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## September 26 Embassy Suites

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## Is video a part of your marketing strategy?

Increasing consumption of video (YouTube, Netflix) makes it clear that consumers prefer to take information in as video over other forms of content. That's true no matter what business you may be in. Companies that respond by deploying video more broadly will be speaking in their customers' preferred language.

73% of online retailers use video on product pages, which means that if you're a retailer and you don't have video on your site, you are officially in the minority, according to www.eMarketer.com

> Cisco has estimated that video will increase from 30% of Internet traffic in 2010 to 90% by 2013, The message is clear: Consumers <u>expect</u> online video as a central element of a company's communications strategy. "Don't get left behind" www.mediapost.com Nov. 15, 2011



email bill@sallaz.com office 970-407-0111 cell 970-219-5400 www.SBPwebsiteVideo.com 4342 Winterstone Dr. Fort Collins, CO 80525

## **Come for breakfast and stay to Rock Business After Hours with us.**

Since 2005 Bixpo has written trade show history in Northern Colorado. Speakers the likes of Rudy Giuliani, Debbie Fields, Seth Godin and Jerry Greenfield have walked across its famed stage.

Nearly 20,000 people eager to do business together have gathered for eight Septembers. They have shared ideas, checked out new business technology, listened to thought leaders and connected to do business.

Created by the co-founders of BizWest Media, Jeff Nuttall (publisher of the Northern Colorado Business Report) and Chris Wood (publisher of the Boulder County Business Report) Bixpo is the flagship event for NCBR and Northern Colorado. And every year Bixpo has fulfilled the promise of celebrating, informing, promoting and connecting business. Every year there is a little something new, a bit of a change to keep Bixpo fresh and lively.

- This year the Chambers of Commerce from Greeley, Loveland and Fort Collins are joining the Northern Colorado Economic Development Corporation to host the 2012 Regional Issues Summit as the kickoff to Bixpo.
- Plus, the Larimer County Workforce Center is bringing the 27th annual September Symposium to Bixpo.
- Kennedy and Coe will present the 2012 CFO of the Year Awards at the Business Leaders Lunch sponsored by Kaiser Permanente' and Otis, Coan and Peters.
- And Community Banks of Colorado joins Bixpo as the title sponsor for Bixpo Rocks Business After Hours.
- Last and absolutely, most certainly not least because they are bringing you Bixpo Online, Madwire Media-Mad 360 is hosting Bixpo as the Expo title sponsor.

You are invited to meet our founders and all our sponsors at Bixpo 2012. September 26th. At the Embassy Suites. Come for breakfast and stay to Rock Business After Hours with us.









# Welcome to NCBR's 8th Annual Bixpo!

The service team of the Embassy Suites Loveland - Hotel, Spa & Conference Center is delighted to again host the Bixpo in our hotel. This event is important for all of us in Northern Colorado – what a great opportunity to See and Be Seen! You will have the opportunity to make new connections, show off what you have to offer, honor the CFOs of the Year and enjoy some great food at the Business Leader's Luncheon and a cool beverage at Bixpo Rocks After Hours.

Hats off to the Northern Colorado Business Report for their vision and hard work in putting this 8th Annual Bixpo together. Well done!!

If you have not been in our hotel, then please have a look around – any one of our team members will be glad to give you a tour. One of our newest enhancements is a Fiber Optic Cable for High Speed Internet service providing up to 100mbps data transfer which no other facility in the region



can offer you.

Be sure to visit Rocky River Bar & Grille for some truly amazing fare, and please stop by Spa Botanica for a splendid spa experience. We will have guest suites available for show as well!

If you have been here before, then



welcome back!

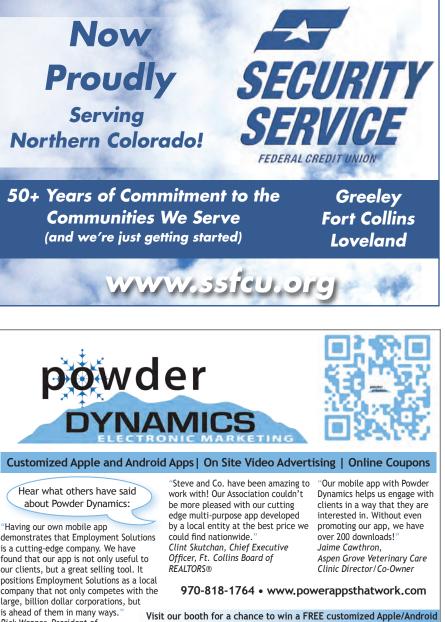
Rick Wagner, President of

Employment Solutions

We all hope you find our facilities to be the ideal location for conferences – stop by our booth and learn about our special offers to win your business in 2013! We are confident you will find our team of service professionals trained and ready to accommodate your every desire – demonstrated by our ranking as the #2 Embassy Suites in the World in 2011. We are thrilled to be part of the Northern Colorado neighborhood and look forward to serving you in any way possible.

Tom Dwyer General Manager

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app a \$2,000 Value from Powder Dynamics - Register at Booth 19

## **EKS&H Sponsors VIP Lounge and Shows its Support** of Northern Colorado Nonprofits at 2012 Bixpo

If you or your company are a sponsor, exhibitor, or presenter at the 2012 Bixpo Conference, EKS&H invites you to take a break in the VIP Lounge! We also encourage you to stop by our booth to learn about some of our favorite Northern Colorado nonprofits.

The 2012 Bixpo conference is an exciting, high-energy business opportunity for sponsors, exhibitors, and presenters. The event is full of opportunities to learn, network, talk to potential customers, and make deals happen. In addition to promoting your own business, there are lots of people and organizations you should become educated about during your day at Bixpo. While this amount of activity and opportunity is fun, it can also be exhausting! That is why EKS&H is proud to be sponsoring the VIP Lounge. The VIP Lounge is located in the Lake Loveland meeting room, across from the main entrance to the exhibit hall.

The VIP Lounge provides a quiet and calming escape from the hustle and EKS&H AUDIT | TAX | CONSULTING

bustle of the expo. It is the perfect space to meet with colleagues or simply take a break. While you mentally recharge, you'll also find outlets to recharge your laptop, phone, or other electronic devices. Ask one of the EKS&H team members for access to our complimentary WiFi to check your schedule or catch up on your work and personal email. Masseurs from Spa Botanica will be set up to provide you with stress-relieving chair massages while soothing music plays quietly in the background. You can also enjoy complimentary beverages and snacks provided throughout the day. The VIP lounge is arranged to create a relaxing respite from the day's activities.

In addition to sponsoring the VIP Lounge, make sure to stop by EKS&H's booth in the exhibitors' hall where we are featuring some of our favorite Northern Colorado nonprofits. Each of these organizations provide important services to Northern Colorado and we are proud to support them and the work they do. Visitors who stop by the EKS&H booth space will get to play some great carnival-style games to

benefit these organizations!

Based in Colorado, EKS&H is the sixth largest public accounting firm headquartered in the Western United States. Our commitment to excellence has resulted in sustained growth for more than 35 years. Our core client base continues to be privately held small- to medium-sized Colorado businesses in a variety of industries including: manufacturing and distribution, professional services, and consumer products. With offices in Fort Collins, Boulder, and Denver, we have 48 partners and more than 440 professionals ready to serve your audit, tax, and consulting needs. We are committed to providing consistent quality service as trusted business advisors for our clients.

On behalf of all the employees at EKS&H, please enjoy the 2012 Bixpo VIP Lounge. Please stop by our booth to learn more about our firm and some of the great nonprofit organizations in our community!

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# **Reconnecting with the Business Community**

Welcome to the new Community Banks of Colorado. Our sponsorship of BIXPO reflects our determination to reconnect with the business community in Northern Colorado – a region where we have deep roots, the best talent in local Bankers, and something to prove. Our goal is nothing short of being the best community based bank in the state, and Northern Colorado is where it starts.

We have new owners and rejuvenated management, but we are a Colorado based organization. Our parent company, National Bank Holdings Corporation announced the relocation of its corporate headquarters from Boston to Denver earlier this year. All decisions regarding your banking relationships are made right here in Colorado, not in another state, another time zone, and certainly not in a foreign country!

We see Northern Colorado as one of the very best business environments in all of the United States. Economic opportunity has driven population inflow which has resulted in stabilized housing markets, improving employment rates, and increased consumer and business spending. Municipal infrastructure is excellent, there is unprecedented investment in Energy exploration and production, and partnerships between the business community and our Universities are as strong, productive, and mutually beneficial as they have ever been. All that means that this is a great place to do business with a great business focused bank!

We look forward to re-introducing ourselves during BIXPO, and we welcome the opportunity to earn your trust and confidence well into the future.

Thank-you for allowing us to be of service!

Jagh C. Bom

Joe Bonner President, Community Banks of Colorado







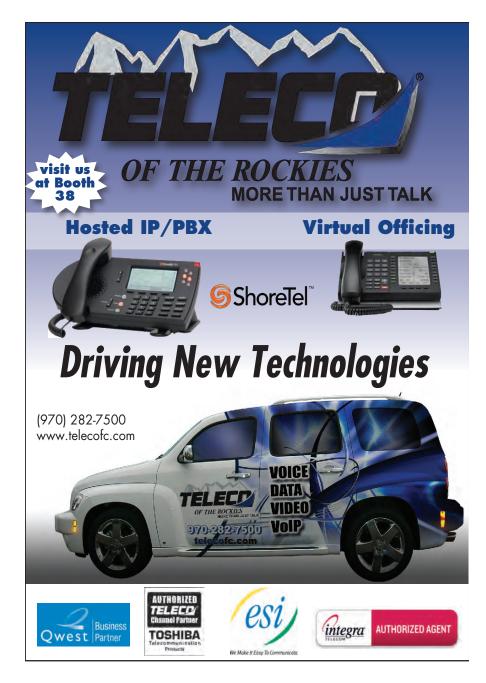
# **In-bound Marketing at Bixpo 2012** MAD 360

Mad360, a division of Madwire Media, is the leader in local business inbound marketing. We offer world-class websites and marketing solutions crafted specifically for niche local businesses. We provide the best results, fastest turnaround and most affordable plans. Our solutions are tested, perfected and proven to grow your business.

How does it work? First, you choose from our portfolio of over 100 premium website designs for your industry. Once you have selected your perfect design and plan, we can have your new website up and running within days, and the best part is, your dedicated account manager will do all the work for you! Once your website is up and running, the marketing begins! We specialize in inbound marketing, online marketing, mobile marketing and more. We implement new ways to help you increase new customers, repeat customers, referrals and sales. We'll make your website a 24-7 lead driving machine. We'll also help you to ranking highly on search engines for your desired search terms. Be #1 on smart phone searches, desktop searches and tablet searches. We'll also get your business to the top of Google maps. Just pick a plan and go!

Mad360 is the top choice for businesses, new and experienced, big and small. Visit us at booth 21 & 22.







## **Taking Closer Looks.**

One can only see the big picture if they are willing to take a closer look. As the largest locally owned public accounting and business consulting firm headquartered in the Rocky Mountain region, we take closer looks, deliver fresh perspectives, and provide extended views that enable businesses to thrive. To learn more, call us at 970.282.5400 or visit us online at www.eksh.com.

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# Making 2012 Your "Best Year Ever"

While there are several factors that contribute to success in the sales arena, there are five things you must have in order to maximize your potential and the results you achieve in 2012.

You must have a system--a process for identifying, qualifying, and developing selling opportunities. Pursuing anyone who expresses a casual interest in your product or service is a poor investment of your time and energy. Even pursuing only those who have a real interest but not the wherewithal to buy it, or the ability to make a decision to buy it, is a poor investment of resources. In order to obtain the greatest return on that investment, you must be able to systematically qualify opportunities quickly using appropriate measurable criteria.

You must have skill--to implement your system. And, the most valuable skill is the ability to communicate: to get your point across—succinctly and meaningfully--using language appropriate to the situation; to ask meaningful questions that keep the conversation focused on topics essential to qualify the opportunity; and, to listen...really listen to not only understand the content of what the other person is saying, but the intent of their words, as well.



You must have belief--in yourself, in your company, and in your product or service. Because you can do no more than what you believe you can do, you must believe in your ability to tackle the job at hand and succeed to whatever level your skill and tenacity will take you. You must believe in your company's intention to treat its customers fairly and fulfill its obligations to them. And, you must believe in the ability of your product or service to deliver to the customer the results promised.

You must have the desire to improve--even if you are at the top of your game. There's a saying in the aviation world—A good pilot is always learning. The same concept is true in the sales world-A good salesperson is always learning...to be more efficient and effective: identifying, qualifying, and developing opportunities; representing his or her company; and serving customers.



