrs.com	Brian Zick; Warren Mesloh President, principals 1985
4	4	ESC ENGINEERING (1) 3540 JFK Parkway Fort Collins, CO 80525 970-224-9100/970-224-9137	11 8 77	\$11,840,000 \$10,220,000	Electrical power, planning, controls, automation and integration, GIS/GPS for utilities, industry.	White River 345kV transmission line, Meeker; power, controls for PCA paper mill, Michigan; electric system upgrades for Wynnewood Refinery, Oklahoma.	Fort Collins esc@thinkESC.com www.thinkESC.com	Kevin Hartig President 1978
5	3	STANTEC CONSULTING INC. 2950 E. Harmony Road, Suite 290 Fort Collins, CO 80528 970-482-5922/970-482-6368	9 N/A 20	\$1,352,000,000 (2) \$954,600,000	Professional design and consulting services in planning, engineering, architecture, surveying and project management.	Gregory Hill & Kershaw Pump Station Rehabilitation, Westminster; Grand Canyon West Water System, Hualapai Nation; Steamboat Water Supply Assessment, Steamboat Springs.	Edmonton, Alberta, Canada ken.matthews@stantec.com www.stantec.com	Bret Cummock N/A 1954
6	9	TERRACON CONSULTANTS INC. 301 N. Howes St. Fort Collins, CO 80521 970-484-0359/970-484-0454	9 4 40	N/A N/A	Geotechnical, environmental, construction materials testing, natural resources management.	Medical Center of the Rockies, Hughes Stadium expansion, Owens-Illinois glass manufacturing facility.	Lenexa, Kan. djobe@terracon.com www.terracon.com	Douglas J. Jobe Vice President 1965
7	6	TST INC. 748 Whalers Way Fort Collins, CO 970-226-0557/970-226-0204	9 10 35	\$4,600,000 \$5,600,000	Civil engineering & surveying firm for municipal & private clients.	N/A	N/A dtaranto@tstinc.com www.tstinc.com	Donald N. Taranto President 1977
8	7	CTL THOMPSON INC. 351 Linden St., Suite 140 Fort Collins, CO 80524 970-206-9455/970-206-9441	8 3 35	\$3,330,000 \$3,249,000	Geotechnical, environmental, materials and structural engineering.	Crow Lane Dam, Timberline Road widening, Fort Collins Police Station, Peetz Wind Farm.	Centennial info@ctlthompson.com www.ctlit.com	R.B. "Chip" Leadbetter, III Fort Collins division manager 1977
9	5	NORTHERN ENGINEERING SERVICES 200 S. College Ave., Suite 100 Fort Collins, CO 80524 970-221-4158/970-221-4159	7 5 23	\$4,000,000 \$5,000,000	Civil engineering and land surveying.	Fossil Lake Ranch in Fort Collins, Highlands Meadows Golf Course in Windsor, Centerra Marketplace, Bethke Elementary School, Timnath.	Fort Collins info@northernengineering.com www.northernengineering.com	George Schock President 1987
10	11	ANDERSON CONSULTING ENGINEERS INC. 375 E. Horsetooth Road, Bldg. 5 Fort Collins, CO 80525-3155 970-226-0120/970-226-0121	7 4 22	\$3,156,000 \$3,260,000	Water resources, river restoration, irrigation and drainage, mining, environmental.	Colorado digital flood-insurance rate map project, City of Fort Collins Canal Importation Detention Ponds project.	Fort Collins baanderson@acewater.com www.acewater.com	Bradley A. Anderson President 1998
11	12	LANDMARK ENGINEERING LTD. 3521 W. Eisenhower Blvd. Loveland, CO 80537 970-667-6286/970-667-6298	6 2 25	\$3,200,000 \$3,076,000	Civil, structural, geotechnical, surveying, land planning and landscape architecture.	Loveland Visitor's Center, Fort Logan National Cemetery, Mariana Butte PUD, Group Publishing.	Loveland account@landmarkltd.com www.landmarkltd.com	Ken Merritt; Jeff Olhausen CEO and President; Senior vice president 1969
12	13	NOLTE ASSOCIATES INC. 1901 Sharp Point Drive, Suite A Fort Collins, CO 80525 970-221-2400/970-221-2415	6 2 16	\$2,063,000 \$2,123,000	Civil engineering & surveying.	2534 Business Park, Vestas expansion, 12th Street Improvements in Cheyenne, Hunters Run West.	Sacramento, Calif. rob.vanuffelen@nolte.com www.nolte.com	Robert Van Uffelen Associate 1949

N/A-Not Available
NR-Not Previously Ranked
Area surveyed includes Brighton, Weld and Larimer counties.
(1) ESC was listed as Electrical Systems Consultants Inc. in 2008
(2) All monetary figures in Canadian dollars

Based upon responses to Business Report survey researched by Michael D. Wailes
To be considered for future lists, e-mail research@ncbr.com

Largest Office Real Estate Brokerages

Ranked by total office square footage brokered

RANK	PREV RANK	COMPANY ADDRESS PHONE/FAX	OFFICE SQ FT TOTAL 2008	OFFICE SQ FT LEASED 2008	OFFICE SQ FT SOLD 2008	NO. AGENTS E-MAIL WEB SITE	PERSON IN CHARGE YEAR FOUNDED NO. LOCATIONS
1	1	REALTEC COMMERCIAL REAL ESTATE SERVICES INC. (1) 255 E. Monroe Drive, Suite 4 Fort Collins, CO 80525 970-229-9900/970-282-1080	407,863	211,563	196,300	32 realtec@realtec.com www.realtec.com	Michael Ehler, Managing broker 1989 5
2	2	SPERRY VAN NESS/THE GROUP COMMERCIAL LLC (2) 2020 Caribou Drive, Suite 201 Fort Collins, CO 80525 970-207-0700/970-282-0785	249,248	183,264	65,984	13 steve.kawulok@svn.com www.svnco.com	Steve Kawulok, Managing director 2008 1
3	NR	MARCUS & MILLICHAP 3711 JFK Parkway, Suite 320 Fort Collins, CO 80525 970-267-3300/970-267-3310	119,877	0	119,877	7 mark.wagner@marcusmillichap.com www.marcusmillichap.com	Adam Christofferson, Regional manager 1995 1
4	NR	EVERITT-MACMILLAN COMMERCIAL LLC 3003 E. Harmony Road, Suite 400 Fort Collins, CO 80528 970-226-1500/970-223-4156	87,867	47,303	40,564	2 stu@everittcompanies.com www.everittmacmillan.com	Stuart MacMillan, Manager 1994 1
5	4	THE W.W. REYNOLDS COS. 1600 Specht Point Road, Suite 101 Fort Collins, CO 80525 970-482-4800/970-221-5009	70,289	70,289	0	2 johns@wwreynolds.com www.wwreynolds.com	John G. Slack, Asset/property manager 1980 2
6	10	LIVINGSTON REAL ESTATE & DEVELOPMENT 736 Whalers Way, Bldg. G, Suite 201 Fort Collins, CO 80525 970-266-0333/970-204-0350	69,700	68,200	1,500	1 toml@qwest.net tomlrd.com	Tom Livingston, Owner 2005 1
7	NR	RE/MAX ALLIANCE-FORT COLLINS SOUTH (3) 4703-A Boardwalk Drive Fort Collins, CO 80525 970-206-8300/970-225-0118	28,844	17,702	11,642	19 information@commercial-inc.com www.coloradocommercialbrokers.com, www.homesincolorado.com	B.J. Johanningmeier 1985 5
8	8	LOVELAND COMMERCIAL LLC 1043 Eagle Drive Loveland, CO 80537 970-667-7000/970-635-2514	21,776	21,776	18,125	3 nklein@lovelandcommercial.com www.lovelandcommercial.com	Eric Holsapple, Co-owner 1995 1
9	NR	INVESTORS PROPERTIES OF COLORADO LLC 2850 McClelland Drive, Suite 1600 Fort Collins, CO 80525 970-226-2600/970-226-2609	18,714	18,714	N/A	2 jon@investors-usa.com www.investors-usa.com	Mark Lockwood, Principal broker 2005 1
10	5	RE/MAX ACTION BROKERS 4102 S. Timberline Road Fort Collins, CO 80525 970-229-9200/970-229-9230	14,250	0	0	4 jcrawford@frii.net www.realestateactionbrokers.com	Jerry Crawford, Managing broker 2004 2

Region surveyed includes Larimer and Weld counties, and the city of Brighton.
N/A-Not Available.
NR-Not ranked/no previous rank.
Companies that have not provided ranking data are listed alphabetically.
Fort Collins Real Estate/Colege Ave. Commercial, No. 9 on 2008 list, merged with Keller Williams Realty of Northern Colorado in Sept. 2008 and was unable to supply accurate data for the current year.
(1) Numbers reflect totals of Fort Collins, Greeley, and Loveland offices.
(2) Numbers reflect The Group Commercial Jan. - Nov., Sperry Van Ness in Dec.
(3) Numbers reflect totals of Fort Collins, Greeley, Loveland, and Windsor offices.

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Largest Land Brokerages

Ranked by brokered acres dollar value, then total acres brokered

RANK	PREV RANK	COMPANY ADDRESS PHONE/FAX	BROKERED ACRES DOLLAR VALUE 2008 TOTAL ACRES BROKERED 2008	NO. AGENTS E-MAIL WEB SITE	PERSON IN CHARGE W/ TITLE YEAR FOUNDED NO. LOCATIONS
1	3	HARRISON RESOURCE CORP. 2725 Rocky Mountain Ave., Suite 400 Loveland, CO 80538 970-612-4100/970-612-4106	\$56,805,200 2,041	1 Craig@harrisonresource.com www.harrisonresource.com	Craig Harrison, President 1985 1
2	2	REALTEC COMMERCIAL REAL ESTATE SERVICES INC. (1) 255 E. Monroe Drive, Suite 4 Fort Collins, CO 80525 970-229-9900/970-282-1080	\$21,586,447 348	32 realtec@realtec.com www.realtec.com	Michael Ehler, Managing broker 1989 5
3	1	SPERRY VAN NESS/THE GROUP COMMERCIAL LLC (2) 2020 Caribou Drive, Suite 201 Fort Collins, CO 80525 970-207-0700/970-282-0785	\$6,819,334 73	13 steve.kawulok@svn.com www.svncolo.com	Steve Kawulok, Managing director 2008 1
4	NR	RE/MAX ALLIANCE-FORT COLLINS SOUTH (3) 4703-A Boardwalk Drive Fort Collins, CO 80525 970-206-8300/970-225-0118	\$4,348,655 275	19 information@commercial-inc.com www.coloradocommercialbrokers.com, www.homesincolorado.com	B.J. Johanningmeier 1985 5
5	NR	EVERITT-MACMILLAN COMMERCIAL LLC 3003 E. Harmony Road, Suite 400 Fort Collins, CO 80528 970-226-1500/970-223-4156	\$1,840,200 18	2 stu@everittcompanies.com www.everittmacmillan.com	Stuart MacMillan, Manager 1994 1
6	8	LIVINGSTON REAL ESTATE & DEVELOPMENT 736 Whalers Way, Bldg. G, Suite 201 Fort Collins, CO 80525 970-266-0333/970-204-0350	\$1,350,000 17	1 toml@qwest.net tomlrd.com	Tom Livingston, Owner 2005 1
7	5	LOVELAND COMMERCIAL LLC 1043 Eagle Drive Loveland, CO 80537 970-667-7000/970-635-2514	\$1,125,000 24	3 nklein@lovelandcommercial.com www.lovelandcommercial.com	Eric Holsapple, Co-owner 1995 1
8	NR	RE/MAX ACTION BROKERS 4102 S. Timberline Road Fort Collins, CO 80525 970-229-9200/970-229-9230	\$215,000 6	4 jcrawford@frii.net www.realestateactionbrokers.com	Jerry Crawford, Managing broker 2004 2
NR	NR	EAGLE ROCK REALTY & MANAGEMENT LLC 1625 Pelican Lakes Point, Suite 201 Windsor, CO 80550 970-686-5828/970-686-2768	N/A 750	N/A rbach@watervalley.com www.eaglerockre.com	Ryan Bach, Owner 2006 1

Region surveyed includes Larimer and Weld counties, and the city of Brighton.
N/A-Not Available.
NR-Not ranked/no previous rank.
Companies that have not provided ranking data are listed alphabetically.
Fort Collins Real Estate/College Ave. Commercial, No. 6 on 2008 list, merged with Keller Williams Realty of Northern Colorado in Sept. 2008 and was unable to supply accurate data for the current year.
(1) Numbers reflect totals of Fort Collins, Greeley, and Loveland offices.
(2) Numbers reflect The Group Commercial Jan. - Nov., Sperry Van Ness in Dec.
(3) Numbers reflect totals of Fort Collins, Greeley, Loveland, and Windsor offices.