John Geiman **Don Overcash** 

You must have a 100% commitment—to doing the very best job you can, and to providing the best possible service to your customers, your col-

**Using LinkedIn to Grow Your Business** 

Is LinkedIn more than a job search tool? Many people are surprised to learn that it can also be a valuable prospecting tool for their business. Attend BIXPO Sandler Training Workshop to find out how to effectively use LinkedIn to fill your company's sales pipling with qualified prospects.

#### Hiring the Best...Avoiding the Rest

If you were to take the most successful sales people -those who consistently and almost effortlessly hit their goals, earn their bonuses, and go home day after day with peace of mind-and give them a label, we would call them winners.

Winners maintain the correct attitude, exhibit the appropriate behavior and possess the necessary skills to continually succeed. They expect to win, they focus on winning, and they accept nothing less than the best from themselves. If winner are at one end of the spectrum, non-winners are at the opposite end. They work hard, yet they never seem to hit their stride. And they struggle for victory.

Obviously, we want to hire winners. But how do you differentiate the winners from the rest of the pack? Success leaves clues!



you. Your personal value is not measured by the size of your paycheck, but rather by the quality of service you provide to others. When you are committed to providing the best service you can...all the people you touch benefit.

leagues, and others who depend on

Are you ready to make 2012 your best year ever?

**INFORMATION TECHNOLOGY EXPERTS** A Cherokee Nation Company **INFORMATION TECHNOLOGY EXPERTS, INC. (ITX)** is northern Colorado's leading full-service computer and information technology support services provider. We serve over 200 commercial and government clients. Our commitment to process, quality, and combining the highest level of resources and expertise assures that our clients receive the best value IT Solutions. "Cloud Come talk to us! Network Consulting • Anti-spam / Anti-virus • Site Assessments Managed Backup / Disaster Recovery Cloud Computing • Systems Migration • Exchange Servers Network Security • Business Class Firewall • Wireless Call or email us for more information! 970-282-7333 ~ itxfc.com ~ sales@itxfc.com

## **Premier Networking**

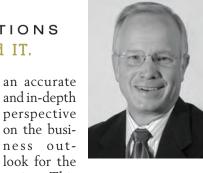


#### VISTA SOLUTIONS Uncompromised IT.

Fall is in the air and it is time again for Bixpo! Vista Solutions continues to participate at Bixpo each year because it is the premiere business networking event of the year for Northern Colorado. Unlike the various Chamber of Commerce events, Bixpo is the regional event for businesses to see and be seen. This is critical for both our brand awareness as well as our lead generation programs. We also use Bixpo to connect with new businesses in the area, as well as renew relationships with existing business partners and even competitors. When it comes to business to business networking nothing is more productive than the Bixpo event.

The Northern Colorado Business Report (NCBR) does the heaving lifting to make Bixpo happen each year. We are grateful to the staff that works long hours to provide this incredible business to business networking event.

Daily, weekly and monthly, the NCBR fulfills a critical need for business news in our region and state. Much of the day to day detail of our slow but steady economic recovery is reported by the NCBR provide



region. This perspective is critical to making the correct investments for the future of Vista Solutions. The NCBR also provides thought leadership in small business management, marketing and sales strategies.

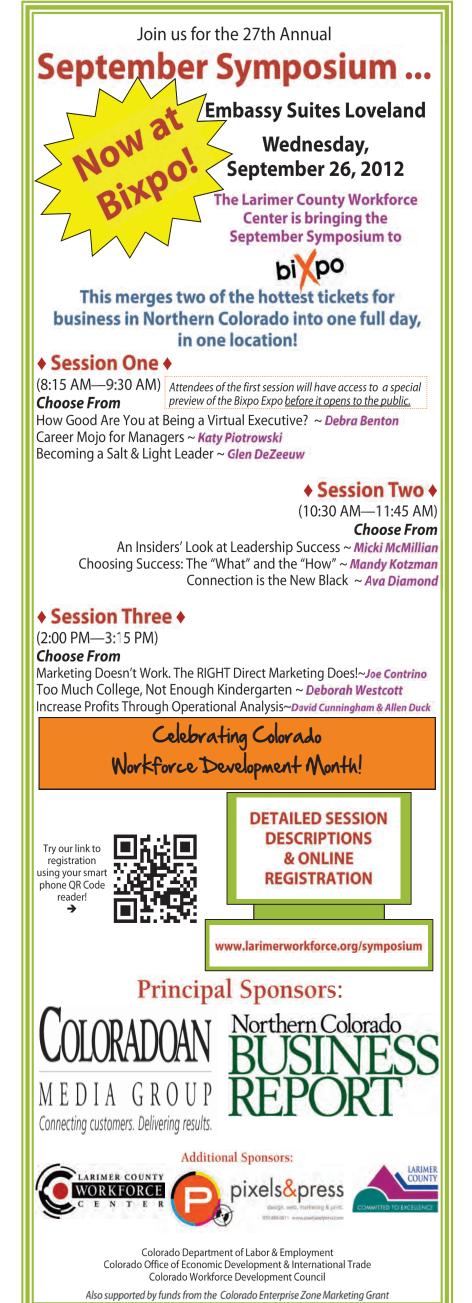
It has been our pleasure to work with and develop personal relationships with the hard working staff at the NCBR over the past decade. The team at the NCBR gathers information and develops insight into our business community that is critical to our success and simply would not be available without their diligence and attention to detail.

We are looking forward to a terrific 2012 Bixpo event!

Sincerely, Bob Vomaske CEO Vista Solutions Corporation



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## **Money Managers Make The Spotlight At Annual Business Event**

**KENNEDY AND COE SPONSORS CFO AWARDS AT BIXPO** 

LOVELAND - A Top 100 accounting and consulting firm will once again recognize the people who utilize their operational and strategic skills to maintain financial stability within a business.

Kennedy and Coe is proud to serve as the title sponsor for the Northern Colorado Business Report's CFO Awards, which recognize Chief Financial Officers in the northern Colorado region. This year's award ceremony will be part of Bixpo 2012, specifically during the business leaders lunch on Sept. 26.

In its eighth year, Bixpo 2012 is the largest regional business and industry event in northern Colorado, serving to build and retain business relationships and promote brand recognition among company decision makers in the area.

CFO Award candidates must be nominated by company peers and meet strict criteria. Nominees should be the individual responsible for financial management, even



without the specific title of chief financial officer. The candidates must work in Larimer and Weld counties and the company they work for must be headquartered in northern Colorado.

Jeff Wald, who leads Kennedy and Coe, LLC as CEO, and said the position of Chief Financial Officer not only requires presentation of accurate and timely financial information but a realization that each stakeholder in the company relies on this person's ability to manage money and risk.

During these challenging economic times, having a competent CFO who oversees liquidity, capital structure and internal financing is a



necessity. In addition, a Chief Financial Officer is mainly responsible for a company's financial future. They must be able to identify areas of the company that are most efficient and capitalize on that information so the business is successful in the long-run.

"A good CFO is not always recognized as much as they should be, especially considering the value they bring to their organization," Wald said. "Most often, a Chief Financial Officer does not clamor for attention because they don't need it. Instead, they are content with strong financial performance and overall success of their companies."

As the accounting and consulting firm has worked side by side with many Chief Financial Officers over the years, Kennedy and Coe wanted to recognize the folks it considers to be the backbone of an organization. CFOs must comply with a myriad of rules and regulations and meet deadlines and Wald said this means they are ultimately stewards of their company.

"It's long overdue for northern Colorado's Chief Financial Officers to receive a pat on the back," he said. "Kennedy and Coe applauds and congratulates each of the award winners and hopes they take a moment to enjoy their time in the spotlight."

The CFO Awards ceremony will take place from noon to 2 p.m., Sept. 26 in the Mountain Prairie Ballrooms, Embassy Suites-Loveland, 4705 Clydesdale Parkway, Loveland.





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## **Nourishing the Community**

#### Kaiser Permanente Sponsors Northern Colorado Business Report's Second Annual Business Leader's Lunch

At Kaiser Permanente Colorado, quality coverage means more than health care – it includes support for the local businesses that contribute to community growth. For more than 40 years, the state's largest nonprofit health plan has worked to improve the lives and health of Coloradans and continues to grow with the needs of the local economy as it expands coverage into Northern Colorado.

Kaiser Permanente is proud to contribute its support as the title sponsor of the Northern Colorado Business Report's second annual Business Leader's Lunch at Bixpo 2012.

The Bixpo business exposition is the premier regional business and industry event in northern Colorado, serving to build and retain professional relationships and promote brand recognition among company decision makers in the area. The Business Leader's Lunch offers industry leaders an intimate opportunity to learn more about the latest trends and innovations. This year, the luncheon will feature keynote speaker Brad Feld, one of the managing directors at Foundry Group and co-founder of TechStars.

The Business Leader's Lunch will also host the presentation of the

Northern Colorado CFO of the Year Awards, which recognizes the contributions of exceptional chief financial officers throughout the region.

Kaiser Permanente's involvement in Bixpo 2012 aligns with its belief that all businesses, small and large, are entitled to quality coverage for their employees.

On October 1st, Kaiser Permanente will officially mark its Northern Colorado expansion with the opening two medical offices in Fort Collins and Loveland, signifying a new chapter of health care for the community and local businesses. Kaiser Permanente's unique integrated care delivery system houses primary care, laboratory and pharmacy services under one roof.

In addition to these two new medical offices, Kaiser Permanente's expansion into Northern Colorado includes a medical office in Greeley opening in 2014 and a partnership agreement with Banner Health hospitals and physicians. This partnership is the first of its kind for Kaiser Permanente and will allow for the sharing and utilization of health information technology to better coordinate patient care.

Kaiser Permanente's expansion to



Northern Colorado is expected to bring approximately 100 jobs to the region.

Similar to how businesses count on the reliability and performance of their employees, Kaiser Permanente believes that individuals should expect comprehensive health care that works with their busy schedules. According to Keith Evans, vice president of marketing, sales and business development for Kaiser Permanente Colorado, "We recognize that in order for health care to be truly quality, it needs to be convenient and readily available close to where our members live and work. Kaiser Permanente's goal is to make our services a staple of the community so Northern Colorado businesses can focus on what they do best."

Kaiser Permanente currently provides comprehensive health care services to more than 535,000 members throughout 24 medical offices and a network of affiliated hospitals and physicians in Colorado. The health plan was recently named "Highest in Member Satisfaction" among Commercial Health Plans by J.D. Power and Associates for the fifth straight year.

Kaiser Permanente has been recognized by the National Committee for Quality Assurance as the top-ranked private health plan in Colorado, sixth in the nation and one of the top three Medicare plans in the United States. In 2011, Kaiser Permanente directed more than \$90 million to community benefit programs to improve the health of all Coloradans. The health plan has been active in the Northern Colorado community over the past few months, hosting a free community screening of HBO's documentary series The Weight of the Nation in June, providing a \$90,000 donation to the Colorado Red Cross to support 2012 Colorado Wildfire Relief and issuing grant funding to the Colorado Meth Project in support of public education campaigns targeted to atrisk teens.

The 2012 NCBR Business Leader's Lunch will take place from 12 – 2 p.m. on September 26 at Embassy Suites Loveland, 4705 Clydesdale Parkway.



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# **Business Leaders Lunch/CFO Awards**

Feld and Caille: Building a Startup Community and Developing the Workforce to Power It

What Brad Feld and Gary Caille, who will both speak at the 2012 Business Leaders Lunch/CFO Awards, have in common is mentoring innovation and mentoring people to power technology. Feld's focus is venture capital; Caille's is workforce capital.

Brad Feld is one of the managing directors at Foundry Group, a venture capital firm that invests in early stage software / Internet companies throughout the United States. He is also the co-founder of TechStars, a mentor-driven accelerator and holds Bachelor of Science and Master of Science degrees in Management Science from the Massachusetts Institute of Technology. Feld has been an early stage investor and entrepreneur since 1987. Prior to co-founding Foundry Group, he co-founded Mobius Venture Capital and, prior to that, founded Intensity Ventures, a company that helped launch and operate software companies. Brad is also a co-founder of TechStars.

Feld currently serves on the board of directors of BigDoor, Cheez-



burger, Fitbit, FullContact, Gnip, MakerBot, MobileDay, Modular Robotics, Oblong, Orbotix, SEO-Moz, Standing Cloud, and Yesware for Foundry Group. Previously, Brad was an executive at AmeriData Technologies after it acquired Feld Technologies, a firm he founded in 1987 that specialized in custom software applications.

Gary Caille was commissioned in the United Stated Navy after graduation from Cornell University with a Bachelor of Science in Mechanical.



He completed a Master of Science in Mechanical Engineering from the University of Central Florida (1985) and a Doctor of Philosophy in Mechanical Engineering from the Georgia Institute of Technology (Georgia Tech, 1988). He is a licensed Professional Engineer in Georgia, New Jersey (inactive) and Florida (inactive). After completing nuclear power training and submarine training, Caille served on a fast attack nuclear submarine. He served as the Reactor Controls Division Officer, Sonar Division Officer and Weapons Department Head from 1978 to 1982. From 1982 to 1984, he served as an instructor and director of the Officer Chemistry, Materials and Radiological Fundamentals Division at the Navy's Nuclear Power School.

Now back in the field of mechanical engineering at Colorado State University, Caille was most recently Director of System Solutions Group of CSU Ventures which he formed in 2008. System Solutions group is focused on developing applied technical research from Colorado State University and partnering with industrial corporations to develop systems level solutions.

He is also works with a Google spinoff, Gooru, to promote online education and mentoring programs to develop the workforce needed for the technological economy.

Hear both as they bring together money and people to build innovative communities and the workforce needed to power them.

## **2012 Regional Issues Summit Happening at Bixpo**

Northern Colorado is one of the state's most vibrant and livable areas. It is also one of the fastest growing parts of Colorado. The Regional Issues Summit is a forum that will bring attention to some of the larger issues facing Northern Colorado including Higher Education, Water and Oil and Gas development. The half-day program will feature expert presentations followed by panel conversations and participant reactions. Business, civic, education and government leaders are invited to attend to help identify possible solutions to the area challenges.

The Regional Issues Summit is sponsored by the Fort Collins Area Chamber of Commerce, the Loveland Chamber of Commerce, the Greeley Chamber of Commerce, the Northern Colorado Economic Development Corporation, Woodward and EKS&H.



presented by the Northern Colorado Legislative Alliance
and Leadership Northern Colorado
Wednesday, September 26
7:15am to 11:30am
Embassy Suites

Time	Session
7:15 am	Check-in
7:30 am	Welcoming Remarks
7:40 am	Session 1: Water, Water Everywhere But No Place to Put It
8:45 am	Session 2: Higher Education – A Higher Calling or Groveling for Dollars?
9:45	Break
10:00	Session 3: Energy Development – What's the Big Fracking Deal?
11:00	Closing Comments and Adjourn

## **September Symposium Comes Full Circle**

The 27th Annual September Symposium, featuring nine great seminars, presented by the Larimer County Workforce Center, with principal sponsorship by the Coloradoan Media Group and the Northern Colorado Business Report, is now part of the Bixpo, This means that the September Symposium has come full circle.

The September Symposium originated from monthly seminars for business called Employers' Roundtables, which began in 1982. The inspiration for these Roundtables came from Moses...Moses Sanchez, a loaned executive from the National Alliance of Business. Sanchez worked with the Workforce Center then called Larimer County Employment and Training Services. He suggested producing monthly Employers' Roundtables, seminars for the business public that were free of charge. (Employers' Roundtables are still presented by the Workforce Center, October-May, now in Fort Collins and Loveland. For a schedule of this season's Employers' Roundtables, visit: http://larimerworkforce.org/ business/employers-roundtables/.)

In 1985, the idea of Employers' Roundtables morphed into the first September Symposium, which was called the Business Expo. This was



an all-day series of seminars that also included vendor booths and a luncheon. There was a charge to attend and to be a vendor. A few years later, the vendor booths were discontinued and the seminars were presented free of charge, with a fee for the optional luncheon. Subsequent to that, the Business Expo was renamed the September Symposium, since it was no longer an exposition and because the Business Expo was becoming confused with several other Business Expos around the state.

Then, the Symposium itself was tightened up, instead of an all-day event; there was still an optional luncheon during which a keynote speaker closed the event. Even more restructuring took place when eventually the luncheon was dropped and the September Symposium became a half-day series of seminars.

This September was the year that the September Symposium almost wasn't. Previously, the bulk of the funding for the Symposium, in addition to some funding from private sector sponsors came mainly from two state agencies, the Colorado Office of Economic Development and International Trade and the Colorado Department of Labor and Employment. Due to tightened budgets, although both of these agencies were still able to commit some resources this year, the amounts were greatly reduced. The only available option appeared to be to cancel this year's September Symposium.

Several years ago, there was a brief discussion between the Workforce Center and the Northern Colorado Business Report about combining the September Symposium with the Bixpo. The timing was just not right and the decision was made to keep the two events separate. But, timing is everything. The discussion was reopened in earnest in August. The third party in this discussion was the principal sponsor of the September Symposiums for the past seven years, The Coloradoan Media Group. This time...the timing was right. All of the entities involved embraced the idea of merging the September Symposium into the Bixpo.

So, what began as a Business Exposition has essentially returned to its roots, come full circle, merging two of the hottest tickets for business in Northern Colorado into one full day, in one location...September Symposium, Now at Bixpo!

#### Lew Wymisner

September Symposium Coordinator Larimer County Workforce Center

## **CSU Ventures - Moving PHEV Technology and Education Forward**

Plug-in hybrid electric vehicles (PHEVs) are hybrid electric vehicles that can draw and store energy from an electric grid to supply propulsive energy for the vehicle. This simple functional change to the conventional hybrid electric vehicle allows a plug-in hybrid to displace petroleum energy with multi-source electrical energy. This has important and generally beneficial impacts on the transportation energy sector,

petroleum consumption, criteria emissions output, and carbon dioxide emissions, as well as on the performance and makeup of the electrical grid. PHEVs are seen as one of the most promising means to improve the near-term sustainability of the transportation and stationary energy sectors.

Paradigm shifting technology introductions such as PHEVs, require changes in infrastructure, public policy, and training of technicians, first responders, and engineers. These technologies also result in development of new products such as charging stations, and provide motivation for product improvements such as new battery technologies. Introductions of new

DRS. GARY CAILLE, THOMAS BRADLEY & CYNTHIA SMERASKI



# CSUVENTURES

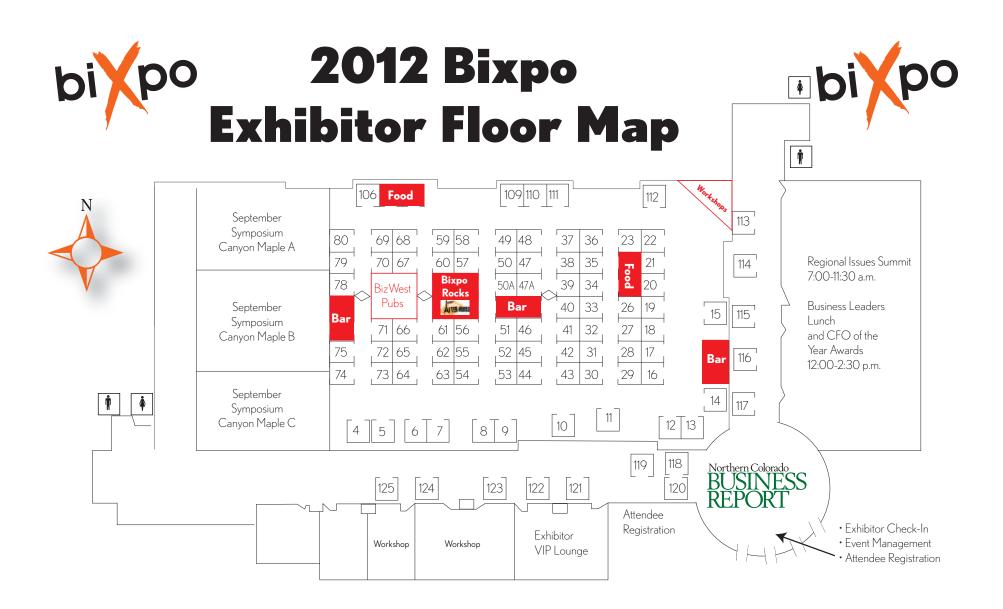
technologies also present new opportunities for economic growth, jobs and entrepreneurship, and if implemented slowly, have minimal or no negative effects on the present market or products.

With the introduction of any new technology, consumer education and awareness is critical to a successful introduction into the market. The greater than 10 year market presence of hybrid electric vehicles (HEV) with no atypical maintenance or operational issues has eased consumer concerns usually found with new technologies. PHEVs are a transitional technology between the HEV and the all-electric vehicle. New battery technologies are in reach that will allow the allelectric vehicle to travel on a single battery charge the same distance as an internal combustion vehicle on a tank of gas with a recharging time similar to the time to refill the gas tank.

As all of these vehicles (HEV, PHEV and EV) increase in market share, we must expand our education reach so as to prepare our

students at both the high school and college levels in order to be able to maintain, manufacture, design and engineer this system of systems. CSU Ventures Systems Solutions Group teamed up with CSU's College of Engineering to create a multilinked approach to PHEV education by focusing training at several layers: college students, professionals, first responders, middle and high school teachers and students, and the general public. See www. goorulearning.org for a collection of educational resources called "Hybrid Electric Vehicles and Beyond."

This program/material is based on work supported by the Department of Energy under Award number DE-EE0002627.



## **Exhibitor** List

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Colorado Network Management	
Coloradoan	
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Corkat Data Solutions	
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DaVinci Sign Systems, Inc	
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YESCO	

## Directions

#### NORTH COLORADO STATE **UNIVERSITY** FORT COLLINS LARIMER COUNTY FAIRGROUNDS AND EVENTS COMPLEX FORT COLLINS-LOVELAND E AIRPORT E CROSSROADS BLVD 20 BOYD 21E LAKE UNIVERSITY PROMENADE 0F NORTHERN SHOPS AT CENTERRA COLORADO **UPSCALE** GREELEY ESTES PARK SHOPPING 34) E EISENHOWER BLVD DENVER UNIVERSITY OF COLORADO BOULDER

The Embassy Suites Loveland is conveniently situated within The Ranch development off of Interstate 25 in Loveland, Colorado. The hotel is just five minutes from the Loveland/Fort Collins Municipal Airport.

**From the North:** Take Interstate 25 south to Crossroads Boulevard (Exit 259). Turn left under the overpass onto County Road 26. The hotel will be on the left on Clydesdale Parkway.

**From the South:** Take Interstate 25 north to Crossroads Boulevard (Exit 259). Turn right onto County Road 26. The hotel will be on the left on Clydesdale Parkway.

## **Bixpo Event Schedule**

#### September 26, 2012 Embassy Suites – Loveland

Northern Colorado Regional Issues Summit at Bixpo High Meadows Ballrooms

Hosted by the Chambers of Commerce for Loveland, Greeley and Fort Collins and NCEDC, the 2012 Regional Issues Summit kicks off Bixpo 2012.

#### September Symposium – Session One

Presented by the Larimer Workforce Center Concurrent Presentations 8:15 – 9:30 a.m.

Canyon Maple Ballrooms

- How Good Are You at Being a Virtual Executive? Debra Benton
- Career Mojo for Managers Katy Piotrowski
- Becoming a Salt & Light Leader Glen DeZeeuw

#### Business Leaders Preview of Bixpo Expo 2012 9:30 a.m. – 10:00 a.m. Main Exhibition Hall

September Symposium – Session Two Presented by the Larimer Workforce Center Concurrent Presentations 10:30 – 11:45 a.m.

Canyon Maple Ballrooms

- An Insider's Look at Leadership Success Micki McMillian
- Choosing success: The "What" and the "How" Mandy Kotzman
- Connection is the New Black Ava Diamond

#### **Bixpo Workshops**

- Using LinkIn to Grow your Business- Sandler Training 10:00 a.m. – 12:00 p.m. Room – Carter Lake B
- Retaining Talent (and Productivity) in a Recovering Economy Marie Zimenoff, A Strategic Advantage 11:30-1:00 Room - Big Thompson B
- Converting Clicks to Customers- MadWire Media 10:30 – 11:30 a.m.
   On Stage in the Rocky Mountain Exposition Hall

#### Business Leaders Lunch & CFO Awards

12:30 – 2:30 p.m. Registration and check-in opens at 12:00 High Meadows Ballrooms

#### **Bixpo Workshops**

- Hiring the Best and Avoiding the Rest Sandler Training 1:00 - 3:00 p.m. Room: Carter Lake B
- Flying the Friendly Skies of Social Media Social Media Pilots 1:30 - 2:30 p.m.
   On stace in the Rocky Mountain Exposition Hall
- Be a Lynchpin: How to Position Yourself for Career Success Marie Zimenoff, A Strategic Advantage 3:00-4:30 p.m.