Based upon responses to Business Report survey researched by Michael D. Wailes
To be considered for future lists, e-mail research@ncbr.com

Largest Property Management Firms

Ranked by square footage under management

RANK	PREV RANK	COMPANY ADDRESS PHONE/FAX	TOTAL SQ FT MANAGED 2009 TOTAL SQ FT MANAGED 2008	REVENUES 2008 REVENUES 2007	NO. OF APARTMENTS MANAGED NO. OF HOUSES MANAGED NO. OF COMMERCIAL PROPERTIES MANAGED	EMPLOYEES-FT EMPLOYEES-PT	E-MAIL WEB SITE	PERSON IN CHARGE TITLE YEAR FOUNDED
1	NR	NEWMARK MERRILL MOUNTAIN STATES 5700 Hearthstone Circle Fort Collins, CO 80528 970-377-1135/970-377-1135	5,500,000 5,800,000	N/A N/A	N/A N/A 40	50 N/A	aginsborg@poudre.net www.newmarkmerrill.com	Allen M. Ginsborg; Sandy Sigal Managing director & principal; President and CEC 1997
2	2	ALL PROPERTY SERVICES (1) 155 N. College Ave., Suite 200 Fort Collins, CO 80524 970-224-4446/970-224-4488	1,135,000 1,080,000	N/A N/A	175 675 4	27 N/A	info@allpropertytservices.com www.allpropertytservices.com	Paul Lillie N/A 1985
3	4	HORIZON WEST PROPERTY MANAGEMENT 760 Whalers Way, A-200 Fort Collins, CO 80525 970-225-0888/970-225-1100	675,000 685,000	\$515,000 \$561,000	0 0 29	6 0	gary@horizonwestproperties.com N/A	Mitchell Morgan; Dave Veldman Owners 1986
4	8	EVERITT COMPANIES PROPERTY MANAGEMENT 3003 E. Harmony Road, Suite 400 Fort Collins, CO 80528 970-226-1500/970-223-4156	624,962 614,964	N/A N/A	N/A N/A 30	N/A N/A	robh@everittcompanies.com www.everittcompanies.com	Rob Hoffmann N/A 1994
5	3	INVESTORS PROPERTIES OF COLORADO LLC 2850 McClelland Drive, Suite 1600 Fort Collins, CO 80525 970-226-2600/970-226-2609	601,200 820,866	N/A N/A	N/A N/A 15	3 N/A	jon@investors-usa.com www.investors-usa.com	Mark Lockwood Principal broker 2005
6	6	THE W.W. REYNOLDS COS. 1600 Specht Point Road, Suite 101 Fort Collins, CO 80525 970-482-4800/970-221-5009	600,000 600,000	N/A N/A	0 0 32	5 N/A	johns@wvreynolds.com www.wvreynolds.com	John G. Slack Asset/property manager 1980
7	9	RLS MANAGEMENT CO. 3436 S. Shields St. Fort Collins, CO 80526 970-282-8000/970-282-8993	285,000 285,000	\$1,091,237 \$985,018	344 0 1	13 0	info@rlsonline.com rlsonline.com	Gail Sibbald N/A 1986
8	10	PB ROCHE SOLUTIONS 2030 35th Ave., A-1 Greeley, CO 80634 970-356-6900/970-356-7171	235,182 230,000	N/A N/A	N/A 2 6	4 3	fvthomas@pbroche.com N/A	Frances Verniece Thomas; Tom Smerud Managers 1993
9	12	OLD TOWN SQUARE PROPERTIES 5 Old Town Square, Suite 216 Fort Collins, CO 80524 970-221-9332/970-221-9341	174,000 N/A	N/A N/A	N/A N/A N/A	12 N/A	estoner@oldtownsq.com www.oldtownsq.com	Ed Stoner President 1997
NR	7	TOUCHSTONE PROPERTY MANAGEMENT LLC 2850 McClelland Drive, Suite 1000 Fort Collins, CO 80525 970-223-5000/970-223-5282	N/A 527,460	N/A N/A	N/A N/A N/A	18 N/A	customer-service@touchstone-property.com www.touchstone-property.com	Kathy Louderback Managing agent 1979
NR	15	COLORADO ASSOCIATION SERVICES AN ASSOCIA MEMBER CO. 702 W. Drake Road, Bldg. B, Suite 1 Fort Collins, CO 80526 970-407-9990/970-407-9996	N/A N/A	N/A N/A	4 86 2	10 5	hkerwin@associacolorado.com www.associacolorado.com	Heather Kerwin Vice president 1998
NR	1	MOUNTAIN 'N' PLAINS PROPERTY MANAGEMENT INC. 920 S. Taft Hill Road Fort Collins, CO 80521 970-221-2323/970-221-5310	N/A N/A	N/A N/A	N/A N/A N/A	23 N/A	justinm@mountain-n-plains.com www.mountain-n-plains.com	Charlie Koons; Justin Morrison CPM Broker and Owner; Vice president 1979

Region surveyed includes Larimer and Weld counties, and the city of Brighton.
N/A-Not Available.
NR-Not ranked/no previous rank.
Companies that have not provided ranking data are listed alphabetically.
(1) Numbers represent both Fort Collins and Loveland offices.

Based upon responses to Business Report survey researched by Michael D. Wailes
To be considered for future lists, e-mail research@ncbr.com

Largest General Contractors

Ranked by revenues

RANK	PREV RANK	COMPANY ADDRESS PHONE/FAX	REVENUES 2008 REVENUES 2007	EMPLOYEES 2009 EMPLOYEES 2008	AREAS OF SPECIALTY	NOTABLE PROJECTS	E-MAIL WEB SITE	PERSON IN CHARGE W/ TITLE YEAR FOUNDED
1	1	HENSEL PHELPS CONSTRUCTION CO. 420 Sixth Ave., P.O. Box 0 Greeley, CO 80632 970-352-6565/970-352-9311	\$3,337,000,000 \$2,519,286,000	2,599 2,693	Commercial general contracting and LEED.	Colorado Convention Center, Pentagon, Hyatt Hotel, Webb Building.	mreizt@henselphelps.com www.henselphelps.com	Jerry L. Morgensen, Chairman and CEO; Jeffrey Wenaas, President 1937
2	2	FCI CONSTRUCTORS INC. 4001 N. Valley Drive Longmont, CO 80504 970-535-4725/970-535-4867	\$380,000,000 \$291,000,000	300 285	Commercial general contractor and construction management.	Mead High School, Frontier Refining Office Building, Kinard Jr. High School, Joint Forces Readiness Center.	sarmstrong@fcioi.com www.fcioi.com	Ed Forsman, President 1978
3	3	GH PHIPPS CONSTRUCTION COS. 5285 McWhinney Blvd., Suite 100 Loveland, CO 80538 970-776-5500/970-776-5501	\$287,000,000 \$212,177,474	300 400	Hospitals and other medical facilities, higher education facilities, K-12, high tech, office buildings, religious facilities.	The Children's Hospital (joint venture), Platte Valley Medical Center, Academy 20 Discovery Canyon School, United Power Headquarters.	Lisa.Knight@ghphipps.com www.ghphipps.com	Charlie Graft, CEO 1952
4	5	THE NEENAN CO. 2620 E. Prospect Road, Suite 100 Fort Collins, CO 80525 970-493-8747/970-493-5869	\$179,445,000 \$152,000,000	200 225	Design-build firm specializing in education, health care, municipal and commercial buildings.	New Belgium Brewery, Orthopedic Center of the Rockies, Mitchell Block (Bohemian Cos. headquarters), Front Range Orthopedic Clinic.	info@neenan.com www.neenan.com	David G. Neenan, Founder; Randy Myers, CEO and President 1966
5	4	ROCHE CONSTRUCTORS INC. 361 71st Ave. Greeley, CO 80634 970-356-3611/970-356-3619	\$143,998,345 \$163,852,137	110 110	Retail, office and banking, education, public works/corrections and industrial and manufacturing.	Orchard Town Center, Westminster.	info@rocheconstructors.com www.rocheconstructors.com	Thomas J. Roche, President 1971
6	7	ALLIANCE CONSTRUCTION SOLUTIONS LLC 2725 Rocky Mountain Ave., Suite 100 Loveland, CO 80538 970-663-9700/970-663-9750	\$79,000,000 \$79,000,000	55 61	Construction manager, general contractor, design build/assist construction services, LEED/sustainable building alternatives.	Northern Hotel Historical Renovation & Rangeview Office Bldg.	jhnotherdurft@allianceconstruction.com www.allianceconstruction.com	William H. Joyner, President 1982
7	8	DRAHOTA 4700 Innovation Drive, Bldg. C Fort Collins, CO 80525 970-204-0100/970-204-0200	\$68,000,000 \$72,000,000	50 59	Full-service construction; manager/general contractor staffed with LEED Accredited Professionals; experienced with LEED construction; Gold Partner with Climate Wise.	Sundance Professional Center, Loveland; Rangeview Three, Loveland; Skyline Center for Health, Loveland.	info@drahota.com www.drahota.com	Terry L. Drahota, President 1973
8	10	BRINKMAN PARTNERS 3003 E. Harmony Road, Suite 300 Fort Collins, CO 80528 970-206-4500/970-206-1011	\$64,166,742 \$31,146,539	53 40	Integrated real estate services, construction, development, real estate brokerage, vacation properties.	N/A	N/A www.brinkmanpartners.com	Paul E. Brinkman; Kevin Brinkman, Principals 2003
9	9	MARK YOUNG CONSTRUCTION INC. 7200 Miller Place Frederick, CO 80504-6609 303-776-1449/303-776-1729	\$52,000,000 \$48,915,000	105 105	Retail grocery, office, municipal, school and higher education construction.	CSU computer sciences building.	dcheuvaont@markyoungconstruction.com www.markyoungconstruction.com	David Guida, President 1989
10	NR	KRISCHE CONSTRUCTION INC. 605 Weaver Park Road Longmont, CO 80501 303-776-7643/303-776-9598	\$17,465,950 \$13,501,029	27 32	Commercial, municipal, community projects; medical, lab and educational buildings and upgrades. Pre-construction, estimating and project management services.	Alameda High School addition, Lodge at Hover Crossing.	info@krischeconstruction.com www.krischeconstruction.com	Daniel Krische, President 1987

Region surveyed is Brighton, Larimer and Weld counties.
N/A -Not Available
NR-Not Previously Ranked
Hall-Irwin Corp. & Affiliates, No. 6 in 2008, declined to participate.
Heath Construction declined to participate.
Growing Bear Co. Inc., No. 13 in 2008, declined to participate.
Sinnott Builders Inc., No. 12 in 2008, merged with Milender White Construction in Golden.

Based upon responses to Business Report survey researched by Michael D. Wailes
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Denver, CO 80203
303-832-2200/303-832-0400
acec@acec-co.org

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Person In Charge: Lauren Evans, President
www.acec-co.org

AMERICAN INSTITUTE OF ARCHITECTS OF COLORADO (AIA)
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Denver, CO 80202
303-446-2266/303-446-0066
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Person In Charge: Sonia Riggs, Executive director
www.aiacolorado.org

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carol@colo-ai.org
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Person In Charge: Carol Brooks
www.colo-ai.org

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Person In Charge: Michael Gifford, Executive director
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ASSOCIATION FOR FACILITIES ENGINEERING, ROCKY MOUNTAIN CHAPTER 70
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Bennett, CO 80102
303-329-5224/
b_wilske@comcast.net
Products/Services: Provides training, certification and other resources for plant and facility engineering, maintenance and operations professionals.
Person In Charge: Bryan Wilske
www.afe.org

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Denver, CO 80201-2559
303-374-8888/303-374-8888
Products/Services: Assist its members in developing their knowledge and increase their competency in all areas of building services. The association provides a professional arena for networking and fellowship. Monthly meetings include a technical presentation and luncheon.
Person In Charge: Jon Rasch, President
www.boac-colorado.org

CCIM INSTITUTE, COLORADO/WYOMING CHAPTER
c/o DMCAR, 4300 E. Warren Ave.
Denver, CO 80222
303-756-0553/303-756-0669
Products/Services: Provides education, networking and technology opportunities for Certified Commercial Investment Members.
www.ccim.com

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Denver, CO 80203
303-832-2200/303-832-0400
cccec@acec-co.org
Products/Services: Promotes public safety through certification of qualified engineers with administrative skills and professionalism.
Person In Charge: Les Botham, Chairman
www.acec-co.org/cccec

COMMERCIAL REAL ESTATE WOMEN
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Denver, CO 80221
303-346-1884/303-451-7567
Products/Services: Opportunities for networking business development and personal and professional growth; to facilitate the exchange of industry information; to advocate and support effective public policy; and to encourage and recognize leadership development of women in commercial real estate.
Person In Charge: Gail Mead
www.crewdenver.org

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info@dbiarockymountain.org
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Person In Charge: Brent Jones
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trade association working to promote education and ethical practice for members.
Person In Charge: Vicki Wagner, President
www.hbanco.com