Room - Big Thompson B

September Symposium – Session Three Presented by the Larimer Workforce Center Concurrent Presentations

2:00 – 3:15 p.m. Canyon Maple Ballrooms

- Marketing Doesn't Work. The RIGHT Direct Marketing Does! Joe Contrino
- Too Much College, Not Enough Kindergarten Deborah Westcott
- Increase Profits Through Operational Analysis David Cunningham & Allen Duck

#### Bixpo Workshop

 Silver Linings: Working in the Cloud - Vista Solutions 2:45 – 3:45 p.m.
 On stage in the Rocky Mountain Exposition Hall

**Bixpo Rocks Business After Hours** 5:30 – 7:30 p.m.

# A FISCAL ARSENAL

KENNEDY AND COE



It takes more than solid financial planning to protect your money. It takes creative and experienced accountants to arm your business with the reinforcements to protect itself and the ingenuity to prosper. At Kennedy and Coe, our intuitively sharp accounting and consulting arsenal will turn your business' dollars into the key that sparks financial electricity.

To discover your business' true potential, go to www.kcoe.com or call 800.303.3241.

#### A Strategic Advantage

333 West Drake Road, Suite 11 Fort Collins, CO 80526 **Phone:** 970-420-8413 **Fax:** 866-521-1036 **Website:** www.astrategicadvantage. com

**Products/Services:** Strengthsbased consulting/coaching for business owners and leaders, interviewing and hiring strategies, personal/business brand development including social media, business positioning, and business process strategies.

**Company Description:** We help businesses do more with less through identifying strengths, creating business systems, and providing coaching to improve leadership and performance. We drive growth by coaching small business owners to get clarity about their brand, their positioning, and processes that work best for them leading to increased leverage and profit.

Person in charge/Title Marie Zimenoff, President Person handling Bixpo/Title: Marie Zimenoff, President Email: marie@astrategicadvantage. com

Booth Number: 49

#### Advantage Bank

1475 North Denver Avenue Loveland, CO 80538 **Phone:** 970-613-1982 **Fax:** 970-613-1561 **Website:** www.advantagebanks.com **Products/Services:** Advantage Bank offers all the competitive personal and business banking services of a big bank. As a community bank, we are able to focus on the people on "Main Street" allowing us to provide a localized commitment of exceptional customer service.

**Company Description:** Advantage Bank believes in local management and has a market President, Lending officers and Branch Managers located in each community we serve. We are a small commercial bank and place an emphasis on small and medium sized businesses. We are competitively priced and tailor our products to meet the needs of our customers. **Person in charge/Title:** Thomas Chinnock, CEO and Jeff Kincaid,

#### President Person handling Bixpo/Title:

Jackie Mihalchick and Bryan Guest **Email:** jmihalchick@advantagebanks. com and bguest@advantagebanks.com **Booth Number:** 78

#### Air Repair/Comfort By Nature

6380 West 10<sup>th</sup> Street, Unit #10 Greeley, CO 80634 **Phone:** 970-353-3655 **Fax:** 970-378-0218 **Website:** www.comfortbynature.com **Products/Services:** Heating and cooling provided for residential & commercial customers using the latest, most energy-efficient equipment. We are the largest, most experienced installer of geothermal heatpump systems in Northern Colorado. **Company Description:** We install &

service heating & cooling systems for residential & commercial customers. We are the largest geothermal heatpump systems installer in Northern Colorado. We provide factory-trained technicians and installers to provide cost-effective replacement & energy efficient new construction heating & air conditioning. In business for 17 years. **Person in charge/Title:** Jeff Reiher, Owner & President

Person handling Bixpo/Title: Jeff Reiher, Owner & President

## **Exhibitor Directory**

**Email:** jreiher@comfortbynature.com **Booth Number:** 4

#### **Alphagraphics - Fort Collins**

115 East Harmony Road, #220B Fort Collins, CO 80525 **Phone:** 970-223-6316 **Fax:** 970-223-8644 **Website:** www.agnoco.com **Products/Services:** Print and marketing solutions include business cards, trade show materials, direct mail, banners, newsletters, graphic design, personalized URLs, excellent customer and so much more.

#### **Company Description**:

AlphaGraphics is a locally owned and operated, by long-time Windsor residents, Skip and Diane McIntosh. AlphaGraphics provides full-service print and marketing communications company with locations in Fort Collins and Greeley. Purchased in 2006, AlphaGraphics has built its business on customer service and community support.

Person in charge/Title: Skip and Diane McIntosh, Owners Person handling Bixpo/Title: Shannon Hein Email: shein@alphagraphics.com

Booth Number: 117

#### Alternatives to Violence 313 E. 4<sup>th</sup> Street

Loveland, CO 80537 **Phone:** 970-669-5150 **Fax:** 970-669-5136 **Website:** www.alternativestoviolence.

org **Products/Services:** Alternatives to Violence, Inc., (ATV) is a 501(c)3, Enterprise Zone designated charitable non-profit agency dedicated to serving all victims of violent crime in Southern Larimer County.

**Company Description:** Alternatives to Violence (ATV) is the Emergency Victims' Response Team for the Loveland Police Department. ATV staff & volunteers respond to victims of domestic violence, sexual assault & other violent crimes, a 24hrs/365 day a year hot line. Services include adult & children's individual and/or group therapy, school educational outreach, transitional housing & community resource & referral.

Person in charge/Title: Lynda M Nielsen, Executive Director Person handling Bixpo/Title: Alyse Friedel ~ Volunteer Coordinator Email: Volunteers@ alternativestoviolence.org Booth Number: 57

#### Banner Health/McKee Medical Center and North Colorado

Medical Center 1801 16<sup>th</sup> Street Greeley, CO 80634 Phone: 970-635-4032 Fax: 970-635-4066 Website: www.bannerhealth.com/ ncmc & www.bannerhealth.com/ mckee

**Products/Services:** Health professionals will be on hand to discuss programs and services available to businesses through Worksite Wellness, Occupational Health and the

CardioVascular Institute. Company Description: Based in Phoenix, Banner Health is one of the largest, not-for-profit health care systems in the country. Banner owns or operates 23 facilities including McKee Medical Center in Loveland and North Colorado Medical Center in Greeley. Banner Health employs over 200 physicians in northern Colorado. For more information visit www. BannerHealth.com

Person in charge/Title: Banner

#### om Health Phoenix, AZ

Person handling Bixpo/Title: Missy Lucas

**Email:** missylucas@bannerhealth.com **Booth Number:** 29, 16

#### Better Business Bureau

8020 South County Road 5, Suite 100 Fort Collins, Co 80528 **Phone:** 970-488-2053 **Fax:** 970-221-1239 **Website:** www. wynco.bbb.org **Products/Services:** BBB provides trusted programs and services to consumers and businesses alike, including online BBB Business Reviews, free dispute resolution, consumer tips and scam alerts. Visit the BBB SmartGuide for complete information: wynco.bbb.org/ smartguide.

**Company Description:** Better Business Bureau is the leader in advancing marketplace trust. Celebrating 100 years in 2012, our mission is to create a community of trustworthy businesses, set standards for marketplace trust, encourage and support best practices, celebrate marketplace role models and denounce unethical behavior. BBB Accreditation is an honor - and not every company is eligible.

Person in charge/Title: Pam King, President and CEO Person handling Bixpo/Title: Pam

King Email: pking@wynco.bbb.org Booth Number: 9

#### BNI (Fort Collins Fast Track Chapter)

Fort Collins, CO 80525 **Phone:** 970-222-3373 **Website:** facebook.com/fasttrackbni **Products/Services:** BNI provides a structured environment for the development and exchange of quality referrals by helping build your business with dozens of other qualified business professionals.

**Company Description:** BNI is the largest business networking organization in the world. We offer members the opportunity to share ideas, contacts and most importantly, business referrals. BNI has a global philosophy that is universal to cultures around the world. "Givers Gain" emphasizes collaboration and helping one another over overt business promotion.

**Person in charge/Title:** Shane Siegfried

Person handling Bixpo/Title: Shane Siegfried, BNI Member Email: shane@shanesiegfried.com Booth Number: 71

#### Bolder Staffing, Inc. & Bolder

Professional Placements 350 Interlocken Blvd., Suite 106 Broomfield, CO 80021 Phone: 303-444-1445 Website: bsihires.com Products and Services: BSI & BP2 provides qualified Temp, Temp-to-Hire, Contract and Direct-Hire employees for Northern Colorado and the entire Front Range.

**Company Description**: Bolder Staffing, Inc. (BSI) and Bolder Professional Placements (BP2) is the regional job-market expert. Serving Northern Colorado for more than 20 years, BSI & BP2 possesses an incredibly strong ability to find qualified people in administrative, skilled labor, special projects, IT, professional, or executive level positions. **Person in charge/Title:** Jackie Osborn, CEO

**Person handling Bixpo/Title:** 

Justin Kraft, Marketing Specialist Email: justink@bsihires.com Booth Number: 68

#### Business Card Factory

1608 Riverside Ave. Fort Collins, CO 80524 **Phone:** 970-493-3401 **Fax:** 970-493-3402 **Website**: www.bizcardcolorado.com **Products/ Services:** We offer fullcolor printing, specializing in business cards, postcards, brochures, Color flyers, B& W print, Booklets, Calendars and Promotional Items.

**Company Description:** We started business card factory because we believe great marketing is a necessity that everyone should be able to afford, no matter how small or large the company. That is why we offer our valued clients wonderful customer service matched with great pricing. Just ask any of our clients.

Person in charge/Title: Bert McCaffrey, Owner Person handling Bixpo/Title: Bert

McCaffrey, Owner Email: bert@bizcardcolorado.com Booth Number: 48

#### Clear Channel Media &

**Entertainment** 4270 Byrd Drive Loveland, Co 80538

Phone: 970-461-2560 Fax: 970-461-0118

Website: www.600KCOL.com Products/Services: Clear Channel Media & Entertainment of Northern Colorado encompasses 6 different radio stations providing terrestrial and digital radio. Company Description: Clear Channel Media & Entertainment serves all of Northern Colorado. The six stations: 600 KOOL, 1410 K11X, Big Country, 97I9, 197I9, the Bear, 96.1, KSME-FM and 100I7 KOCT-FM in Cheyenne.

**Person in charge/Title:** Dan Kuntz, Senior Marketing Consultant

Person handling Bixpo/Title: Stu Haskell, Market Manager Email: stuhaskell@clearchannel.com and dankuntz@clearchannel.com Booth Number: 52

#### Clear Summit Pro

6700 W. 21st Street RD Greeley, CO 80634 **Phone:** 970-978-6937 **Website:** www.

clearSUMMITproductions.com **Products/Services:** Professional video production for businesses. Script writing, pre-production, multi-camera shoots, teleprompter, lighting and full post-production including motion graphics.

## **Company Description:** We specialize in telling stories that move people to action. Low stress, high

quality. We can walk a first-time client through a complex project, or seamlessly integrate with an experienced team to produce material that people remember. Initial consultation is always free. Ask about the 20% off BIXPO discount.

Person in charge/Title: Erik Stenbakken, Senior Partner Alternate: Jeremy Jacob Person handling Bixpo/Title: Email: erik@stenbakken.com, jejacob@gmail.com Booth Number: 17

#### Coloradoan

1300 Riverside Avenue Fort Collins, CO 80525 Phone: 970-224-7887 Website: www.coloradoan.com Products/Services: Newspaper subscription services Person in charge/Title: Judi Terzotis, President & Publisher Person handling Bixpo/Title: Kim Douglas or Kristin Fanning Email: kimberlydouglas@coloradoan. com, kristinfanning@coloradoan.com Booth Number: 123

#### **Colorado Choice Health Plans**

19 Old Town Square, Suite 238 Fort Collins, CO 80526 Phone: 970-419-8209 Fax: (719) 589-4901 Website: www.cochoice.com Products/Services: We offer affordable health plans to businesses with one or more employees. Each plan can be customized to meet your specific needs.

Company Description: This year, we celebrated 40 years serving Colorado businesses. We have built a reputation as a leader in affordable health coverage and personal service. A call to Colorado Choice is answered by a live person not an automated system, just one example of what makes us Colorado's choice!

Person in charge/Title: Cindy Palmer, CEO Person handling Bixpo/Title: Jonas McKinley Email: jmckinley@cochoice.com Booth Number: 42

#### **Colorado Network Management**

1714 Topaz Drive Loveland, CO 80537 Phone: 970-292-5600 Fax: 970-776-1869 Website: www.cnmgt.com Products/Services: Providing Managed IT Solutions to businesses in Northern Colorado and across the country. Providing "turn-key", client focused IT solutions and services since 1995.

Company Description: Colorado Network Management is the premier full-service computer, network support and information technology management provider in Northern Colorado. CNMGT provides "costeffective" managed services that are customized for your company, whether your business is small, medium, or large. Our managed services and support

keeps your business running efficiently. Person in charge/Title: Kevin Cox, President

Person handling Bixpo/Title: Kevin Cox Email: kevin@cnmgt.com

**Booth Number:** 41

**Columbine Health Systems** 947 Worthington Circle Fort Collins, CO 80526 Phone: 970-482-0198 Website: www.columbinehealth.com Products/Services: Columbine provides a continuum of health services including independent, assisted living and skilled nursing facilities, medical homecare, medical equipment, infusion therapy and lifestyle center.

Company Description: At the heart of Columbine Health Systems beats the energy of a health network which addresses the care, comfort and safety of seniors, while creating an environment conducive to their lifestyles and ever-changing needs. Locally owned and operated, Columbine has been caring for seniors in Larimer County for 4I years. Person in charge/Title: Bob Wilson, Owner

**Person handling Bixpo/Title:** Barbara Noble, Community Outreach Coordinator Email: Barbara.noble@ columbinehealth.com Booth Number: 62

#### **Comcast Business Class** 8000 East Iliff Avenue

Denver, CO 80231 Phone: 303-603-2117 Products/Services: Comcast's Business Class suite of services offer reliable Internet, Phone and TV services with advanced business solutions to help your team easily and seamlessly work together.

**Company Description:** Comcast's Business Class services are designed to help businesses work faster and more efficiently by providing them access to a full array of communications technologies. Get reliable Internet, Phone and TV services, dedicated support and individual attention, 24x7, plus the convenience of one bill. Person in charge/Title: Jay

#### Dirkmaat Person handling Bixpo/Title: Rachael Cook, Marketing Manager **Email:** Rachael\_cook@cable.comcast. com

Booth Number: 80

#### **Community Banks of Colorado**

5570 DTC Parkway Greenwood Village, CO 80111 **Phone:** 877-877-0385 Website: cobnks.com Products/Services: Specializing in Agriculture, Energy Distribution and Exploration, and Small Business lending. Treasury Management services include Cash Management, Depository services, Commercial Cards and International services. **Company Description:** Community Banks of Colorado offers a comprehensive portfolio of products and services for commercial, consumer, and small business clients in over 50 banking centers across the state. Our goal is to deliver a superior level of service that reflects our commitment to our clients, associates and the communities we serve. Person in charge/Title: Joseph C. Bonner, President Person handling Bixpo/Title: Keith Jordan Email: kjordan@cobnks.com

Booth Number: 73, 64

#### **Connecting Signs Phone:** 970-493-0133 Fax: 970-493-0469 Website: www.connectingsigns.com Products/Services: Custom Interior and Exterior Signs, Vehicle Wraps,

custom manufacturing and installation

Person in charge/Title: Bruce

#### Email: bruce@connectingsigns.com Booth Number: 33

**CorKat Data Solutions** 

108 W. 5th Street Loveland, CO 80537 Phone: 970-776-3777 Fax: 970-776-1869

Products/Services: Specializing in custom solutions tailored to small and medium businesses for private cloud solutions, hosted applications managed services and collocation. **Company Description:** CorKat Data Solutions is a "boutique" datacenter

focused on custom solutions for small

#### and medium sized businesses. Our Tier III, SAS 70 Type II datacenter focuses on providing private cloud solutions, hosted applications, managed services and colocation to small businesses in Northern

#### Colorado and around the world. Person in charge/Title: Mark Grundy, VP Business Development **Person handling Bixpo/Title:** Mark Grundy

Email: mgrundy@corkatdata.com Booth Number: 39

#### **CSU Ventures**

601 S Howes St Fort Collins, CO 80521 Phone: 970-491-7231 **Fax:** 970-491-6785 Website: http://www.csuventures.

org/ Products/Services: Technology transfer, management of intellectual property, program management, systems engineering

#### Company Description: CSU Ventures is a not-for-profit

commercialization affiliate of Colorado State University, bringing the private sector and academia together for mutually beneficial collaborations to drive global solutions. This approach creates value for its customers and partners. These collaborations span many years with success on multiple levels -- from intellectual contribution to unique services that are part of the university infrastructure. This program is based on work supported by the Department of Energy under Award number DE-EE0002627.

Person in charge/Title: Colorado State University Research Foundation, Kathleen Henry, CEO

#### **Person handling Bixpo/Title:** Cynthia Smeraski

**Email:** cvnthia.smeraski@colostate. edu

#### **Booth Number:** 63, 54

#### **DaVinci Sign Systems**

4496 Bents Drive Windsor, CO 80550 **Phone:** 970-203-9292 Fax: 970-203-9293 Website: www.davincisign.com

Products/ Services: Award winning Identification signage of all types; Electric and Architectural signage, Electronic Message Centers, Monument Signs, Individual channel letters of all types, Stone signage, LED Lighting of all types, Exposed Neon, Service and Installation, Design and Consulting.

Company Description: Leading manufacturer of all types of permanent on-premise signage. Award winning design staff to make your name stand out. Our motto is "Let DaVinci build a monument to your business or organization". In house automated and custom manufacturing for accuracy and efficiency. Leading edge lighting systems with LED technology, computer controlled lighting systems. DaVinci Sign Systems, "the art and science of identification" Person in charge/Title: John J.

Shaw, President Person handling Bixpo/Title: John Shaw Email: john@davincisign.com

Booth Number: 120 Dell, Inc. One Dell Way

Round Rock, TX 78682 **Phone:** 512-728-1911 Fax: 512-283-3622 Website: Products/Service: Dell won the

best in class awards from Virtualization Review: Best SMP product. Dell vStart 100 & Best Backup and Data Protection Product - Dell AppAssure Company Description: For more

#### Northern Colorado Business Report | www.ncbr.com

than 28 years, Dell has empowered countries,

communities, customers and people everywhere to use technology to realize their dreams. Customers trust us to deliver technology solutions that help them do and achieve more, whether they're at home, work, school or anywhere in their world.

#### Person in charge/Title: Michael Dell, CEO

**Person handling Bixpo/Title:** Megan Bergman

Email: megan\_bergman@dell.com Booth Number: 40

#### **Discount PC Solution, LLC**

1004 W. 31st Street Loveland, CO 80538 Phone: 970-818-7657 **Fax:** 970-818-7653 Website: www.dpcs.co Products/Services: Ruckus & Brocade Wireless, VoIP, Office365, Network Solutions, Installations, Cabling, End-User & Server Support. Firewalls, VPN's

Company Description: Discount PC Solutions is your one-stop support center for all data and telephony needs proudly serving Northern Colorado. We cover all aspects of network infrastructure including cabling, workstations, servers, VOIP, audiovisual installations and more.

Person in charge/Title: Dan Spanel, CEO, Jeff Lasco CFO, Both Owners

Person handling Bixpo/Title: Dan Spanel

Email: dspanel@dpcs.co Booth Number: 30

#### **Ehrhardt Keefe Steiner &** Hottman, PC

1321 Oakridge Drive Fort Collins, CO 80525 **Phone:** 970-282-5400 Website: www.eksh.com Products/Services: EKS&H provides

audit, tax, and business consulting services to clients throughout Colorado and around the globe. Our client base consists of both public and privately held small- to mediumsized businesses in a variety of industries, including: manufacturing and distribution, professional services, healthcare, natural resources and consumer products.

Company Description: EKS&H is the sixth largest public accounting firm headquartered in the Western United States. With offices in Fort Collins, Boulder, and Denver, we have 48 partners and more than 440 professionals serving our client's needs. We are committed to providing consistent quality service as trusted business advisors for our clients. Person in charge/Title: Bob Hottman. CEO

Person handling Bixpo/Title: Katie Hughes

Email: khughes@eksh.com Booth Number: 11

#### **Embassy Suites Loveland - Hotel,**

**Spa and Conference Center** 4705 Clydesdale Pkwy Loveland, CO 80538 Phone: 970-593-6200 Fax: 970-593-6202 Website: www. EmbassySuitesLoveland.com Products/Services: Conference and Special Events facilities; all Suite lodging for business and leisure; Full Service Spa, Restaurant for all occasions.

Company Description: The Embassy Suites Loveland - Hotel, Spa & Conference Center is Northern Colorado's premier meeting venue for groups up to 3,000. Centrally located, and featuring 263 spacious two-room suites, the Rocky River Bar & Grille, and

Trade Show Displays, Banners, Window and Wall Graphics, Dimensional Letters, Illuminated Signs, Permits, Installation

Company Description: Connecting signs is a full-service sign company. We provide sign consulting, design, of commercial signs. Our Customers tell us we are a cut above our competition because we design more effective signs, deliver the signs as expected and respond to them in a

timely manner. Gardner, President

**Person handling Bixpo/Title:** Bruce Gardner, President

full-service Spa Botanica. Each guest enjoys a complimentary, Cooked-to-Order breakfast and evening Manager's Reception.

Person in charge/Title: Tom Dwyer, **General Manager** 

Person handling Bixpo/Title: Lou Ann Hoehne, Director of Catering Email: Louann.hoehne@jqh.com Booth Number: 15

#### **Eye Center of Northern Colorado**

1725 E. Prospect Road Fort Collins, CO 80525 Phone: 970-221-2222 Fax: 970-221-4286

Website: www.eyecenternoco.com Products/Services: LASIK, Facial Plastics, Glasses, Contacts, Routine and Medical Exams. Retinal Treatments, Glaucoma Management, Pediatrics, Cornea, Cataract Surgery, Eye-Exclusive Ambulatory Surgery Center

Company Description: The Eye Center of Northern Colorado has roots dating back to 1916 and has been dedicated to serving the northern Colorado community ever since. The Eye Center strives to provide the most comprehensive care in the state using the latest FDA approved procedures, products, and technologies. In October of 2011, the Eye Center unveiled a new state-of-the-art laser center located in Centerra that is being recognized as one of the best laser centers in the entire country.

Person in charge/Title: Carol Wittmer, Practice Administrator **Person handling Bixpo/Title:** Patrick Rosen, Director of Marketing Email: marketing@eyecenternoco.com Booth Number: 45

#### **Good Samaritan Society**

2101 S. Garfield Avenue Loveland, CO 80537 **Phone:** 970-624-5464 Fax: 970-663-4526

Products/Services: Good Samaritan Society Communities of Northern Colorado provides housing and services to seniors throughout Northern Colorado. Bonell, Fox Run, Estes Park, Loveland Village, Fort Collins. **Company Description:** Since its inception in 1922, The Evangelical

Lutheran Good Samaritan Society has been recognized as a leader in healthcare and retirement living. Our desire is to meet people wherever they are on the road of life and to provide housing and other services that meet a wide range of needs.

Person in charge/Title: Dave J. Horazdovsky, Good Samaritan Society President and CEO Person handling Bixpo/Title: Holly Haubold Email: hhaubold@good-sam.com

**Booth Number: 27** 

**Greystone Technology Group, Inc.** 1136 E. Stuart St., #2220

Fort Collins, CO 80525 Phone: 970-327-5280 Fax: 303-362-8085 Website: www.greystonetech.com Products/Services: Comprehensive IT support, management, cloud services, web development and online marketing with a uniquely strategic focus and flat-fee model.

Company Description: Founded in 2001, Greystone provides comprehensive IT, web, and cloud services to small and mid-sized businesses. Designed around a unique, flat-fee model Greystone's methods focus on ensuring life-long client relationships.

#### Person in charge/Title: Peter Melby, President

Person handling Bixpo/Title: Todd Evans

Email: tevans@greystonetech.com

#### **Booth Number: 34**

#### **Guaranty Bank and Trust** Company

3151 North Garfield Avenue Loveland, CO 80538 **Phone:** 970-267-6914 Website: www.GuarantyBankCO.com Products/Services: Completely Free Checking Accounts, Free Visa® Debit Card, Business and Personal Loans, Treasury Management Solutions, 24-Hour Customer Service and Trust and Investment Services

**Company Description:** Guaranty Bank and Trust Company, a Colorado community bank for over 50 years, is committed to meeting the financial needs of businesses and individuals by providing highly personalized and responsive service. With over 30 Front Range locations, Guaranty Bank and Trust is here to serve you. www. GuarantyBankCO.com. Member FDIC. Person in charge/Title: Linda Fischer

#### Person handling Bixpo/Title: Linda Fischer

Email: linda.fischer@ GuarantyBankCO.com Booth Number: 14

#### **Hearts and Horses Therapeutic Riding Center**

163 N. County Road 29 Loveland, CO 80537 Phone: 970-663-4200 **Fax**: 970-663-3891 Website: www.heartsandhorses.org Products/Services: Our mission is to promote the physical, cognitive, emotional and social well-being of people with special needs through equine assisted therapy.