INSTITUTE OF REAL ESTATE MANAGEMENT, NORTHERN COLORADO CHAPTER 17
c/o GF Solutions, 1395 Peninsula Circle
Castle Rock, CO 80104-3710
303-940-9442/303-680-9545
denvercpm@aol.com
Products/Services: Promotes ethical real estate management practices through educational programs and other events.
Person In Charge: Alexander H. Ringsby, SIOR, Executive director
www.iremdenver.org

IRES (INFORMATION AND REAL ESTATE SERVICES) LLC
2725 Rocky Mountain Ave., Suite 450
Loveland, CO 80538
970-593-9002
Fax: 970-593- 0900
info@ires-net.com
Products/Services: Multiple Listing Service database for Northern Colorado real estate professionals.
Person In Charge: Lauren Emery, CEO
www.ires-net.com

LAND TITLE ASSOCIATION OF COLORADO
P.O. Box 4604
Grand Junction, CO 81502-4604
303-813-9909/303-388-0936
Products/Services: Non-profit trade organization promoting title insurance issues in Colorado. Provides educational opportunities for members and outreach for communities and legislators.
Person In Charge: Eric Morgan, Executive director
www.ltac.org

NAIOP (NATIONAL ASSOCIATION OF INDUSTRIAL AND OFFICE PROPERTIES), COLORADO CHAPTER
1720 S. Bellaire St., Suite 110
Denver, CO 80222
303-782-0155/303-820-3844
admin@naiop-colorado.org
Products/Services: Facilitates communication and networking for commercial and industrial real estate professionals; provides a forum for continuing education and promotes effective public policy.
Person In Charge: Kathie Barstnar, Executive director
www.naiop-colorado.org

NORTHERN COLORADO COMMERCIAL ASSOCIATION OF REALTORS (NCCAR)
255 E. Monroe Drive, Suite 4
Fort Collins, CO 80525
970-222-4159
Fax: 970-232-3699
nancy@realtec.com
Products/Services: Realtor association covering Larimer and Weld counties. Membership requires national, state and local association membership as Realtor. All professionals are proficient in leasing and sales of commercial property, land, industrial, retail, office and investment properties. All members have access to comparable sales and leasing data in Larimer and Weld counties. Associates within this organization include designations of CCIM, SIOR, IREM and MIA.
Person In Charge: Sarah Grosball, Administrative executive
www.nccar.com

SEAC (STRUCTURAL ENGINEERS ASSOCIATION OF COLORADO)
c/o Martin/Martin, 12499 W. Colfax Ave., PMB 15150
Lakewood, CO 80215-3720
303-431-6100/303-456-9923
Products/Services: Promotes advancement of structural engineering for professionals and public safety.
Person In Charge: Rodd Merchant, President
www.seacolorado.org

TATANKA HISTORICAL ASSOCIATES INC.
612 S. College Ave., Suite 21
Fort Collins, CO 80524
970-221-1095
Fax: 970-221-1095

tatanka@verinet.com
Products/Services: Consulting on history and historical preservation projects.

U.S. GREEN BUILDING COUNCIL, COLORADO CHAPTER
1536 Wynkoop St., Suite 301
Denver, CO 80202
303-575-8537/
Person In Charge: Deb Kleinman, Executive director
http://chapters.usgbc.org/colorado/

ULI COLORADO (URBAN LAND INSTITUTE)
P.O. Box 13917
Denver, CO 80201-3917
303-893-1760/303-893-1762
Products/Services: Promotes responsible land practices and connects land use and development professionals through educational programs and events.
Person In Charge: Michael Leccese, Director
www.colorado.uli.org

WOMEN IN REAL ESTATE
c/o Holland & Hart, 555 17th St., Suite 3200
Denver, CO 80202
303-295-8000/303-295-8261
Person In Charge: Liz Sharrer, Chairman

CRE BROKERAGES

1ST AMERICAN PROPERTIES
1302 N. Cleveland Ave.
Loveland, CO 80537
970-663-6699
Fax: 970-663-5250
info@1stAmericanProperties.com
Person In Charge: Matt Di Guglielmo, Owner, Broker
www.1stamericanproperties.com

A. BRUCE JOHNSON & ASSOCIATES
801 Eighth St., Suite 220
Greeley, CO 80631
970-356-6110/
Products/Services: Farm, ranch and water sales, exchanges.
Person In Charge: Bruce Johnson

ABLE REAL ESTATE SERVICES
419 Canyon Ave., Suite 311
Fort Collins, CO 80521
970-482-9171
Fax: 970-482-0839
mmckenzie@a-r-e-s.net
Person In Charge: Mike McKenzie, President, Owner
www.ablerealestateservices.com

ANDERSON REALTY & MANAGEMENT
170 S. Saint Vrain
Estes Park, CO 80517
866-586-2950
Fax: 970-586-5113
Info@KeyToEstesPark.Com
Products/Services: Commercial and residential real estate.
Person In Charge: Judy Anderson
www.KeytoEstesPark.com

BANCWISE REAL ESTATE SOLUTIONS
144 N. Mason St., Suite 7
Fort Collins, CO 80524
970-282-9473
Fax: 970-282-9475
Products/Services: Mortgage bank that is also a full-service real estate brokerage that sells homes for a flat fee and provides traditional real estate services.
Person In Charge: Jeff Tyson
www.bancwisecolorado.com

BISETTI MANAGEMENT CO.
116 E. Oak St.
Fort Collins, CO 80524
970-472-4214/
Products/Services: Specialized real estate.
Person In Charge: Robert Bisetti

CHRISLAND COMMERCIAL REAL ESTATE INC.
2725 Rocky Mountain Ave., Suite 440
Loveland, CO 80538
970-663-3150
Fax: 970-663-3291
chrisland@chrislandcommercial.com
Products/Services: Commercial real estate brokerage, development, and advisory

services.
Person In Charge: Nick Christensen, Managing principal and President
www.chrislandcommercial-realestate.com

COLORADO & SANTA FE REAL ESTATE - TRIPOINTE
3001 Eighth Ave.
Evans, CO 80620
1-888-395-0504
Fax: 970-395-0501
Person In Charge: Marcel Arsenault, Chairman and CEO
www.coloradosantafe.com

CRAIG REALTY GROUP
5661 McWhinney Blvd.
Loveland, CO 80538
970-663-1916/
peggy@outletsofcolorado.com
Products/Services: Shopping-center development company.
Person In Charge: Daniel Hill, General manager
www.craigrealtygroup.com

DOBERSTEIN LEMBURG COMMERCIAL INC.
1531 Riverside Ave.
Fort Collins, CO 80524
970-221-1965/
Person In Charge: Daniel R. Bernth, Managing broker

EAGLE ROCK REALTY & MANAGEMENT LLC
1625 Pelican Lakes Point, Suite 201
Windsor, CO 80550
970-686-5828
Fax: 970-686-2768
rbach@watervalley.com
Products/Services: Trollico: Residential, commercial and retail real estate development. Pelican Lakes Golf Course and Fitness Center, WaterValley and Poudre Tech Aggregate.
Person In Charge: Ryan Bach, Owner
www.eaglerockre.com

EVERITT-MACMILLAN COMMERCIAL LLC
3003 E. Harmony Road, Suite 400
Fort Collins, CO 80528
970-226-1500
Fax: 970-223-4156
stu@everittcompanies.com
Products/Services: Regional commercial real estate development and brokerage services.
Person In Charge: Stuart MacMillan, Manager
www.everittmacmillan.com

EVERITT-MACMILLAN COMMERCIAL PARTNERS
3003 E. Harmony Road, Suite 400
Fort Collins, CO 80528
970-226-1500
Fax: 970-223-4156
stu@everittcompanies.com
Products/Services: Regional commercial real estate brokerage and property management services.
Person In Charge: Stuart MacMillan, Manager
www.everittmacmillan.com

HARMONY LLC
1 Old Town Square
Fort Collins, CO 80524
970-224-9444/

HARRISON RESOURCE CORP.
2725 Rocky Mountain Ave., Suite 400
Loveland, CO 80538
970-612-4100
Fax: 970-612-4106
Craig@harrisonresource.com
Products/Services: Land, mineral rights, water rights and commercial real estate.
Person In Charge: Craig Harrison, President
www.harrisonresource.com

JENSEN INVESTMENT GROUP
1220 S. College Ave.
Fort Collins, CO 80524
970-212-2420/
Person In Charge: Mike L. Jensen

KELLER WILLIAMS REALTY OF NORTHERN COLORADO
2580 E. Harmony Road, No. 201
Fort Collins, CO 80528
970-377-3700
Fax: 970-377-3701
klrw119@kw.com
Products/Services: Residential and commercial real estate brokerage, commercial real estate property management, development/redevelopment urban infill.
Person In Charge: JoAnn Johnston, Operating principal
www.northerncoloradohomes.com

LANDMARK COS. LLC
1919 65th Ave.
Greeley, CO 80634
970-506-0056
Fax: 970-330-8160
Person In Charge: Curtis Sears, Owner

LIVINGSTON REAL ESTATE & DEVELOPMENT
736 Whalers Way, Bldg. G, Suite 201
Fort Collins, CO 80525
970-266-0333
Fax: 970-204-0350
toml@qwest.net
Products/Services: Commercial real estate brokerage and project management and development.
Person In Charge: Tom Livingston, Owner
tomlrd.com

LOVELAND COMMERCIAL LLC
1043 Eagle Drive
Loveland, CO 80537
970-667-7000
Fax: 970-635-2514
nklein@lovelandcommercial.com
Products/Services: Commercial real estate brokerage, development, property management.
Person In Charge: Eric Holsapple, Co-owner
www.lovelandcommercial.com

MARCUS & MILLICHAP
3711 JFK Parkway, Suite 320
Fort Collins, CO 80525
970-267-3300
Fax: 970-267-3310

mark.wagner@marcusmillichap.com
Products/Services: Commercial real estate brokerage, development and investments.
Person In Charge: Adam Christofferson, Regional manager
www.marcusmillichap.com

MIDDEL REALTY
1407 S. College Ave.
Fort Collins, CO 80524
970-221-2300
Fax: 970-221-7247
Info@middelrealty.com
Person In Charge: Mark Middel, President
www.middelrealty.com

OLD TOWN SQUARE PROPERTIES
5 Old Town Square, Suite 216
Fort Collins, CO 80524
970-221-9332
Fax: 970-221-9341
estoner@oldtownsq.com
Products/Services: Commercial sales and leasing.
Person In Charge: Ed Stoner, President
www.oldtownsq.com

PRUDENTIAL ROCKY MOUNTAIN REALTORS*
3780 E. 15th St.
Loveland, CO 80538
970-667-2510
Fax: 970-667-2604
jwarnock@prumr.com
Products/Services: Real estate-residential, commercial, investment, farm/ranch and land development.
Person In Charge: John Warnock, President
www.prudentialrockymountain.com
* Formerly Prudential Warnock Realty Co.

RE/MAX ACTION BROKERS
4102 S. Timberline Road
Fort Collins, CO 80525
970-229-9200
Fax: 970-229-9230
jcrawford@frii.net
Person In Charge: Jerry Crawford, Managing broker
www.realestateactionbrokers.com

RE/MAX ALLIANCE-FORT COLLINS DOWNTOWN
215 W. Oak St. Suite 102
Fort Collins, CO 80521
970-482-1781
Fax: 970-225-0118
information@commercial-inc.com
www.commercialinnortherncolorado.com, www.homesincolorado.com

RE/MAX ALLIANCE-FORT COLLINS SOUTH*
4703-A Boardwalk Drive
Fort Collins, CO 80525
970-206-8300
Fax: 970-225-0118
information@commercial-inc.com
Person In Charge: B.J. Johanningmeier
www.commercialintherncolorado.com, www.homesincolorado.com
* Numbers reflect totals of Ft. Collins, Greeley, Loveland, and Windsor offices.

RE/MAX ALLIANCE-GREELEY
5546 W. 19th St., Suite 150
Greeley, CO 80634
970-330-5000
Fax: 970- 330-5100
information@commercial-inc.com
Products/Services: Real estate brokerage, residential and commercial.
www.commercialinnortherncolorado.com, www.homesincolorado.com

RE/MAX ALLIANCE-LOVELAND
750 W. Eisenhower Blvd.
Loveland, CO 80537
970-669-1234
Fax: 970-669-3030
information@commercial-inc.com
www.commercialintherncolorado.com, www.homesincolorado.com

RE/MAX ALLIANCE-WINDSOR
4630 Royal Vista Cr.
Windsor, CO 80528
970-686-6888
Fax: 970-223-5030

information@commercial-inc.com
www.commercialintherncolorado.com, www.homesincolorado.com

REALTEC COMMERCIAL REAL ESTATE SERVICES INC.
255 E. Monroe Drive, Suite 4
Fort Collins, CO 80525
970-229-0099
Fax: 970-282-1080
realtec@realtec.com
Person In Charge: Michael Ehler, Managing broker
www.realtec.com

REALTEC COMMERCIAL REAL ESTATE SERVICES OF LOVELAND
350 E. Seventh St., Suite 2
Loveland, CO 80537
970-593-9900
Fax: 970-593-9901
Products/Services: Commercial real estate brokerage.
Person In Charge: Thomas Reznik, Managing broker
www.realtec.com

SPERRY VAN NESS/THE GROUP COMMERCIAL LLC*
2020 Caribou Drive, Suite 201
Fort Collins, CO 80525
970-207-0700
Fax: 970-282-0785
steve.kawulok@svn.com
Products/Services: Full service commercial real estate brokerage firm. Leasing, sales, consultation. Retail, industrial, office, land, business opportunities, investment properties.
Person In Charge: Steve Kawulok, Managing director
www.svnco.com

* Numbers reflect The Group Commercial Jan. - Nov., Sperry Van Ness in Dec.