Company Description: A nonprofit agency serving Northern Colorado. We have programs for children and adults including, youth-at-risk, veterans, Alzheimers and Parkinsons. We also provide physical and occupational therapy.

#### Person in charge/Title: Eldon Holland, Executive Director Person handling Bixpo/Title: Carrie Coyne

Email: carrie@heartsandhorses.org **Booth Number: 44** 

#### **Henderson Management & Real** Estate, LLC

603 S. College Avenue Fort Collins, CO 80524 Phone: 970-663-6311 Fax: 970-663-6094 Website: www.hmre.net Products/Services: Henderson Management and Real Estate is a full service property management company, offering hassle-free property management, cash flow management, affordable maintenance, and lease enforcement.

#### **Company Description:** At

Henderson Property Management we work with people who want complete control of their financial future. We help people locate and purchase investment properties. We then take the property into our management pool and work to reduce the hassle, maximize cash flow, and protect the condition of the property. We manage over 900 units in the Front Range and are considered the experts in property management and investment property. Person in charge/Title: Jason Hanson, Owner, CEO and Managing

#### Broker Person handling Bixpo/Title:

Jessica Joles **Email:** leasing1ohmre.net Booth Number: 69

#### Home State Bank

2695 West Eisenhower Boulevard Loveland, CO 80537 Phone: 970-203-6100

#### Fax: 970-669-6228

Website: www.homestatebank.com Products/Services: Home State is a local Bank with a broad spectrum of products and services. All decisions are made locally which makes us a "true" Community bank serving Northern Colorado!

Company Description: Home State Bank has been serving the Loveland/ Fort Collins communities for over 61 years. The Devereaux brothers Harry and Jack support the mission and integrity their father began when he bought Home State Bank in 1970. "We are proud to serve and support the Northern Colorado communities." Person in charge/Title: Harry Devereaux, President and Jack Devereaux. Chairman Person handling Bixpo/Title: David Adkins, VP of Marketing Email: David.adkins@homestatebank.

#### com Booth Number: 63

#### **ITX - Information Technology eXperts**

2120 South College Avenue Fort Collins, CO 80525 Phone: 970-282-7333 Fax: 970-282-3764 Website: www.itxfc.com

Products/Services: Network Consulting, Site Assessments, Cloud Computing, Network Security / Business Class Firewall, Anti-spam / Anti-virus, Managed Backup / Disaster Recovery, Systems Migration, Exchange Servers, Wireless **Company Description:** 

#### INFORMATION TECHNOLOGY

EXPERTS, INC. (ITX) is northern Colorado's leading full-service computer and information technology support services provider. We serve over 200 commercial and government clients. Our commitment to process, quality, and combining the highest level of resources and expertise assures that our clients receive the best value IT Solutions.

Person in charge/Title: Mai Tran, President **Person handling Bixpo/Title:** 

#### James Richards **Email:** james.richards@itxfc.com Booth Number: 60

#### Jackson Fiske Chiropractic,

**Health & Wellness** 3944 JFK Parkway Fort Collins, CO 80525 Phone: 970-377-2399 **Fax:** 970-377-2416 Website: www.jacksonfiskonline.com Products/Services: State-of-the-art low force Chiropractic care, Nutritional consultation, pediatric, geriatric and neurological specializations. Over 30 years' experience in difficult/

sensitive cases. Company Description: We are a husband and wife team dedicated to true integrative health care for the whole family. Only a handful of Network Chiropractic clinics in the world offer

this level of combined expertise and practice experience in one place Person in charge/Title: Dr. Amy Jackson, DC & Dr. Peter Fisk, DC Person handling Bixpo/Title: Email: drAmy@jacksonfiskonline.com Booth Number: 35

#### **Kaiser Permanente**

4850 Hahns Peak Drive Loveland, CO 80538 Phone: 970-278-4227 Website: www.kp.org Products/Services: Kaiser Permanente provides high-quality, affordable health care services and works to improve the health of our members and the communities we serve.

**Company Description:** Kaiser Permanente is a health plan that provides high-quality affordable health care services to improve the health of our members and the communities we serve. We provide numerous health plan products to companies and individuals, and work with our members to attain their optimal health

Person in charge/Title: Donna Lynn, President of Kaiser Permanente Person handling Bixpo/Title: Mary Atchison

Email: mary.j.atchison@kp.org Booth Number: 12, 13

#### Kennedy & Coe, LLC

6125 Sky Pond Drive, Suite 200 Loveland, CO 80538 Phone: 970-685-3500 Fax: 970-663-0223 Website: www. kcoe.com **Products/Services:** We provide

many different services to help your company succeed. Simply put, we're not your average accountants

Company Description: At Kennedy and Coe, we are ranked as one of the Top 100 largest accounting and consulting firms in the U.S. Clients tell us we're different because we are genuine people, generating creative ideas and delivering valuable results. We hope to have the opportunity to be of service to you.

Person in charge/Title: Audra Dinell **Person handling Bixpo/Title:** Audra Dinell

Email: adinell@kcoe.com Booth Number: 53, 44

#### **KUNC-Community Radio for** Northern Colorado 1901 56<sup>th</sup> Avenue Greeley, CO 80631 Phone: 970-350-0822

Fax: 970-350-2580 Website: www.kunc.org

Products/Services: Presenting NPR and award-winning regional news; classic and contemporary folk and rock music, and public radio favorites for Northern Colorado.

**Company Description: KUNC** was the first Colorado public radio station to join NPR, and has long been recognized as an innovative leader in public broadcasting, introducing programs like All Things Considered, Morning Edition, Car Talk and more to listeners in Colorado. KUNC reaches a weekly audience of nearly 150,000 listeners through a network of 18 stations and translators across Colorado.

Person in charge/Title: Neil Best, President and CEO **Person handling Bixpo/Title:** Robert Leja, Director of Corporate

Support & Marketing Email: Robert.leja@kunc.org Booth Number: 67

#### **Larimer Humane Society**

6317 Kyle Avenue Fort Collins, CO 80525 Phone: 970-226-3647 Fax: 970-530-3006

Website: www.larimerhumane.org Products/Services: Larimer Humane Society provides adoption services. care for shelter animals, humane education, wildlife rehabilitation and release, and Animal Protection and Control services.

**Company Description:** Larimer Humane Society is an open admissions shelter, accepting any animal in need. We are an independent, nongovernment, non-profit organization that is not a part of any national humane organizations. Through generous contributions from the community, Larimer Humane Society is able to care for thousands of animals each year.

Person in charge/Title: Judy

Calhoun, Executive Director **Person handling Bixpo/Title:** Stephanie Ashley **Email:** sashley@larimerhumane.org **Booth Number:** 108

#### **Lemons Heating and Cooling**

24725 WCR 58 Greeley, CO 80631 Phone: 970-567-0798 Fax: 970-356-3587 Products/Services: Geocomfort Heating & Cooling Systems. Geothermal Heating and Cooling Systems.

**Company Description:** Specializing in Geothermal Heating & Cooling Systems from design to installation to continuous service on all heating & cooling systems. From humidification to filter systems to 24 hour service. **Person in charge/Title:** Jerry Lemons, Owner

Person handling Bixpo/Title: Jerry Lemons, Owner Email: lemonshvac@msn.com

Booth Number: 51

#### Madwire 360

550 W. Eisenhower Boulevard Loveland, CO 80537 Phone: 970-773-8169 Fax: 970-663-1767 Website: http://www.mad360.net Products/Services: Website design, social media branding, search

engine optimization, Google Maps optimization, top placement ads and retargeting ads, all of which are optimized for desktop and mobile devices.

**Company Description:** Mad 360 is a **full-service** website design and internet marketing agency focused specifically on growing businesses of all kinds. Our solutions are tested, perfected and proven to **grow businesses.** 

Person in charge/Title: Joe Kellogg, JB Kellogg/Jerry Kelly, Co-Founders Person handling Bixpo/Title: Farra Lanzer

**Email:** farra@madwiremarketing.com **Booth Number:** 21, 22

#### **Otis, Coan & Peters**

103 W. Mountain Avenue, Suite 200 Fort Collins, CO 80524 **Phone**: 970-225-6700

Website: 970-232-9927

**Products/Services:** OCP serves clients in real estate; business; banking and creditor's rights; energy, minerals and natural resources; tax; intellectual property including trademarks; estate planning; employment; and related litigation and appellate matters. **Company Description**: Otis, Coan & Peters, LLC is northern Colorado's real estate and business law firm. OCP is a 15 attorney firm with offices in Denver, Fort Collins and Greeley.

**Person in charge/Title:** Fred Otis, G.Brent Coan, Jennifer Lynn Peters, Brett Pavton

Person handling Bixpo/Title: Jenna Seigal, Shauna Cobb, Shannon Lyons Email: jseigel@nocolegal.com,

scobb@nocolegal.com, slyons@ nocolegal.com Booth Number: 74

#### **Palmer Flowers**

3711 Mitchell Drive Fort Collins, CO 80525 **Phone:** 970-226-0200 **Website:** www. palmerflowers.com **Products/Services:** Palmer Flowers offers a tremendous assortment of fresh flowers including tropicals to make every occasion special! We are open and delivering seven days a week! **Company Description:** Palmer Flowers has been family owned and operated for over 35 years. We strive to provide great customer service, beautiful fresh flowers and plants at reasonable prices and the best quality possible. We guarantee complete satisfaction and look forward to serving vou! SEO and much more.

Booth Number: 19

700 Whalers Way

Fort Collins, CO 80525

Phone: 970-416-5000

Website: www.pscu.org

Denise Lucas

com

that?

Person in charge/Title: Steve R.

Lucas, CEO and Denise Lucas, COO

Email: denise@powerappsthatwork.

**Person handling Bixpo/Title:** 

**Public Service Credit Union** 

Products/Services: Personal and

including SBA loans. Plus nationwide

business accounts and services,

banking and the largest free ATM

network in the country. How cool is

Company Description: If you live

or work in Larimer, Weld of Adam's

County you can join. (No, you don't

have to be a fireman). PSCU has the

of a community bank and the service

TOGETHER, We're better. Check out

Person in charge/Title: Christopher

**Quid Novi Innovation Conference** 

Website: www.quidnovifestival.com

Products/Services: Quid Novi

at Midtown Arts Center supports

innovation, patents, copyrighting,

Company Description: The Quid

Novi Innovation Festival is sponsored

by the Griggs Mastery Academy. This

10-month program provides a higher

level of professional development for

Mastery Academy attendees practice

intensive public speaking skills, study

and read 10 cutting-edge (and classic)

Person in charge/Title: Rick Griggs,

Person handling Bixpo/Title: Rick

Website: www.rcspecialevents.com

inventory, dance floors, lighting, tables,

chairs, linens, china, flatware, glasses

and catering products. Event planning

Events provides event rental products

party. We offer the high-quality special

occasion expertise you need to have

With the success of your unique event

in mind, our staff of professional event

planners, tent specialists and audio-

visual experts will coordinate every

detail of your event - large or small.

function, private party of wedding -

we are The Event Rental Company of

You are free to have an enjoyable and

stress-free experience with RC Special

Events managing the details. Corporate

a successful and memorable event.

Company Description: As the

premier event rental company in

Northern Colorado, RC Special

as well as planning and consulting

services for every type of event or

Products/Services: Largest tent

Email: rick@griggsachieve.com

leaders and innovators. During the

contemporary innovation concepts

books that change lives

Founder

Griggs, Founder

Booth Number: 72

**RC Special Events** 

1558 Riverside Avenue

Fort Collins, CO 80524

Phone: 970-224-4774

and event consultation.

publishing & venture capital.

Innovation Conference 10.20.12

the needs of authors, inventors and entrepreneurs. Workshops on

products of a mega-bank, the soul

of a member owned cooperative.

bankitis.com or pscu.org

**Business Development** 

Email: chriss@pscu.org

Booth Number: 30, 37

4529 Idledale Drive

Fort Collins, CO 80526

Phone: 970-267-0959

Development

Stengle, Director of Business

Person handling Bixpo/Title:

Christopher Stengle, Director of

Person in charge/Title: Spiro Palmer, Owner Person handling Bixpo/Title:

Michele Adams **Email:** madams@palmerflowers.com **Booth Number:** 118

#### Peak Performance Chiropractic and Wellness Center

3221 Eastbrook Drive, Suite #102 Fort Collins, CO 80525 Phone: 970-232-9258 Fax: 970-232-9417 Website: www. peakperformancefortcollins.com Products/Services: Family wellness, sports rehab, nutrition, massage,

#### chiropractic, pediatric care and

educational classes. Company Description: We take a holistic approach to health and wellness. We work to find and eliminate the cause of your problem, restoring optimal health and function. Person in charge/Title: Jennifer Rohrick/Brian Rohrick, Co-Owners & Chiropractors Person handling Bixpo/Title: Jennifer Rohrick Email: dr.jennrohrick@gmail.com

Booth Number: 6

#### pixels & press 147 W. Oak St., Suite 105

Fort Collins, CO 80524 Phone: 970-484-0811 Products/Services: Providing fullservice printing, graphic design and web development Person in charge/Title: Jason Reiff, Owner Person handling Bixpo/Title: Jason Reiff

Booth Number: 122

**Platte River Power Authority** 2000 East Horsetooth Road Fort Collins, CO 80525 Phone: 970-226-4000 Website: www.prpa.org Products/Services: Consulting and funding for energy-saving projects Company Description: Platte River Power Authority is a not-forprofit utility that generates and delivers reliable, low-cost and environmentally responsible electricity to its owner communities Estes Park, Fort Collins, Longmont and Loveland, Colorado where it is distributed by each municipal utility to residents and businesses. Person in charge/Title: Jackie

Sargent, General Manager **Person handling Bixpo/Title:** Jon Little, Marketing and Community Relations Manager **Email:** littlej@prpa.org **Booth Number:** 65, 66

#### **Powder Dynamics** 4417 Grey Fox Road Fort Collins, CO 80526 **Phone: 970-556-4258 Fax: 970-692-2640 Website:**

**Products/Services:** Specializing in custom Apple and Android mobile apps, mobile websites, local market video ads, online coupons and dynamic custom electronic media marketing solutions.

**Company Description:** Powder Dynamics Electronic Marketing offers the brands 20/Twenty Video Ads, Power Apps That Work, and NocoHotDeals.com. Powder Dynamics, a local Northern Colorado company, helps companies develop marketing strategies by the use of cutting-edge technologies that include mobile apps, video, mobile websites,

#### Choice.

Person in charge/Title: lan Menzies, Chief Events Officer Person handling Bixpo/Title: lan Menzies, Chief Events Officer Email: ian@rcspecialevents.com Booth Number: 106

#### **Realities for Children**

1610 South College Avenue Fort Collins, CO 80525 **Phone:** 970-484-9090 **Fax:** 970-484-0726 **Website:** www.RealitiesForChildren. com

Products/Services: In an effort to serve abused children in Larimer County, Realities For Children focuses on four core services: 1. Community Education & Awareness. 2. Special Youth Activities, 3. Youth Agency Sponsorship, 4. Emergency Funding **Company Description:** Realities For Children Charities is a 501(c)3 charitable organization dedicated to serving the unmet needs of abused and neglected children in Larimer County. United with our alliance of 150 local Business Members, which underwrite the administration of all programs and services, this charity is uniquely able to ensure that 100% of every dollar donated is able to directly benefit abused and neglected youth locally. Agencies Represented: Adoption

Dreams Come True, Alternatives to Violence,

Angel House, CASA of Larimer County, Child Advocacy Center, ChildSafe Counseling Center, Foster & Adoptive Families of Larimer County, Harmony House, Hearts & Horses Riding Center, Larimer County Department of Human Services, Lutheran Family Services, Partners Mentoring Youth, Reflections For Youth, The Center For Family Outreach, The Family Center, The Jacob Center

The Matthews House, The Namaqua Center, Turning Point

Person in charge/Title: Craig Secher, President

Person handling Bixpo/Title: Jennifer Varner

Email: Jennifer@realitiesforchildren.

Booth Number: 47, 47A, 50, 50A

#### Regis University College for Professional Studies

1605 Foxtrail Drive Loveland, CO 80538 **Phone:** 303-458-4978

**Website:** www.cps.regis.edu **Products/Services:** Higher Education: Bachelor's and Master's degrees from a Regionally Accredited Jesuit University.

**Company Description:** Regis University College for Professional Studies (CPS) is a leader in adult education with accredited Bachelor's and Master's degrees and certificate programs that prepare you for success in a competitive marketplace. Our accelerated course formats, multiple campus locations and highly ranked online coursework provide flexible options that fit around a busy schedule. **Person in charge/Title:** Loveland Campus Director, JoAnn Honey,

Campus Director Person handling Bixpo/Title: JoAnn Honey, Campus Director Email: jhoney@regis.edu Booth Number: 10

#### Sandler Training

200 E. 7<sup>th</sup> Street, Loveland, CO 8053 **Phone:** 970-292-8490 **Fax:** 970-685-4649 **Website:** www.toplinegrowth.sandler. com

**Products/Services:** Sales and Leadership Training, Customer Service **Company Description:** Sandler Training is the leading provider of a comprehensive set of sales, management, leadership, customer service, coaching and related training programs. Through on-going training and reinforcement, Sandler Training transforms the sales culture of organizations into one of consistently profitable growth. We take the feat out of owning/leading your business. **Person in charge/Title:** John Geiman, Principal **Person handling Bixpo/Title:** John Geiman and Don Overcaash

Email: jgeiman@sandler.com, dovercash@sandler.com Booth Number: 18

#### SBP Website Video

4342 Winterstone Dr. Fort Collins, CO 80525 **Phone:** 970-407-0111 **Fax:** 

**Website:** www.SBPwebsiteVideo.com **Products/Services:** Professional, affordable website video production for your business. Consumers expect online video as a central element of a company's communications strategy **Company Description**: We provide 30-120 second videos designed for website introduction of your business. Online video can be used in many ways: Profiles, Testimonials or Advertising. All uses increase viewer interest, assist your website's organic SEO and reduce it's bounce rate. **Person in charge/Title:** Bill Sallaz,

Owner Person handling Bixpo/Title: Bill Sallaz

Email: Booth Number: 111

#### Security Service Federal Credit Union

1531 North Lincoln Avenue Loveland, CO 80537 **Phone:** 970-206-9666 **Website:** www.ssfcu.org **Products/Services:** A complete range of consumer financial service

range of consumer financial services plus commercial loans and mortgage lending.

**Company Description:** Security Service Federal Credit Union is the eighth largest credit union in the United States and the third largest in Colorado. Security Service offers the full range of financial services such as online banking, online bill pay and 24/7 Member Contact Center. Security Service also does commercial and mortgage lending.

**Person handling Bixpo/Title:** Bill Becker, Business Development Manager

Email: wbecker@ssfcu.org Booth Number: 43

#### Sexual Assault Victim Advocate (SAVA) Center

331 South Meldrum Fort Collins, CO 80521 Phone: 970-472-4204 Fax: 970-674-7023 Website: www.savacenter.org

**Products/Services:** SAVA provides therapy, crisis intervention, and advocacy for anyone affected by sexual violence as well as prevention education for the Northern Colorado community.

**Company Description:** SAVA now works to advance its mission to reduce sexual violence through community outreach, prevention education, advocacy and support, and crisis intervention in Weld and Larimer Counties. SAVA pursues this goal through a two-pronged approach of direct service and prevention programming.

Person in charge/Title: Jennifer Jones

**Person handling Bixpo/Title:** Jennifer Jones

**Email:** jennifer@savacenter.org **Booth Number:** 32

**Shirazi Benefits** 8205 W. 20th Street Greeley, CO 80634 Phone: 970-584-1721 **Fax:** 970-313-4126 Website: www.shirazibenefits.com Products/Services: Shirazi Benefits is an independent insurance agency specializing in group employee benefits including medical, life insurance, vision and dental, retirement plans, selffunded and fully insured plans. Company Description: Shirazi Benefits is committed to identifying the insurance products that are the right fit for you company, your employees & yourself. From identifying the right carriers and plans that will accomplish your goals to handling claims service issues and claims resolutions, we take the hassle out of insurance. Person in charge/Title: Hossein Shirazi, Principal and Ty Miller, Principal Person handling Bixpo/Title: Jamie Dennis, Marketing Coordinator Email: jdennis@shirazibenefits.com Booth Number: 56

#### **SIGNARAMA Fort Collins**

1600 East Mulberry Street, Unit 1 Fort Collins, CO 80524 **Phone:** 970-204-1805 **Fax:** 970-204-1765 **Website:** www.signaramafortcollins. com

Products/Services: Custom Signs, Full Color Graphics, Trade Show Displays, Wall Murals, Eco-Friendly Signs & Banners, Vehicle Wraps, Window Graphics, Illuminated Interior & Exteriors Signs & Installation. Company Description: We are a full service, custom sign shop committed to providing high quality signs, personal service, and sustainable business practices. We provide design, manufacturing and installation services as well as 24 hour online ordering and unique online portal stores specifically tailored to your company's business. Person in charge/Title: Wes Westfall, President and Patti Westfall, Vice-President

Person handling Bixpo/Title: Patti Westfall, Vice-President

**Email:** patti@signaramafortcollins.com **Booth Number:** 55

#### **Social Media Pilots**

117 East Mountain Avenue, Suite 222 Fort Collins, CO 80524 **Phone:** 970-212-4685

**Website:** www.socialmediapilots.com **Products/Services:** We are the experts in Social Media. We offer strategic consulting, account set-up and maintenance for all your Social Media Marketing needs.

**Company Description:** Our mature marketers are not distracted by the next shiny object or short-lived internet fad. We have a reasonable perspective about this truly viable way to win the hearts and minds of prospects. Social Media is a new form of 'pull' marketing – it's time to participate strategically. **Person in charge/Title:** Laurie Macomber and Ron Zasadzinski, Owners

Person handling Bixpo/Title: Jerek Justus, Pilot

**Email:** jerek@socialmediapilots.com **Booth Number:** 21

#### **Style Media and Design**

211 West Myrtle, Suite 200 Fort Collins, CO 80521 **Phone:** 970-226-6400 **Website:** www. stylemagazinecolorado.com **Products/Services:** 12 annual upscale publications, Lydia's Style Magazine and Northern Colorado's Medical and Wellness; logo and website design; two comprehensive websites with features beyond the magazine's content.

**Company Description:** Style Media & Design, Inc. produces monthly magazines, alternating between Lydia's Style Magazine, and Northern Colorado Medical Wellness, a medical publication. Style is a local company founded in 1984, has twelve employees and offices in downtown Fort Collins. We cover topics important to the communities along the Northern Colorado Front Range.

Person in charge/Title: Lydia Dody, President Person handling Bixpo/Title: Lydia

Dody, President Email: lydia@stylemedia.com Booth Number: 79

#### Swingle Lawn, Tree & Landscape Care

1805 E. Lincoln Avenue, A-3 Fort Collins, CO 80524 Phone: 970-221-1287 Fax: 970-221-4822 Website: www.myswingle.com Products/Services: Swingle is Colorado's premier landscape care company, providing lawn care, tree & shrub care and services, event & decor services, bed & border weed control, and irrigation. Swingle creates beautiful outdoor spaces year-round and makes our customer's lives more enjoyable in the process. We pride ourselves on being the best and providing exceptional service with each opportunity we get.

#### Company Description:

Swingle's mission is a companywide commitment to providing our customers with the highest quality of landscape care possible. Our 100% guarantee is that all work will be done correctly and to your complete and total satisfaction. Swingle's customer service and commitment to our customers is unparalleled in the industry. Because Swingle employees more certified arborists than any other landscape care company in the state, we are able to provide true expert advice and service to our customers. Person in charge/Title: Tom Lynch, Fort Collins Branch Manager

Person handling Bixpo/Title: Tom Lynch Email: tlynch@myswingle.com

Booth Number: 7

#### Teleco of the Rockies

1614 Oakridge Drive Fort Collins, CO 80525 **Phone:** 970-282-7500 **Fax:** 970-282-1264 **Website:** www.telecofc.com **Products/Services:** Full service telecommunications company specializing in state of the art equipment from VoIP to traditional telephone systems with sales, services and complete support.

**Company Description:** Teleco of the Rockies is a locally owned and operated telecommunications company providing a variety of services ranging from: VoIP and digital telephone systems, Voicemail solutions and Unified Communications. Our goal is total customer satisfaction and to be a "one stop shop" for all of your Telecom and IT needs.