STANFORD REAL ESTATE LLC
3555 Stanford Road, Suite 204
Fort Collins, CO 80525
970-226-1414
Fax: 970-226-3348
Person In Charge: Tom Peterson, Principal

SULLIVANHAYES BROKERAGE
3711 John F. Kennedy Parkway, Suite 310
Fort Collins, CO 80525
970-493-2393
Fax: 970-221-9620
dtamlin@sullivanhayes.com, enichols@sullivanhayes.com
Person In Charge: Debbie Tamlin; Eric Nichols
www.sullivanhayes.com

THE GROUP INC. REAL ESTATE - GREELEY
3257 20th St.
Greeley, CO 80634
970-392-0700/
contactus@thegroupinc.com
Products/Services: Residential and commercial full service real estate brokerage.
Person In Charge: Don Tennesen, Managing broker
www.thegroupinc.com

THE GROUP INC. REAL ESTATE - HARMONY
2803 E. Harmony Road
Fort Collins, CO 80528
970-229-0700
Fax: 970-223-7887
hgray@thegroupinc.com
Products/Services: Residential and commercial full service real estate brokerage.
Person In Charge: Sharienne Daily, Employing broker
www.thegroupinc.com

THE GROUP INC. REAL ESTATE - HORSETOOTH
375 E. Horsetooth Road, Bldg. 1
Fort Collins, CO 80525
970-229-0700/
Products/Services: Residential and commercial full service real estate brokerage.
Person In Charge: Susan Orth, Managing broker, partner
www.thegroupinc.com

THE GROUP INC. REAL ESTATE - LOVELAND
1401 W. 29th St.
Loveland, CO 80538
970-663-0700/
Products/Services: Residential and commercial full service real estate brokerage.
Person In Charge: Nick


Hansen, Managing broker
www.thegroupinc.com

THE GROUP INC. REAL ESTATE - LOVELAND CENTERRA
5401 Stone Creek Circle
Loveland, CO 80538
970-613-0700/
Products/Services: Residential and commercial full service real estate brokerage.
Person In Charge: Ceri Anderson, Managing broker, partner
www.thegroupinc.com


THE GROUP INC. REAL ESTATE - MULBERRY
401 W. Mulberry St.
Fort Collins, CO 80521
970-229-0700/
contactus@thegroupinc.com
Products/Services: Residential and commercial full service real estate brokerage.
Person In Charge: Susie Ewing, Managing broker
www.thegroupinc.com

THE W.W. REYNOLDS COS.
1600 Specht Point Road, Suite 101
Fort Collins, CO 80525
970-482-4800
Fax: 970-221-5009
johns@wwreynolds.com
Products/Services: Commercial property management, developer.
Person In Charge: John G. Slack, Agent
www.wwreynolds.com


THOMAS & TYLER LLC
710 11th Ave., Suite L-75
Greeley, CO 80631
970-351-8888
Fax: 970-378-8708
drew@thomasandtyler.com
Person In Charge: T. Drew Notestine, Manager
www.thomasandtyler.com



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**UNITED COUNTRY
REAL ESTATE**
1211 Lake Ave., No. 1B
Berthoud, CO 80513
970-344-1500
Fax: 970-344-1118
lcgiii@msn.com
Person In Charge: Louis
Gassner, Broker/Owner
www.unitedcountry.com

Z CORP REAL ESTATE
2601 Lemay Ave., Suite 7103
Fort Collins, CO 80525
970-482-8877
Fax: 970-482-0254
johnzell@zcorprealstate.com
Products/Services:
Development and land sales,
investment properties, residential
sales.
Person In Charge: John Zell,
Managing broker
www.zcorprealstate.com

COMMERCIAL LENDERS

ADAMS BANK & TRUST
1201 Lake Ave.
Berthoud, CO 80525
970-532-1800
Fax: 970-532-1802
info@abtbank.com
Products/Services: Deposit
accounts, CODs, loans, Telebanc,
online banking, Visa check cards,
insurance, trust services and
investments/securities.
www.abtbank.com

ADAMS BANK & TRUST
8308 Colorado Blvd.
Firestone, CO 80520
303-833-3575/303-722-3488
info@abtbank.com
Products/Services:
Agricultural, commercial, con-
sumer and real estate loans.
Person In Charge: Dennis R.
Johnson, President
www.abtbank.com

ADAMS BANK & TRUST
7800 S. College Ave.
Fort Collins, CO 80525
970-532-1800
Fax: 970-532-1802
info@abtbank.com
Products/Services:
Commercial bank.
Person In Charge: Dennis R.
Johnson, President
www.abtbank.com

ADVANTAGE BANK
4532 McMurry Ave., Suite 100
Fort Collins, CO 80525
970-204-0450
Fax: 970-204-1535
Products/Services: Banking
and financial services.
Person In Charge: Bryan
Guest, Branch president
www.advantagebanks.com

ADVANTAGE BANK
1801 59th Ave.
Greeley, CO 80634
970-353-0047
Fax: 970-353-0433
customerservice@advantage-
banks.com
Products/Services: Banking
and financial services.
Person In Charge: Chris
Jeavons, Branch president
www.advantagebanks.com

ADVANTAGE BANK
1475 N. Denver Ave.
Loveland, CO 80538
970-613-1982
Fax: 970-613-1853
customerservice@advantage-
banks.com
Products/Services: Banking
and financial services.
Person In Charge: Tom
Chinnock, CEO
www.advantagebanks.com

BANK OF CHOICE
3635 23rd Ave.
Evans, CO 80620
970-506-1000
Fax: 970-506-1937
Products/Services: Loans and
banking services.
Person In Charge: Darrell D.
McAllister, CEO
www.BankofChoiceOnline.com

BANK OF CHOICE
1044 W. Drake
Fort Collins, CO 80525
970-224-1500
Fax: 970-494-3494
Products/Services: Loans and
banking services.
Person In Charge: Darrell D.
McAllister, CEO
www.BankofChoiceOnline.com

BANK OF CHOICE
4532 Boardwalk Drive
Fort Collins, CO 80526
970-266-0200
Fax: 970-229-1161
Products/Services: Loans and
banking services.
Person In Charge: Darrell D.
McAllister
www.bankofchoiceonline.com

BANK OF CHOICE
3780 W. 10th St.
Greeley, CO 80634
970-352-6400
Fax: 970-352-5282
Products/Services: Loans and
banking services.
Person In Charge: Darrell D.
McAllister, CEO
www.BankofChoiceOnline.com

BANK OF CHOICE
7251 W. 20th Street
Greeley, CO 80634
970-339-5600
Fax: 970-339-5848
Products/Services: Loans and
banking services.
Person In Charge: Darrell D.
McAllister, CEO
www.bankofchoiceonline.com

BANK OF CHOICE
370 Justin Ave.
Platteville, CO 80651
9707852000/9707852590
Products/Services: Loans and
banking services.
Person In Charge: Darrell D.
McAllister, CEO
www.BankofChoiceOnline.com

BANK OF CHOICE
1270 Automation Drive
Windsor, CO 80550
970-674-3434
Fax: 970-674-3737
Products/Services: Loans and
banking services.
Person In Charge: Darrell D.
McAllister, CEO
www.BankofChoiceOnline.com

BANK OF COLORADO
312 Collins St.
Eaton, CO 80615
970-454-1414
Fax: 970-454-1420
matt.pletcher@bankofcolorado.c
om
Products/Services:
Agricultural, commercial and
personal banking.
Person In Charge: Matthew S.
Pletcher, Branch manager
www.bankofcolorado.com

BANK OF COLORADO
533 Big Thompson Ave.
Estes Park, CO 80517
970-586-8185
Fax: 970-586-8006
Products/Services:
Agricultural, commercial and
personal banking.
Person In Charge: Brad Sishc,
President
www.bankofcolorado.com

BANK OF COLORADO
1609 E. Harmony Road
Fort Collins, CO 80525
970-206-1160
Fax: 970-206-1156
Person In Charge: Tom
Goding, President
www.bankofcolorado.com

BANK OF COLORADO
1102 Lincoln Ave.
Fort Collins, CO 80524
970-223-8200
Fax: 970-223-8201
Products/Services:
Agricultural, commercial and
personal banking.
www.bankofcolorado.com

BANK OF COLORADO
111 S. Rollie Ave.
Fort Lupton, CO 80621
303-857-3400/303-857-3401
Products/Services:
Agricultural, commercial and
personal banking.
Person In Charge: Tom
Goding, President
www.bankofcolorado.com

BANK OF COLORADO
605 Fourth St.
Fort Lupton, CO 80621
303-857-3400/303-857-3401
Products/Services:
Agricultural, commercial and
personal banking.
Person In Charge: Tom
Goding, President
www.bankofcolorado.com

BANK OF COLORADO
3640 W. 10th St.
Greeley, CO 80634

970-506-0100
Fax: 970-506-0093
gludlow@pinnbank.com
Products/Services:
Agricultural, commercial and
personal banking.
Person In Charge: Greg
Ludlow, Branch president
www.bankofcolorado.com

BANK OF COLORADO
4848 Thompson Parkway, Suite
100
Johnstown, CO 80534
970-663-7600
Fax: 970-663-7601
www.bankofcolorado.com

BANK OF COLORADO
1041 Main St.
Windsor, CO 80550
970-686-7631
Fax: 970-686-9246
Tom.prenger@bankofcolorado.co
m
Products/Services:
Agricultural, commercial and
personal banking.
Person In Charge: Tom
Prenger, Branch president
www.bankofcolorado.com

BANK OF THE WEST
415 Mountain Ave.
Berthoud, CO 80513
970-532-1000
Fax: 970-532-1100
Products/Services: Banking
services, including loans and
banking services for the agricul-
ture community.
Person In Charge: Kim
Buxbaum, Branch manager
www.bankofthewest.com

BANK OF THE WEST
1795 E. Bridge St.
Brighton, CO 80601
303-202-5330/303-659-7639
Products/Services: Banking
services, including loans and
banking services for the agricul-
ture community.
Person In Charge: David
Benevides, Branch manager
www.bankofthewest.com

BANK OF THE WEST
1075 W. Horsetooth Road
Fort Collins, CO 80526
970-267-2700
Fax: 970-223-7438
Products/Services: Banking
services, including loans and
banking services for the agricul-
ture community.
www.bankofthewest.com

BANK OF THE WEST
181 W. Boardwalk Drive
Fort Collins, CO 80525
970-797-3734
Fax: 970-225-3916
wanda.zimmerman@bankofthev
est.com
Products/Services: Banking
services: including personal and
business accounts, personal and
business loans, mortgages,
investments and banking services
for the agriculture community.
Person In Charge: Wanda
Zimmerman, Branch manager
www.BankoftheWest.com

BANK OF THE WEST
1437 E. Mulberry St.
Fort Collins, CO 80524
970-267-3700
Fax: 970-493-2857
Products/Services: Banking
services, including loans and
banking services for the agricul-
ture community.
www.bankofthewest.com

BANK OF THE WEST
1111 11th St.
Greeley, CO 80631
970-353-2640
Fax: 970-352-2773
Products/Services: Banking
services, including loans and
banking services for the agricul-
ture community.
Person In Charge: Nadine
Trujillo-Rogers, Branch manager
www.bankofthewest.com

BANK OF THE WEST
4290 W. 10th St.
Greeley, CO 80634
970-352-0077
Fax: 970-353-1495
Products/Services: Banking
services, including loans and
banking services for the agricul-
ture community.
Person In Charge: Jeri Custer,
Branch manager
www.bankofthewest.com

BANK OF THE WEST
303 E. Sixth St.

Loveland, CO 80537
970-667-5150
Fax: 970-669-7164
Products/Services: Banking
services, including loans and
banking services for the agricul-
ture community.
www.bankofthewest.com

CACHE BANK AND TRUST
100 S. College Ave.
Fort Collins, CO 80524
970-493-4111
Fax: 970-493-1324
lreeves@cachebankandtrust.com
Products/Services: Loans and
banking services for commercial
and personal entities.
Person In Charge: Byron W.
Bateman, President; Lorna
Reeves, SVP, Branch manager
www.cachebankandtrust.com

CACHE BANK AND TRUST
4601 W. 20th St.
Greeley, CO 80634
970-351-8600
Fax: 970-351-7878
jredfern@cachebankandtrust.com
Products/Services: Loans and
banking services for commercial
and personal entities.
Person In Charge: Byron W.
Bateman, President
www.cachebankandtrust.com

CACHE BANK AND TRUST
924 11th St.
Greeley, CO 80631
970-506-7183
Fax: 970-351-6272
Products/Services: Loans and
banking services for commercial
and personal entities.
Person In Charge: Byron W.
Bateman, President
www.cachebankandtrust.com

**CAPITAL WEST
NATIONAL BANK**
2108 Milestone Drive
Fort Collins, CO 80525
970-282-2400
Fax: 970-282-8945
questions@cwnbank.com
Products/Services: Full-service
community commercial bank.
Person In Charge: Steve
Hogan, President
www.cwnbank.com

CHASE BANK
11040 Colorado Blvd.
Firestone, CO 80504
Products/Services: Full-service
banking.
Person In Charge: Eric
Biberstine, Branch manager
www.chase.com

CHASE BANK
2000 S. College Ave.
Fort Collins, CO 80525
970-622-7603
Fax: 970-484-7063
Products/Services: Consumer
and business checking and sav-
ings, investments, mortgages,
SBA loans.
Person In Charge: Sheida
Azimi, Branch manager
www.chase.com

CHASE BANK
731 S. Lemay Ave.
Fort Collins, CO 80524
970-622-7702
Fax: 970-224-9601
Person In Charge: Justin
Simpson, Branch manager
www.chase.com

CHASE BANK
4603 Boardwalk Drive
Fort Collins, CO 80528
970-282-8626/
Person In Charge: Laura
Brigham, Branch manager
www.chase.com

CHASE BANK
2820 E. Harmony Road
Fort Collins, CO 80528
970-377-9599/
www.chase.com

CHASE BANK
822 Seventh St.
Greeley, CO 80631
970-392-3203
Fax: 970-395-7359
Products/Services: Full-service
banking.
Person In Charge: Eric
Biberstine, Branch manager
www.chase.com

CHASE BANK
2600 W. 10th St.
Greeley, CO 80631
970-392-3330
Fax: 970-353-0109
Products/Services: Full-service
banking.

Person In Charge: Cyndi
Ingram, Branch manager
www.chase.com

CHASE BANK
4719 W. 29th
Greeley, CO 80634
970-339-3238/
www.chase.com

CHASE BANK
200 E. Seventh St.
Loveland, CO 80537
970-622-7444
Fax: 970-622-7466
Products/Services: Full-service
banking.
Person In Charge: Shirley
Choury, Branch manager
www.chase.com

CHASE BANK
1905 W. Eisenhower Blvd.
Loveland, CO 80537
970-622-7679/
Person In Charge: Suzie Allen,
Branch manager
www.chase.com

CHASE BANK
975 N. Lincoln Ave.
Loveland, CO 80537
970-622-7444
Fax: 970-635-5700
Products/Services: Full-service
banking.
www.chase.com

CHASE BANK
1595 Main St.
Windsor, CO 80550
970-686-2867/
www.chase.com

**COLORADO
COMMUNITY BANK**
3650 35th Ave.
Evans, CO 80620
970-339-8430
Fax: 970-339-8431
ddougherty@coloradocommuni-
tybank.com
Products/Services: Personal
and commercial banking, com-
mercial and consumer loans.
Person In Charge: Dennis
Dougherty, Branch president
www.coloradocommunitybank.c
om

**COLORADO
COMMUNITY BANK**
5855 Firestone Blvd.
Firestone, CO 80504
720-652-7255/720-652-7265
Products/Services: Personal
and commercial banking, com-
mercial and consumer loans.
www.coloradocommunitybank.c
om

**COLORADO
COMMUNITY BANK**
6222 W. Ninth St.
Greeley, CO 80634
970-330-6090
Fax: 970-330-7819
Products/Services: Banking
Person In Charge: Max Ellis,
President
www.coloradocommunitybank.c
om

**COLORADO
COMMUNITY BANK**
10 Angove Ave.
Johnstown, CO 80534
970-587-2160
Fax: 970-587-5186
Products/Services: Personal
and commercial banking, com-
mercial and consumer loans.
Person In Charge: Bill Bowlds,
Branch president
www.coloradocommunitybank.c
om

**COLORADO
COMMUNITY BANK**
1050 Eagle Drive
Loveland, CO 80537
970-278-0040
Fax: 970-278-0038
Products/Services: Personal
and commercial banking, com-
mercial and consumer loans.
Person In Charge: Harry
Morgan
www.coloradocommunitybank.c
om

**COLORADO
COMMUNITY BANK**
1300 Broad St.
Milliken, CO 80543
970-587-2880
Fax: 970-587-5203
Person In Charge: Michele
Keller
www.coloradocommunitybank.c
om

**COLORADO
COMMUNITY BANK**
3 S. Timber Ridge Parkway
Severance, CO 80546
970-686-9090
Fax: 970-686-9197
Products/Services: Personal
and commercial banking, com-
mercial and consumer loans.
www.coloradocommunitybank.c
om

**COLORADO
COMMUNITY BANK**
317 S. Main St.
Yuma, CO 80759
970-848-3500
Fax: 970-848-0909
Products/Services: Personal
and commercial banking, com-
mercial and consumer loans.
www.coloradocommunitybank.c
om

COMPASS BANK
3131 S. College Ave.
Fort Collins, CO 80525
970-266-9090/
www.compassweb.com

COMPASS BANK
3501 W. 12th St.
Greeley, CO 80634
970-356-3760/
Person In Charge: Michael
McClure, President
www.compassweb.com

COMPASS BANK
5275 McWhinney Blvd.
Loveland, CO 80538
970-622-8080
Fax: 970-663-4384
amy.olinger@compassbank.com
www.compassweb.com

FARMERS BANK
119 First St.
Ault, CO 80610
970-834-2121
Fax: 970-834-1351
info@farmersbank-weld.com
Products/Services: Full-service
bank.
Person In Charge: Fred J.
Bauer
www.farmersbank-weld.com

FARMERS BANK
713 S. Lemay Ave.
Fort Collins, CO 80524
970-221-2020
Fax: 970-834-1862
info@farmersbank-weld.com
Products/Services: Full-service
bank.
www.farmersbank-weld.com

FIRST COMMUNITY BANK*
785 Cheeseman
Erie, CO 80516
303-828-0888/303-729-3770
Person In Charge: James Sites,
Branch manager
www.fcbcolo.com
* Became Great Western Bank on
June 27, 2009.

FIRST COMMUNITY BANK*
3711 JFK Parkway, Suite 100
Fort Collins, CO 80525
970-225-4907
Fax: 970-225-4905
rstumbaugh@fcbcolo.com
Person In Charge: Ron Pino,
Branch manager
www.fcbcolo.com
* Became Great Western Bank on
June 27, 2009.

FIRST NATIONAL BANK
1600 East Bridge St.
Brighton, CO 80601
800-883-8773/
Products/Services: Full-service
bank.
Person In Charge: Candi Lock,
Branch manager
www.1stnationalbank.com

FIRST NATIONAL BANK
155 E. Boardwalk Drive
Fort Collins, CO 80525
970-495-9450/
Products/Services: Full-service
bank.
Person In Charge: Kay Garcia,
Branch manager
www.1stnationalbank.com

FIRST NATIONAL BANK
1600 N. College Ave.
Fort Collins, CO 80524
970-495-9450/
Products/Services: Full-service
bank.
Person In Charge: Kerrie
Verba, Branch manager
www.1stnationalbank.com

FIRST NATIONAL BANK
2100 W. Drake Road
Fort Collins, CO 80526
970-495-9450/
Products/Services: Full-service bank.
Person In Charge: Angie Penland, Branch manager
www.1stnationalbank.com

FIRST NATIONAL BANK
4603 S. Timberline Road
Fort Collins, CO 80528
970-495-9450/
Products/Services: Full-service bank.
Person In Charge: Kay Garcia, Branch manager
www.1stnationalbank.com

FIRST NATIONAL BANK
Lory Student Center - CSU
Fort Collins, CO 80523
970-495-9450/
Products/Services: Full-service bank.
Person In Charge: Angie Penland, Branch manager
www.1stnationalbank.com

FIRST NATIONAL BANK
205 W. Oak St.
Fort Collins, CO 80521
970-495-9450/
Products/Services: Full-service bank.
Person In Charge: Angie Penland, Branch manager
www.1stnationalbank.com

FIRST NATIONAL BANK
112 Denver Ave.
Fort Lupton, CO 80621
800-883-8773/
Products/Services: Full-service bank.
Person In Charge: Alex Craig, Branch manager
www.1stnationalbank.com

FIRST NATIONAL BANK
920 54th Ave.
Greeley, CO 80634
970-495-9450/
Products/Services: Full-service bank.
Person In Charge: Alex Craig, Branch manager
www.1stnationalbank.com

FIRST NATIONAL BANK
1701 23rd Ave.
Greeley, CO 80634
970-495-9450/
Products/Services: Full-service bank.
Person In Charge: Alex Craig, Branch manager
www.1stnationalbank.com

FIRST NATIONAL BANK
100 Johnstown Center Drive
Johnstown, CO 80534
970-495-9450/
Products/Services: Full-service bank.
Person In Charge: Jane Sharp, Branch manager
www.1stnationalbank.com

FIRST NATIONAL BANK
301 First St.
Kersey, CO 80644
970-495-9450/
Products/Services: Full-service bank.
Person In Charge: Alex Craig, Branch manager
www.1stnationalbank.com

FIRST NATIONAL BANK
1450 N. Boyd Lake Road
Loveland, CO 80538
970-495-9450/
Products/Services: Full-service bank.
Person In Charge: Jane Sharp, Branch manager
www.1stnationalbank.com

FIRST NATIONAL BANK
750 N. Lincoln Ave.
Loveland, CO 80537
970-495-9450/
Products/Services: Full-service bank.
Person In Charge: Jane Sharp, Branch manager
www.1stnationalbank.com

FIRST NATIONAL BANK
390 Justin Ave.
Platteville, CO 80651
970-495-9450/
Products/Services: Full-service bank.
Person In Charge: Alex Craig, Branch manager
www.1stnationalbank.com

FIRST NATIONAL BANK
4100 Harrison Ave.
Wellington, CO 80549
970-495-9450/

Products/Services: Full-service bank.
Person In Charge: Kerrie Verba, Branch manager
www.1stnationalbank.com

FIRST NATIONAL BANK
1505 Main St.
Windsor, CO 80550
970-495-9450/
Products/Services: Full-service bank.
Person In Charge: Jane Sharp, Branch manager
www.1stnationalbank.com

FIRST NATIONAL BANK OF ESTES PARK
241 Park Lane
Estes Park, CO 80517
970-586-4485
Fax: 970-586-0517
dsutter@fnbestes.com
Person In Charge: David Taylor
www.fnbestes.com

FIRST NATIONAL BANK OF ESTES PARK
501 St. Vrain Lane, Suite 100
Estes Park, CO 80517
970-577-1234
Fax: 970-577-9175
dsutter@fnbestes.com
Person In Charge: David Taylor
www.fnbestes.com

FIRSTBANK OF NORTHERN COLORADO
1013 E. Harmony Road
Fort Collins, CO 80525
970-223-4000
Fax: 970-282-3925
Products/Services: Full-service consumer and commercial banking.
Person In Charge: Patrick M. Brady, President
www.efirstbank.com

FIRSTBANK OF NORTHERN COLORADO
2315 S. College Ave.
Fort Collins, CO 80525
970-493-1700
Fax: 970-282-3925
Products/Services: Full-service consumer and commercial banking.
Person In Charge: Patrick M. Brady, President
www.efirstbank.com

FIRSTBANK OF NORTHERN COLORADO
1015 S. Taft Hill Road
Fort Collins, CO 80521
970-493-0200/
Products/Services: Full-service consumer and commercial banking.
Person In Charge: Patrick M. Brady, President
www.efirstbank.com

FIRSTBANK OF NORTHERN COLORADO
2644 S. Timberline Road
Fort Collins, CO 80525
970-267-9500/
Products/Services: Full-service consumer and commercial banking.
Person In Charge: Patrick M. Brady, President
www.efirstbank.com

FIRSTBANK OF NORTHERN COLORADO
2901 23rd Ave.
Greeley, CO 80631
970-339-9000
Fax: 970-339-2795
Products/Services: Full-service consumer and commercial banking.
Person In Charge: Patrick M. Brady

FIRSTBANK OF NORTHERN COLORADO
4322 Ninth Street Road
Greeley, CO 80634
970-506-4477
Fax: 970-506-4488
Products/Services: Full-service consumer and commercial banking.
Person In Charge: Patrick M. Brady, President
www.efirstbank.com

FIRSTBANK OF NORTHERN COLORADO
225 E. 29th St.
Loveland, CO 80538
970-669-4000/
Products/Services: Full-service consumer and commercial banking.
Person In Charge: Patrick M. Brady, President
www.efirstbank.com