Person in charge/Title: Will Porter, President Person handling Bixpo/Title: Will

Porter, President Email: wporter@telecofc.com

### Booth Number: 38

#### The Women's Clinic of Northern Colorado Location 1: 1107 S. Lemay #300, Fort

Collins, CO 80524 Location 2: 2500 Rocky Mtn Ave Suite 150, Loveland, CO 80538

#### Phone: 970-493-7442 Fax: 970-493-2990 Website: www.fcwc.com Products/Services: Obstetrics,

Gynecology, Bone density scanning, Digital Mammography, Essure Birth Control, Genetic counseling, Health and Wellness, Classes and Seminars, Midwifery, Robotic assisted surgery, Ultrasonography, Weight Management

**Company Description:** The Women's Clinic of Northern Colorado now offers two convenient office locations, serving more communities in Northern Colorado. With the opening of our Loveland office in September 2010 employing the same design and technical functionality as our Fort Collins location, we bring a full complement of women's health services in one location to the women of Loveland and the surrounding communities of Berthoud, Greeley, Eaton, Evans, Ault, Windsor and Johnstown. Available services in Loveland now include mammography, bone density scanning, ultrasonography, and more. Our office is located in the North Medical Office building attached to Medical Center of the Rockies in Loveland, just off I-25 and Highway 34. We look forward to meeting you and serving your women's health care needs.

We are pleased to offer state-of-theart digital mammography, 3-D and 4-D ultrasounds, and robotic surgery. These technologies, as well as a welcoming environment, aid us in providing the best healthcare available.

**Person in charge/Title:** Scott Kenyon, Administrator

Person handling Bixpo/Title: Scott Kenyon 1107 S. Lemay #300 Fort Collins, CO 80524 Email: kenyons@fcwc.com

Booth Number: 31

#### **Thrivent Financial**

707 McGraw Drive Fort Collins, CO 80526 **Phone:** 970-266-1700 **Fax:** 

#### Website:

**Products/Services:** Asset allocation, retirement strategies, retirement accumulation strategies, retirement distribution strategies, investment strategies, risk management, education funding, legacy strategies, estate strategies, charitable strategies. **Company Description:** Our team

promises to commit to listen to, learn from and enliven each other to provide the best financial advice and create opportunities to place passion with community action. Together, we will inspire people to live joyful and generous lives, free from financial worry.

Person in charge/Title: Ryan Behm, FIC

#### Person handling Bixpo/Title:

Shannon Hein or Kathie Robson **Email:** Shannon.hein@thrivent.com or kathiejrobson@gmail.com

#### TLC Payroll

223 Linden St. Fort Collins, CO 80524 **Phone**: 970-568-8613 **Fax:** 

**Website:** www.tlcpayroll.com **Products/Services:** TLC Payroll & Insurance offers Payroll, Health Insurance, Time Clock Management, Human Resource Services, Workers Compensation, Retirement offerings, and much more.

**Company Description:** TLC Payroll & Insurance is a Colorado based company who has the experience to handle payroll and insurance benefits professionally and precisely. Businesses just like yours, use TLC because TLC Payroll offers industry leading service, with a price guarantee; and TLC Insurance offers customization and service unparalleled in the industry. **Person in charge/Title:** Kevin Welch, President and CEO **Person handling Bixpo/Title:** Ashlee Faulkner **Email:** Ashlee@TLCinsgroup.com **Booth Number:** 28

#### **Touchstone Health Partners**

125 Crestridge St. Fort Collins, CO 80525 **Phone:** 970-494-4226 **Fax:** 

#### Website: www.

TouchstoneHealthPartners.org Products/Services: Touchstone Health Partners provides affordable, guality mental health and addiction services. We believe that cost should never be a barrier to accessing care. **Company Description:** Touchstone Health Partners is a private non-profit whose mission is provide unsurpassed behavioral health prevention, intervention, and treatment services in Larimer County to individuals and families, regardless of ability to pay. 85% of those served are from households earning less than \$25,000, and more than 1/3 are children and youth.

**Person in charge/Title:** Randy Ratliff, CEO

Person handling Bixpo/Title: Emily Dawson Petersen Email: Emily.petersen@ touchstonehealthpartners.org Booth Number: 5

#### Turning Point Center for Youth & Family Development 1644 South College Avenue

Fort Collins, CO 80525 Phone: 970 221 0999 Fax: 970 221 2727

#### Website: www.turningpnt.org Products/Services: We provide kids with the tools they need to overcome life's many obstacles and ultimately

life's many obstacles and ultimately to become empowered, healthy, and responsible members of their communities.

**Company Description:** Turning Point is a 501 (c) 3 nonprofit organization dedicated to improving the lives of youth. Our counseling services, therapeutic and individualized education programs help children and teens make it through life's most stressful and challenging times. Our mission is to provide a high quality, structured and therapeutic environment with growth and change opportunities for everyone involved.

Person in charge/Title: Stephanie Brown, LCSW, Executive Director Person handling Bixpo/Title: Nicole Conant

Email: nconant@turningpnt.org Booth Number: 58

#### **United Way of Larimer County**

424 Pine Street, Suite 102 Fort Collins, CO 80524 Phone: 970-407-7000 Fax: 970-407-7099 Website: www. unitedwayoflarimercounty.org

**Products/Services:** Resources to enable businesses and organizations in Larimer County to LIVE UNITED through charitable giving, volunteerism and advocacy.

**Company Description:** We believe that we all win when a child succeeds in school, when families and individuals are financially stable, and when everyone's basic needs are met in our community. United Way of Larimer County brings people together to get things done in the areas of Education, Self-Sufficiency and Basic Needs. **Person in charge/Title:** Gordan Thibedeau, President and CEO **Person handling Bixpo/Title:** Kate Hagdorn Email: khagdorn@uwaylc.org Booth Number: 121

#### United Way of Weld County

814 9th St. Greeley, CO 80634 Phone: 970-353-4300 Fax: 970-353-4738 Website: www.unitedway-weld.org Products/Services: United Way of Weld County's mission is to improve lives by mobilizing the caring power of

our community. Company Description: United Way of Weld County improves lives in our communities by advancing education, income and health because those are the building blocks of a good quality of life. UWWC collaborates with individuals and organizations that have the passion, expertise and connections to get things done. Join us in making a difference, Give, Advocate, Volunteer, That's what it means to LIVE UNITED. Person in charge/Title: Jeannine Truswell, President and CEO Person handling Bixpo/Title: Mark Tucker

Email: mark@unitedway-weld.org Booth Number: 121

#### University of Northern Colorado's Monfort College of Business

Campus Box 128 Greeley, CO 80639 Phone: 970-351-1273 Fax: 970-351-2500 Website: www.mcb.unco.edu Products/Services: Undergraduate

emphasis in accounting, computer information systems, finance, general business, management, and marketing. Masters in Accounting.

**Company Description:** The Monfort College is recognized for delivering excellence in business education. It is the first and only business program to receive the Malcolm Baldrige National Quality Award from the Office of the President of the United States. The college is accredited by AACSB International in both business and accounting.

#### **Person handling Bixpo/Title:** Michael Leonard

**Email:** Michael.leonard@unco.edu **Booth Number:** 26

#### **Vista Solutions**

2619 Midpoint Drive, suite F Fort Collins, CO 80525 **Phone:** 970-212-2940 **Fax:** 970-212-2950 **Website:** www.vistasolutions.net **Products/Services:** Full service IT partner, offering business class technology; unique and customized hardware, software, and services; and local cloud computing.

**Company Description:** Small business computing solutions including cloud computing, hosted exchange, WAN acceleration, networking (network architecture, purchase, installation and support), professional grade local and off site backup, and medical IT. We build customizable computing solutions that address your IT frustrations. **Person in charge/Title:** Bob Vomaske, CEO

#### **Person handling Bixpo/Title:** Allison Smith

**Email:** allison.smith@vistasolutions.net **Booth Number:** 112

Volt Workforce Solutions 3003 E. Harmony Rd., Ste. 210 Fort Collins, CO 80528 Phone: 970-494-2000 Fax: 970-377-4242 Website: www.volt.com Products/Services: Volt Workforce

Solutions offers full-service staffing and talent management consulting to help local, regional, national, and international companies. Through niche recruiting expertise and project management, VWS delivers solutions in IT, Technology, Engineering, Accounting, Administrative, Call Center, Human Resources,Technical and Creative Communication, and Manufacturing.

**Company Description:** Volt Workforce Solutions offers full-service staffing and talent management consulting to help local, regional, national, and international companies. Through niche recruiting expertise and project management, VWS delivers solutions in IT, Technology, Engineering, Accounting, Administrative, Call Center, Human Resources,Technical and Creative Communication, and Manufacturing.

#### Person in charge/Title: Michelle Bates

Person handling Bixpo/Title: Michelle Bates, Business Development Manager Email: mbates@volt.com Booth Number: 70

#### **Warren Federal Credit Union**

7670 5<sup>th</sup> Street Wellington, CO 80549 **Phone:** 970-568-7111 **Fax:** 970-568-7965 **Website:** www.warrenfcu.com **Products/Services:** Our product offering is extensive from our Free Rewards Checking with no minimum balance required to our competitive rates on loan, deposit and investment products.

**Company Description:** Warren Federal Credit Union has been instrumental in helping members achieve their financial dreams for 60 years. With over 38,000 members worldwide, it is imperative to be a leader in both personal and business banking. Experience the difference. It's not a bank, it's Warren! Find out more by visiting our booth or check us out online at warrenfcu.com. Person in charge/Title: Stephanie Teubner, President/CEO and Mary McCaffrey, Wellington Branch Manager Person handling Bixpo/Title: Mary McCaffrey, Wellington Branch Manager and Jeremy Hamilton, Business **Development Specialist** Email: mmccaffrey@warrenfcu.com and jhamilton@warrenfcu.com **Booth Number: 20** 

#### Watson Moving & Storage, A Bluebird Company

200 12th SW Street, Unit 106 Loveland, CO 80537 Phone: 970-669-8001 Website: www.nocomovers.com Products/Services: From packing to delivery, Watson Moving & Storage offers service with efficiency and confidence. Being fully insured and licensed, you know your belongings are protected. Residential moves - local and nationwide, Commercial moves, Temperature-controlled storage. **Company Description:** The northern colorado moving company with More Than 50 Year of Moving Experience You Can Trust Watson Moving & Storage is a third-generation, familyowned business. Since 1957, we have been a trusted source for families and businesses that need a reliable, responsive moving company. Person in charge/Title: Joel Gilliland, Owner Person handling Bixpo/Title: Joel Gilliland. Owner Email: joel@nocomovers.com Booth Number: 109

#### WY-CO Workforce Partnership

Larimer County Workforce Center Fort Collins Office 200 West Oak Street, Suite 5000 Fort Collins, CO 80521 970-498-6600 www.larimerworkforce.org

Larimer County Workforce Center -Loveland Office 418 East 4th Street Loveland, CO 80537 970-667-4261 www.larimerworkforce.org Employment Services of Weld County 1551 North 17<sup>th</sup> Street P.O. Box 1805 Greeley, CO 80632 970-353-3800 www.eswc.org Workforce Boulder County - Longmont Office 1500 Kansas Avenue, Suite 4D Longmont, CO 80501 303-651-1510 www.wfbc.org Workforce Boulder County - Boulder Office 2520 55<sup>th</sup> Street, Suite 100 Boulder, CO 80301 303-301-2900 www.wfbc.org Wyoming Department of Workforce Services 1510 East Pershing Boulevard Cheyenne, WY 82002 307-777-3700 www.wyomingworkforce.org Products/Services: Convenient access to a wide array of resources

access to a wide array of resources and information to help with your employment needs. Contact us to find out more! **Company Description:** The

WY-CO Workforce Partnership is a collaboration of Workforce Centers in Boulder, Larimer, and Weld Counties and southeastern Wyoming. Our purpose is to strengthen services and resources to better meet the demands of a changing labor force and to revolutionize the ways in which we serve our customers throughout the region.

#### Person handling Bixpo/Title: Jackie Tuck

Email: jtuck@larimer.org Booth Number: 46

#### YESCO Custom Signs

3770 Joliet Street Denver, CO 80239 **Phone:** 303-375-9933 **Fax:** 303-375-9111 **Website:** www.yesco.com **Products/Services:** YESCO is Colorado's largest premier manufacturer of custom and electronic signs, specializing in commercial and retail exterior signage programs.

Design, fabrication, installation, engineering, service & maintenance. Company Description:

YESCO, a 90 year old company with 25 years of presence in the Colorado market, has emerged as the leading Colorado company, specializing in the latest LED display technologies. YESCO has the distinction of being the only company in Colorado that designs, engineers, fabricates, installs and services its own electronic display systems.

Person in charge/Title: Rick Bellefeuille, Sales Manager Person handling Bixpo/Title: Rick Bellefeuille Email: rbellefeuille@yesco.com Booth Number: 61



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