FIRSTBANK OF NORTHERN COLORADO
1352 W. Eisenhower Blvd.
Loveland, CO 80537
970-669-4000/
Products/Services: Full-service consumer and commercial banking.
Person In Charge: Patrick M. Brady, President
www.efirstbank.com

FIRSTBANK OF NORTHERN COLORADO
1510 Main St.
Windsor, CO 80550
970-674-2900/
Products/Services: Full-service consumer and commercial banking.
Person In Charge: Patrick M. Brady, President
www.efirstbank.com

FIRSTIER BANK
2695 Rocky Mountain Ave., Suite 110
Loveland, CO 80538
970-278-4278/
Person In Charge: Timothy Wiens, CEO
www.firstierbank.com

FORT COLLINS COMMERCE BANK
3700 S. College Ave., Unit 102
Fort Collins, CO 80525
970-204-1010
Fax: 970-204-1590
ebank@fortcollinscommerce-bank.com
Products/Services: Banking and financial services.
Person In Charge: Gerard Nalezny, Co-founder
www.fortcollinscommercebank.com

GUARANTY BANK & TRUST CO.
807 Mountain Ave.
Berthoud, CO 80513
970-532-2676
Fax: 970-532-8131
debbie.davis@guarantybankco.com
Products/Services: Full-service banking and loans. Construction financing, SBA lending, commercial and consumer.
Person In Charge: Linda Timmerman, Branch Manager
www.guarantybankco.com

GUARANTY BANK & TRUST CO.
100 Oak Ave.
Eaton, CO 80615
970-454-3456
Fax: 970-454-2457
Products/Services: Full-service banking and loans.
Person In Charge: Robert Burke, Branch manager
www.guarantybankco.com

GUARANTY BANK & TRUST CO.
1550 E. Harmony Road
Fort Collins, CO 80525
970-204-0505
Fax: 970-204-6857
Products/Services: Full-service banking and loans.
Person In Charge: Daniel M. Quinn, CEO and President; Laurie Hart, Branch manager
www.guarantybankco.com

GUARANTY BANK & TRUST CO.
1210 E. Mulberry St.
Fort Collins, CO 80524
970-454-4220
Fax: 970-224-3889
Products/Services: Deposits, loans and trust services.
Person In Charge: Laurie Hart, Branch manager
www.guarantybankco.com

GUARANTY BANK & TRUST CO.
4650 Royal Vista Circle
Fort Collins, CO 80528
970-266-0505
Fax: 970-225-9045
Products/Services: Full-service banking including savings, checking, IRAs, CDs, agriculture loans, etc.
Person In Charge: Robert Burke
www.guarantybankco.com

GUARANTY BANK & TRUST CO.
2900 S. College Ave.
Fort Collins, CO 80525
970-223-3535
Fax: 970-266-2040
Products/Services: Full-service banking and loans.
Person In Charge: Laurie Hart, Branch manager
www.guarantybankco.com

GUARANTY BANK & TRUST CO.
930 11th Ave.
Greeley, CO 80631
970-356-3456
Fax: 970-454-4245
Products/Services: Full-service banking and loans.
Person In Charge: Robert Burke, Branch manager
www.guarantybankco.com

GUARANTY BANK & TRUST CO.
3151 N. Garfield Ave.
Loveland, CO 80538
970-267-6906
Fax: 970-267-6908
Products/Services: Financial services, commercial loans, cash management, agricultural loans, construction loans.
Person In Charge: Linda Timmerman, Branch manager
www.guarantybankco.com

GUARANTY BANK & TRUST CO.
1401 S. Taft Ave.
Loveland, CO 80537
970-278-1547
Fax: 970-267-6925
Products/Services: Full-service banking and loans.
Person In Charge: Linda Timmerman, Branch manager
www.guarantybankco.com

HOME STATE BANK
310 Mountain Ave.
Berthoud, CO 80513
970-203-6100/
bank@homestatebank.com
Products/Services: Banking and loans.
Person In Charge: Harry Devereaux, President
www.homestatebank.com

HOME STATE BANK
303 E. Mountain Ave.
Fort Collins, CO 80524
970-622-7188
Fax: 970-224-4180
bank@homestatebank.com
Products/Services: Banking and loans.
Person In Charge: Harry Devereaux, President
www.homestatebank.com

HOME STATE BANK
2337 S. Shields St.
Fort Collins, CO 80526
970-203-6100/
bank@homestatebank.com
Products/Services: Banking and loans.
Person In Charge: Harry Devereaux, President
www.homestatebank.com

HOME STATE BANK
3227 Timberline Road
Fort Collins, CO 80525
970-203-6100
Fax: 970-669-1491
Person In Charge: Harry Devereaux, President
www.homestatebank.com

HOME STATE BANK
1355 E. Eisenhower Blvd.
Loveland, CO 80538
970-622-7198
Fax: 970-669-6228
bank@homestatebank.com
Products/Services: Banking and loans.
Person In Charge: Harry Devereaux, President
www.homestatebank.com

HOME STATE BANK
935 N. Cleveland Ave.
Loveland, CO 80537
970-203-6100
Fax: 970-669-6228
bank@homestatebank.com
Products/Services: Banking and loans.
Person In Charge: Harry Devereaux, President
www.homestatebank.com

HOME STATE BANK
2695 W. Eisenhower Blvd.
Loveland, CO 80537
970-203-6100
Fax: 970-669-1491
Person In Charge: Harry Devereaux, President
www.homestatebank.com

HOME STATE BANK
300 E. 29th St.
Loveland, CO 80538
970-203-6100
Fax: 970-669-1491
Person In Charge: Harry Devereaux, President
www.homestatebank.com

HOME STATE BANK
7499 Westgate Drive
Windsor, CO 80528
970-206-6100/

bank@homestatebank.com
Products/Services: Banking and loans.
Person In Charge: Harry Devereaux, President
www.homestatebank.com

HOME STATE BANK - MORTGAGE DIVISION
2695 W. Eisenhower Blvd.
Loveland, CO 80537
970-461-2292
Fax: 970-669-6228
debbie.doyel@homestatebank.com
Products/Services: All types of mortgage products for owner-occupied and investment real estate.
Person In Charge: Harry Devereaux, President
www.homestatebank.com

KEYBANK OF COLORADO
541 Big Thompson Ave.
Estes Park, CO 80517
970-586-2364/
Products/Services: Banking services.
www.keybank.com

KEYBANK OF COLORADO
300 W. Oak St.
Fort Collins, CO 80521
970-482-3216
Fax: 970-221-2811
www.keybank.com

KEYBANK OF COLORADO
100 E. Drake Road
Fort Collins, CO 80525
970-494-2480/
Products/Services: Banking services.
www.keybank.com

KEYBANK OF COLORADO
1130 Haxton Drive
Fort Collins, CO 80525
970-226-3902/
Products/Services: Banking services.
www.keybank.com

KEYBANK OF COLORADO
822 14th St.
Greeley, CO 80631
970-378-3220/
Products/Services: Banking services.
www.keybank.com

KEYBANK OF COLORADO
125 E. Seventh St.
Loveland, CO 80537
970-667-3083/
Products/Services: Banking services.
www.keybank.com

LARIMER BANK OF COMMERCE
1432 E. Mulberry St., Unit B
Fort Collins, CO 80524
970-224-7200
Fax: 970-224-7219
ebank@Larimerbank.com
Person In Charge: Mark Allen Kross
www.larimerbank.com

LOVELAND BANK OF COMMERCE
102 E. 29th St.
Loveland, CO 80538
970-679-7150
Fax: 970-679-7169
ebank@lovelandbankofcommerce.com
Person In Charge: John A. Busby
www.lovelandbankofcommerce.com

MILE HIGH BANKS*
1726 Hover St.
Longmont, CO 80501
303-772-2227
Fax: 970-669-8144
Products/Services: Residential, commercial and industrial real estate lending, consumer and commercial loan and deposit products.
Person In Charge: Tim Merkle, Branch president
www.bankhorizononline.com
* Formerly Horizon Banks

MILE HIGH BANKS
2950 N. Garfield Ave.
Loveland, CO 80538
970-669-6424
Fax: 970-669-8144
www.milehighbanks.com

NEW WEST BANK
55 S. Elm Ave.
Eaton, CO 80615
970-454-1800
Fax: 970-454-1802
customer_service@newwest-bank.biz
Products/Services: Financial services, full-service, locally owned community bank. Includes agricultural loan services.
Person In Charge: Tim Croissant, Branch president
www.newwestbank.biz

NEW WEST BANK
3459 W. 20th St., Suite 114
Greeley, CO 80634
970-378-1800
Fax: 970-378-1801
customer_service@newwest-bank.biz
Products/Services: Financial services, full-service, locally-owned community bank. Includes agricultural loan services.
Person In Charge: Bill Hertneky, President
www.newwestbank.biz

POINTS WEST COMMUNITY BANK
8100 Sixth St.
Wellington, CO 80549
970-568-3250/
Products/Services: Commercial, agricultural, real estate & consumer loans. On-line banking, bill-pay, ACH origination, deposit products, insurance.
Person In Charge: Mark Brase, Front Range manager
www.pointswestbank.com

POINTS WEST COMMUNITY BANK
1291 Main St.
Windsor, CO 80550
970-686-0878
Fax: 970-686-0893
Products/Services: Financial services.
Person In Charge: Mark Brase, Front Range manager
www.pointswestbank.com

SIGNATURE BANK
6801 W. 20th St.
Greeley, CO 80634
970-330-1200/
customerservice@signature-banks.com
Products/Services: Full-service banking.
Person In Charge: Robert N. Hinderaker
www.signaturebanks.com

SIGNATURE BANK
355 Eastman Park Drive
Windsor, CO 80550
970-674-3600
Fax: 970-674-3610
customerservice@signature-banks.com
Products/Services: Full-service banking.
Person In Charge: Robert N. Hinderaker
www.signaturebanks.com

THE GROUP GUARANTEED MORTGAGE - TOGETHER WITH BANK OF AMERICA
2803 E. Harmony Road
Fort Collins, CO 80528
970-229-2512/866-557-5137
Products/Services: Residential mortgage lender offering primary and secondary home mortgage loans, and residential investment property loans.
Person In Charge: Stu Hoime, Venture manager
www.loan24-7.com/thegroup-mortgage

UNITED WESTERN BANK
2420 E. Harmony Rd.
Fort Collins, CO 80528
970-226-8460/
www.uwbank.com

UNITED WESTERN BANK
3800 E. 15th St.
Loveland, CO 80538
970-203-9220/
Person In Charge: Tim Ostic, Regional president
www.uwbank.com

US BANK
500 E. Bromley Lane
Brighton, CO 80601
303-655-9295/
www.usbank.com

US BANK
3338 Arapahoe Road
Erie, CO 80516
303-269-8300/303-926-0318
Products/Services: Banking.
www.usbank.com

US BANK
363 E. Elkhorn Ave.
Estes Park, CO 80517
970-586-4412/
Products/Services: Banking.
www.usbank.com

US BANK
6110 Firestone Blvd.
Firestone, CO 80504
720-652-6691/
Products/Services: Banking.
www.usbank.com

US BANK
301 E. Horsetooth Road
Fort Collins, CO 80525
970-207-0799
Fax: 970-223-8628
Products/Services: Banking.
www.usbank.com

US BANK
400 Howes St.
Fort Collins, CO 80521
970-493-5506/
Products/Services: Banking.
www.usbank.com

US BANK
4503 JFK Parkway
Fort Collins, CO 80525
970-255-8591/
Products/Services: Banking.
www.usbank.com

US BANK
2602 S. Timberline Road
Fort Collins, CO 80525
970-206-0947/
Products/Services: Banking.
www.usbank.com

US BANK
2160 W. Drake Road
Fort Collins, CO 80526
970-407-1352/
www.usbank.com

US BANK
3690 W. 10th St.
Greeley, CO 80634
970-392-9717
Fax: 970-352-7087
Products/Services: Banking.
Person In Charge: Scott Wingfield
www.usbank.com

US BANK
4548 Centerplace Drive
Greeley, CO 80634
970-330-5146/
Products/Services: Banking.
www.usbank.com

US BANK
4949 Larimer Pkwy.
Johnstown, CO 80534
970-624-3620/
www.usbank.com

US BANK
2845 Linden Court
Loveland, CO 80538
970-669-8044
Fax: 970-203-0408
Products/Services: Banking.
www.usbank.com

US BANK
1275 Eagle Drive
Loveland, CO 80537
970-461-0115/
Products/Services: Banking.
Person In Charge: Cory Brossman
www.usbank.com

US BANK
1520 Main St.
Windsor, CO 80550
970-686-0754/
Products/Services: Banking.
www.usbank.com

VALLEY BANK & TRUST
422 Eighth St.
Dacono, CO 80514
303-833-4261/303-833-4356
Products/Services: Full-service banking, including agricultural loans.
Person In Charge: Suzette Goecke, Branch operations manager
www.valleybankandtrust.com

VALLEY BANK & TRUST
450 Oak St.
Frederick, CO 80530-9999
303-833-2290/303-825-8081
Products/Services: Full-service banking, including agricultural loans.
Person In Charge: Frank Ross, Branch president; Marlys

McMullen, Branch operations manager
www.valleybankandtrust.com

VALLEY BANK & TRUST
580 Dahlia St.
Hudson, CO 80642
303-536-9259/303-536-9308
Products/Services: Full-service banking, including agricultural loans.
Person In Charge: Brian Blehm, Branch president; Bethany Harrison, Branch operations manager
www.valleybankandtrust.com

WASHINGTON MUTUAL BANK*
1275 E. Magnolia St.
Fort Collins, CO 80521
970-472-6149
Fax: 970-472-6167
Products/Services: Full bank services.
Person In Charge: Brady Tomlin
www.chase.com
* Purchased by JP Morgan Chase on Sept. 25, 2008.

WASHINGTON MUTUAL BANK*
1414 E. Harmony Road
Fort Collins, CO 80525
970-226-6105
Fax: 970-226-6504
Products/Services: Full bank services.
Person In Charge: Laurie Hart, Branch manager
www.chase.com
* Purchased by JP Morgan Chase on Sept. 25, 2008.

WELLS FARGO BANK
401 S. College Ave.
Fort Collins, CO 80524
970-490-6278/800-892-9502
Fax: 970-493-3927
www.wellsfargo.com

WELLS FARGO BANK
3500 JFK Parkway, Suite 110
Fort Collins, CO 80525
970-233-3600
Fax: 970-224-0433
Products/Services: Banking, insurance, wealth management and estate planning, investments, mortgage and consumer finance.
Person In Charge: Anita Nemitz, Manager
www.wellsfargo.com

WELLS FARGO BANK
3600 S. College Ave.
Fort Collins, CO 80525
970-266-7776
Fax: 970-266-7771
Products/Services: Banking, insurance, wealth management and estate planning, investments, mortgage and consumer finance.
Person In Charge: Dan Gasper, President
www.wellsfargo.com

WELLS FARGO BANK
2827 E. Harmony Road
Fort Collins, CO 80528
970-266-4420/
Products/Services: Banking, insurance, wealth management and estate planning, investments and consumer finance.
Person In Charge: Dan Gasper, President
www.wellsfargo.com

WELLS FARGO BANK
1025 Ninth Ave.
Greeley, CO 80631
970-378-3112
Fax: 970-378-3137
Products/Services: Full-service bank.
Person In Charge: Bill Kurtz
www.wellsfargo.com

WELLS FARGO BANK
2164 35th Ave.
Greeley, CO 80634
970-336-6244
Fax: 970-330-1004
william.b.kurtz@wellsfargo.com
Products/Services: Financial services.
Person In Charge: Bill Kurtz, President
www.wellsfargo.com

WELLS FARGO BANK
2300 W. 16th St.
Greeley, CO 80634
970-378-2362
Fax: 970-353-9143
Products/Services: Full-service bank.
Person In Charge: Bill Kurtz; Jill A. Sauter, Vice president
www.wellsfargo.com

WELLS FARGO BANK
2045 10th St.
Greeley, CO 80631
970-351-4724/
Products/Services: Full-service bank.
Person In Charge: Bill Kurtz
www.wellsfargo.com

WELLS FARGO BANK
5801 W. 11th St.
Greeley, CO 80634
970-356-1000/
Products/Services: Full-service bank.
Person In Charge: Bill Kurtz, President
www.wellsfargo.com

WELLS FARGO BANK
3710 Grant Ave.
Loveland, CO 80538
970-203-2540/
Products/Services: Full-service bank.
www.wellsfargo.com

WELLS FARGO BANK
1412 Hahns Peak Drive
Loveland, CO 80538
970-461-6360/
Products/Services: Full-service bank.
www.wellsfargo.com

WELLS FARGO BANK
1069 Main St.
Windsor, CO 80550
970-686-7900/
Products/Services: Full-service bank.
www.wellsfargo.com

WESTERN STATES BANK
1520 E. Mulberry St.
Fort Collins, CO 80524
970-530-1500
Fax: 970-530-1555
lmeier@westernstatesbank.com
Products/Services: Personal and business banking and loans.
www.westernstatesbank.com

WESTERN STATES BANK
1298 N. College Ave.
Fort Collins, CO 80524
970-224-1300
Fax: 970-224-1355
msheeley@westernstatesbank.com
Products/Services: Business and personal banking and loans.
Person In Charge: Larry Meier, Regional president; Mark Sheeley, Vice president
www.westernstatesbank.com

WESTERN STATES BANK
808 W. Eisenhower Blvd.
Loveland, CO 80537
970-593-1600
Fax: 970-593-3290
www.westernstatesbank.com

DEVELOPERS

BRINKMAN PARTNERS
3003 E. Harmony Road, Suite 300
Fort Collins, CO 80528
970-206-4500
Fax: 970-206-1011
Products/Services: Integrated real estate services, construction, development, real estate brokerage, vacation properties, asset management.
Person In Charge: Paul E. Brinkman; Kevin Brinkman, Principals
www.brinkmanpartners.com

DOUBLE EAGLE CONSTRUCTION SERVICES
4026 Timberline Road, Suite 100
Fort Collins, CO 80525
970-223-3500
Fax: 970-223-5454
Products/Services: Consulting, construction management.
Person In Charge: Gregg Seebohm, President

EVERITT-MACMILLAN COMMERCIAL LLC
3003 E. Harmony Road, Suite 400
Fort Collins, CO 80528
970-226-1500
Fax: 970-223-4156
stu@everittcompanies.com
Products/Services: Regional commercial real estate development and brokerage services.
Person In Charge: Stuart MacMillan, Manager
www.everittmacmillan.com

HOMELAND CORP.
Fort Collins, CO 80527
970-225-2232/
Person In Charge: Gary Berger, President

LOT HOLDING INVESTMENTS
1760 Broad St., Suite E
Milliken, CO 80543
970-539-1457
Fax: 970-587-2630
krobinson@hall-irwin.com
Products/Services: Land development.
Person In Charge: Bret Hall, President
www.lotholding.com

MCWHINNEY
2725 Rocky Mountain Ave.
Loveland, CO 80538
970-962-9990
Fax: 970-635-3003
info@mcwhinney.com
Products/Services: Real Estate Development
Person In Charge: Chad C. McWhinney, CEO
www.mcwhinney.com

PARAGON POINT PARTNERS
6432 Grand Tree Blvd.
Timnath, CO 80547
970-224-4622/
Products/Services: Land development, real estate investment.
Person In Charge: Byron R. Collins

SIERRA RESOURCES CORP.
4714 Valley Ridge Court
Fort Collins, CO 80526
970-222-4440/
Products/Services: Rigden Farms housing and mixed-use development, Seneca retail plaza in Fort Collins.
Person In Charge: Dave Pietenpol

STONER HOMES
605 S. College Ave.
Fort Collins, CO 80524
970-229-1952
Fax: 970-229-1951
jay@stonerco.com
Products/Services: Construction of custom and semi-custom homes, real estate and development.
Person In Charge: Jay Stoner, President
www.stonerco.com

TROLLCO INC. (DBA) WATER VALLEY LAND CO.
1625 Pelican Lakes Point, Suite 201
Windsor, CO 80550
970-686-5828
Fax: 970-686-2768
info@watervalley.com
Products/Services: Trollco: Residential, commercial and retail real estate development. Pelican Lakes Golf Course and Fitness Center, WaterValley and Poudre Tech Aggregate.
Person In Charge: Martin Lind, Owner
www.watervalley.com

VERDE LLC
123 N. College Ave., Suite 200
Fort Collins, CO 80524
970-212-4625
Fax: 970- 567-2621
DanT@VerdeProjectDevelopment.com
Products/Services: Development project management and construction management for businesses, organizations and municipalities.
Person In Charge: Dan Tweeton
www.VerdeProjectDevelopment.com

WESTWARD DEVELOPMENT LLC
3003 E. Harmony Road., Suite 500
Fort Collins, CO 80528
970-207-0102
Fax: 970-207-0104
Products/Services: Summerfields at Timnath Ranch, Preserve at Timnath Ranch, Windshire Park in Windsor.
Person In Charge: Dino DiTullio; Mike DiTullio, Jr., Principals

PROPERTY MANAGERS

ALL PROPERTY SERVICES
155 N. College Ave., Suite 200
Fort Collins, CO 80524
970-224-4446
Fax: 970-224-4488
info@allpropertyservices.com
Person In Charge: Paul Lillie
www.allpropertyservices.com

ALL PROPERTY SERVICES
640 E. Eisenhower, Suite D
Loveland, CO 80537
970-613-4446
Fax: 970-613-4488
info@allpropertyservices.com
Person In Charge: Paul Lillie
www.allpropertyservices.com

ARMADILLO PROPERTY MANAGEMENT
521 N. Taft Hill Road
Fort Collins, CO 80521
970-416-7368
Fax: 970-493-1443
armadillo@rentfortcollins.com
www.rentfortcollins.com

BOLDER HOME SOLUTIONS LLC
P.O. Box 33
Erie, CO 80516
720-936-8386/303-828-4286
admin@bolderhomesolutions.com
Products/Services: Foreclosure assistance, assists individuals with difficult housing situations.
www.bolderhomesolutions.com

BRASS KEY PROPERTY MANAGEMENT LLC
115 Riverside Ave.
Fort Collins, CO 80524
970-224-9134
Fax: 970-224-5437
Person In Charge: Mike Braskich, General manager

CAMPUS RENTER CENTER
1220 S. College Ave.
Fort Collins, CO
970-443-1418
Fax: 970-212-2438
nikol@campusrentercenter.com
www.campusrentercenter.com

COLORADO ASSOCIATION SERVICES AN ASSOCIATE MEMBER CO.
702 W. Drake Road, Bldg. B, Suite 1
Fort Collins, CO 80526
970-407-9990
Fax: 970-407-9996
hkervin@associacolorado.com
Products/Services: Property management.
Person In Charge: Heather Kerwin, Vice president
www.associacolorado.com

DRAKE MANOR MANAGEMENT
2643 Midpoint Drive, Suite A
Fort Collins, CO 80526
970-493-4052
Fax: 970-484-5051
drakemanormgmt@comcast.net
Person In Charge: Carol Hoelscher
www.drakemanor.com

EVERITT-MACMILLAN COMMERCIAL PARTNERS
3003 E. Harmony Road, Suite 400
Fort Collins, CO 80528
970-226-1500
Fax: 970-223-4156
stu@everittcompanies.com
Products/Services: Regional commercial real estate brokerage and property management services.
Person In Charge: Stuart MacMillan, Manager
www.everittmacmillan.com

EVERITT COMPANIES PROPERTY MANAGEMENT
3003 E. Harmony Road, Suite 400
Fort Collins, CO 80528
970-226-1500
Fax: 970-223-4156
robh@everittcompanies.com
Products/Services: All phases of commercial real estate and residential development and home building
Person In Charge: Rob Hoffmann
www.everittcompanies.com

FAITH PROPERTY MANAGEMENT
300 Boardwalk Drive, Unit 6B
Fort Collins, CO 80525
970-377-1626
Fax: 970-377-1628

customersupport@faithproperty.com
www.faithproperty.com

FALCON PROPERTIES INC.
833 N. Cleveland St.
Loveland, CO 80537
970-663-4664
Fax: 970-663-6007
falconproperties@qwest.net
Person In Charge: Ken Conley, President
http://falprop.com/hoa_management.htm

FRONT PORCH PROPERTY SERVICES INC.
1234 W. Prospect Road
Fort Collins, CO 80526
970-472-8165
Fax: 970-472-8168
rentals@1234rent.com
Person In Charge: Don Earls
www.1234rent.com

HORIZON WEST PROPERTY MANAGEMENT
760 Whalers Way, A-200
Fort Collins, CO 80525
970-225-0888
Fax: 970-225-1100
gary@horizonwestproperties.com
Person In Charge: Mitchell Morgan; Dave Veldman, Owners

HOUSING SOLUTIONS PROPERTY MANAGEMENT
2850 McClelland Drive, Suite 1000
Fort Collins, CO 80525
970-223-5000
Fax: 970-223-5282
customerservice@touchstone.property.com
Person In Charge: Wendy French, Owner
www.buyrentandsell.com

INVESTORS PROPERTIES OF COLORADO LLC
2850 McClelland Drive, Suite 1600
Fort Collins, CO 80525
970-226-2600
Fax: 970-226-2609
jon@investors-usa.com
Products/Services: Commercial real estate management & brokerage.
Person In Charge: Mark Lockwood, Principal broker
www.investors-usa.com

KEVCO REAL ESTATE INVESTMENTS & PROPERTY MANAGEMENT
225 W. Oak St.
Fort Collins, CO 80521
970-419-8881
Fax: 970-419-8689
contact@kevco.com
Products/Services: Real estate, investments and property management.
Person In Charge: Kevin Bolin, President
www.kevco.com

LEGEND PROPERTY MANAGEMENT & REAL ESATATE SERVICES LLC
255 Linden St., Suite 203
Fort Collins, CO 80524
970-407-8131
Fax: 970-407-7369
Products/Services: Property management.
Person In Charge: Sherry Jefcoat, Managing broker
www.legendpdm.com

MOUNTAIN ‘N’ PLAINS PROPERTY MANAGEMENT INC.
920 S. Taft Hill Road
Fort Collins, CO 80521
970-221-2323
Fax: 970-221-5310
justinm@mountain-n-plains.com
Products/Services: Residential & commercial management, real estate services, maintenance, leasing and sales.
Person In Charge: Charlie Koons, CPM Broker and Owner; Justin Morrison, Vice president
www.mountain-n-plains.com

NEWMARK MERRILL MOUNTAIN STATES
5700 Hearthstone Circle
Fort Collins, CO 80528
970-377-1135
Fax: 970-377-1135
aginsborg@poudre.net
Person In Charge: Allen M. Ginsborg, Managing director & principal; Sandy Sigal, President and CEO
www.newmarkmerrill.com

NORTH COLLEGE LOFTS
1220 S. College
Fort Collins, CO 80524
970-226-0999
Fax: 970-206-0090
catherine@fortcollinsre.com

PB ROCHE SOLUTIONS
2030 35th Ave., A-1
Greeley, CO 80634
970-356-6900
Fax: 970-356-7171
fvthomas@pbroche.com
Products/Services: Property management.
Person In Charge: Frances Verniece Thomas; Tom Smerud, Managers

PEAK PROPERTY MANAGEMENT
3424 Stanford Road
Fort Collins, CO 80525
970-377-2717
Fax: 970-416-8411
info@peakproperty.net
Person In Charge: Debbie Jackson, Broker and Owner
www.peakproperty.net

POUDRE PROPERTY SERVICES
706 S. College Ave., Suite 202
Fort Collins, CO 80524
970-224-9204
Fax: 970-224-0242
jwbickerton@poudreproperty.com
Products/Services: Full-service property management.
Person In Charge: John Bickerton, Vice president; Sandra Bickerton, General manager
www.poudreproperty.com

PROPERTY TECHNICA INC.
1719 Ninth St.
Greeley, CO 80631
970-352-2998
Fax: 970-352-3780
info@propertytechnica.com
Person In Charge: Steve Reed, President
www.propertytechnica.com

RLS MANAGEMENT CO.
3436 S. Shields St.
Fort Collins, CO 80526
970-282-8000
Fax: 970-282-8993
info@rlsonline.com
Products/Services: Property management.
Person In Charge: Gail Sibbald
rlsonline.com

ROCKY MOUNTAIN PROPERTY MANAGEMENT INC.
446 E. Fourth St.
Loveland, CO 80537
970-669-0842
Fax: 970-669-4942
info@rmpm.com
Person In Charge: Susan Albern, Broker and President
www.rmpm.com

SCOTT REALTY PROPERTY MANAGEMENT
1212 Eighth Ave.
Greeley, CO 80631
970-352-1209
Fax: 970-352-1215
Products/Services: Residential, commercial and homeowners' association management.

SITZMAN-MITCHELL & CO.
3500 JFK Parkway
Fort Collins, CO 80525
970-223-5500
Fax: 970-223-5587
Person In Charge: Dave Sitzman, President

THE BRANDT CO.
1504 W. Prospect Road
Fort Collins, CO 80526
970-482-4000
Fax: 970-224-0855
danebrandt@aol.com
Person In Charge: Dane Brandt, Owner
www.thebrandtcompany.com

TOUCHSTONE PROPERTY MANAGEMENT LLC
2850 McClelland Drive, Suite 1000
Fort Collins, CO 80525
970-223-5000
Fax: 970-223-5282
customer-service@touchstone-property.com
Products/Services: Community association management, residential property management, maintenance and swimming pool maintenance.
Person In Charge: Kathy Louderback, Managing agent
www.touchstone-property.com

VANTAGE PROPERTIES
1113 W. Plum St.
Fort Collins, CO 80521
970-419-8384
Fax: 970-419-8387

VELDMAN MORGAN COMMERCIAL INC.
760 Whalers Way, Building A, Suite 200
Fort Collins, CO 80526
970-223-5555
Fax: 970-225-1100
dave@veldmanmorgan.com
Person In Charge: David P. Veldman, Partner
www.veldmanmorgan.com

WATER COLORADO LLC
3384 E. Mulberry St.
Fort Collins, CO 80524
970-493-4227
Fax: 970-493-0216
info@watercolorado.com
Products/Services: Online water rights and land brokerage.
Person In Charge: Joe O'Brien, Broker
www.watercolorado.com

WHEELER MANAGEMENT GROUP INC.
1130 38th Ave., Suite B
Greeley, CO 80634
970-352-5860
Fax: 970-352-0117
information@wheelermgt.com
Products/Services: Real estate management.
Person In Charge: Dan Wheeler, President
www.wheelermgt.com

TITLE COMPANIES

ATTORNEY'S TITLE GUARANTY FUND INC.
215 W. Oak St., Suite 500
Fort Collins, CO 80521
970-484-2685/
apsenleaf@aol.com
Person In Charge: Lynda Haaland, Branch president

CHICAGO TITLE OF COLORADO INC.
2020 Caribou Drive, Suite 102
Fort Collins, CO 80525
970-226-5242
Fax: 970-223-0375
cheryl.warner@ctt.com
Person In Charge: David Kennedy, Manager
www.colorado.ctic.com

CHICAGO TITLE OF COLORADO INC.
3013 N. Taft Ave., Suite 3
Loveland, CO 80538
970-667-8112
Fax: 970-667-3262
www.colorado.ctic.com

EMPIRE TITLE CO. OF LARIMER COUNTY
4745 Boardwalk Drive, Suite D-1
Fort Collins, CO 80525
970-282-8711
Fax: 970-282-8717
Products/Services: Title and escrow services.
Person In Charge: Donna Allen, Vice president
www.empiretitle.com

FIRST AMERICAN HERITAGE TITLE CO.
4532 McMurry Ave., No. 210
Fort Collins, CO 80525
970-493-3051/
Products/Services: Title, mortgage, foreclosure, public trustee sale, subdivision, litigation and recorded document guarantees and farm packages.
Person In Charge: Jill Mann, Northern Colorado vice president; Elaine Vincent, President
www.firstamheritage.com

GUARDIAN TITLE AGENCY LLC
702 W. Drake Road, Bldg. A
Fort Collins, CO 80526
970-419-6532
Fax: 970-419-6580

fortcollinsdrake@guardiancolo.com
Products/Services: Title insurance.
www.guardiantitleagency.com

GUARDIAN TITLE AGENCY LLC
100 W. 29th St.
Loveland, CO 80538
970-278-4175
Fax: 970-622-9906
loveland@guardiancolo.com
Products/Services: Title insurance.
www.guardiantitleagency.com

LAND TITLE GUARANTEE CO.
772 Whalers Way, Suite 100
Fort Collins, CO 80525
970-282-3649
Fax: 970-282-3652
kgrimes@ltgc.com
Person In Charge: Kerry Grimes, Vice president
www.ltgc.com

LAND TITLE GUARANTEE CO.
4617 W. 20th St., Suite 2-B
Greeley, CO 80634
970-339-9522
Fax: 970-339-9545
www.ltgc.com

LAND TITLE GUARANTEE CO.
3705 N. Grant Ave.
Loveland, CO 80538
970-663-3628
Fax: 970-663-3781
www.ltgc.com

LAND TITLE GUARANTEE CO. WINDSOR
1613 Pelican Point, Suite A
Windsor, CO 80550
970-674-0425
Fax: 970-674-1939
www.ltgc.com

LANDAMERICA
1180 A Graves Ave.
Estes Park, CO 80517
970-586-4481
Fax: 970-586-8043
telley@landam.com

LANDAMERICA
3000 S. College Ave., Unit 110
Fort Collins, CO 80525-2558
970-226-5454/

NORTH AMERICAN TITLE CO.
712 Whalers Way, Bldg. A, Suite 100
Fort Collins, CO 80525
970-282-8800
Fax: 970-282-4453
cmacdonald@nat.com
Products/Services: Title insurance and settlement services.
Person In Charge: Chris MacDonald, Senior vice president
www.nat.com

NORTH AMERICAN TITLE CO.
3459 W. 20th St., Suite 112
Greeley, CO 80634
970-304-9012
Fax: 970-304-9022
www.nat.com

NORTH AMERICAN TITLE CO.
750 W. Eisenhower Blvd.
Loveland, CO 80538
970-679-1695
Fax: 970-679-1699
Person In Charge: Beth Ann Allbrooks, Branch manager
www.nat.com

SCHMEHL LAW GROUP PC
219 W. Magnolia St.
Fort Collins, CO 80521
970-484-0225/

SECURITY TITLE GUARANTY CO.
255 Park Lane, Suite 200
Estes Park, CO 80517
970-586-6626
Fax: 970-586-6331
Person In Charge: Jeff Wolff
www.stgco.com

SECURITY TITLE GUARANTY CO.
343 W. Drake Road, No. 200
Fort Collins, CO 80526
970-226-1901
Fax: 970-226-4330
jswolff@stgco.com
Products/Services: Residential and commercial title insurance and settlement services for real property; to include owners, lenders, developers, builders, attorneys and 1031 Exchanges. Two local, full-service title plants in Larimer and Weld Counties. Title research for governmental entities, engineers, surveyors,

rights-of-ways and easement searches, etc.
Person In Charge: Jeff Wolff, Vice president
www.stgco.com

SECURITY TITLE GUARANTY CO.
3003 E. Harmony, Suite 100
Fort Collins, CO 80528
970-212-7750
Fax: 970-212-7751
jswolff@stgco.com
Person In Charge: Jeff Wolff, Vice president
www.stgco.com

SECURITY TITLE GUARANTY CO.
1711 61st Ave., Suite 100
Greeley, CO 80631
970-356-3200
Fax: 970-356-4912
jswolff@stgco.com
Person In Charge: Jeff Wolff, Vice president
www.stgco.com

STEWART TITLE OF LARIMER COUNTY
150 E. 29th St., Suite 200-A
Loveland, CO 80538
970-669-4071
Fax: 970-282-0822

revans@stewart.com
Products/Services: Title and escrow services.
Person In Charge: Richard C. Evans, President
www.stewart.com

STEWART TITLE OF GREELEY
1801 59th Ave., Suite 203
Greeley, CO 80634
970-356-5573
Fax: 970-356-7058
Person In Charge: Ryan Martin, Greeley division president
www.stewart.com

STEWART TITLE OF LARIMER COUNTY
3711 JFK Parkway, Suite 210
Fort Collins, CO 80525
970-226-4399
Fax: 970-226-4499
revans@stewart.com
Products/Services: Title and escrow services.
Person In Charge: Richard C. Evans, President
www.stewart.com

2009 Northern Colorado Commercial Real Estate Sourcebook

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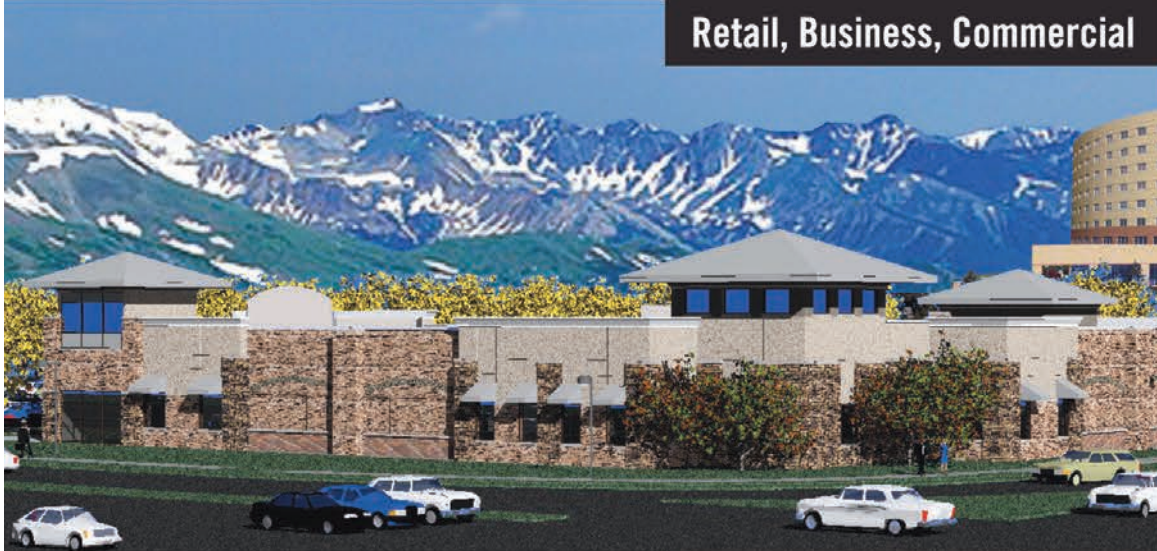
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