

Northern Colorado BUSINESS REPORT \$1



TECHNOLOGY
Restoring fish habitats
with more than bulldozers.
7



THE EDGE
GTO enthusiasts do their
part to help the economy.
15

Volume 17 | Issue 23 | July 27 - Aug. 9, 2012



JONATHAN CASTNER

Drivers with “garage avoidance” aggravate the parking problem in Downtown Fort Collins.

THE PROBLEM, ITS COSTS AND POSSIBLE SOLUTIONS

A draft report from the city acknowledges there are “significant issues” with downtown parking, a problem that will grow over the next decade or so and create a need for about 1,000 new spaces.

Among the issues:

- “Very high” use of core on-street parking and public surface lots, so-called Parking Hot Zones.
- Upside-down pricing, which causes trolling and “garage avoidance.”
- Many employees of downtown business who don’t have access to, or are unwilling to use, off-street parking.
- A two-hour time-limit that is too short.
- Downtown employees and CSU students parking in adjacent neighborhoods.

► See **Issues, 6**

Long-term parking issues will cost \$30 million to fix

Fort Collins planners suggest 1,000 new spaces will be needed

BY MOLLY ARMBRISTER
marmbrister@ncbr.com

Fort Collins will need more than \$30 million to fully address future parking issues downtown but its city planners say too much opposition exists to install meters on street parking – at least for now. Instead, a pay-by-cell phone

option, developer impact fees and tapping certain existing tax funds are ideas Fort Collins may consider as it searches for the best way to ease parking shortages in its downtown.

Street meters just raised too many objections from too many businesses, so they were removed from the list of suggestions developed by city planners.

Timothy Wilder, a senior planner in charge of pulling together

► See **Parking, 6**

Oil money pours into political campaigns

BY STEVE LYNN

slynn@ncbr.com

The Northern Colorado energy boom is doing more than helping fill government coffers – it’s also pumping money into political races.

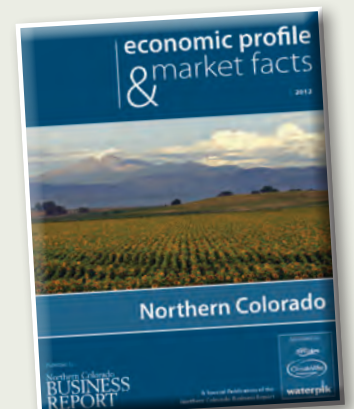
Energy companies have emerged as an especially significant campaign contributor in the race to fill the congressional district representing oil-soaked Weld County, though the bulk of the dollars are flowing to incumbent U.S. Rep. Cory Gardner.

The industry, ranging from oil and natural-gas to power companies, has so far given the 4th District Republican from Yuma more than \$135,000 in his re-election bid. He received \$33,000 in contributions between just June 7-30, the latest campaign finance reporting period.

Of that amount, oil and gas companies or their employees gave about

► See **Campaign, 17**

INSIDE THIS ISSUE



Serving Northern Colorado
Visit ncbr.com for breaking news



CONTENTS

Real Estate
New website built by
and for brokers.....5

Technology
3-D printer uses
information-
sharing to fine-tune
design.....8

Briefcase 18
Guest Commentary.....30
Daily In Review.....2
For The Record 26-29

On The Job17
Online Poll.....31
Technology 8
Time Out19

LISTS

Agribusinesses..... 11
Ag Equipment Dealers 12
Ag Subsidies 13
Bioscience Companies 9
Locally-based Banks 24

Woodward Inc. reports lower third-quarter earnings

The following is a wrap-up of breaking local business stories published daily on the Northern Colorado Business Report's website. Sign up for our free Daily E-Newsletter, an all-local business news report sent to your email each weekday. Just click on "Register" at www.ncbr.com.

Woodward Inc. reported third-quarter net earnings of \$28.3 million, down from \$36.1 million in the same quarter last year.

Earnings per share slipped from 51 cents to 40 cents, according to the Fort Collins company's earnings report.

CEO Tom Gendron said ongoing worldwide economic uncertainty were partly to blame for the lower earnings.

Net sales came in at \$460.2 million for the quarter, a 5-percent improvement from the \$438.5 million posted in the same period last year

Fort Collins DDA to deconstruct vacant Elks Lodge

FORT COLLINS - The Fort Collins Downtown Development Authority will deconstruct the vacant building that formerly housed the Elks Lodge, a process that, rather than demolition, takes a building apart slowly and saves materials for reuse or recycling.

The nearly 50,000-square-foot building, located at 140 W. Oak St., was purchased by the DDA in 2008 to make way for a new hotel project, but the developer, Corporex, was unable to secure financing for the project because of the economic con-

ditions at the time.

The DDA will begin a vendor selection process and hopes to begin the deconstruction process in early September. The DDA has set a goal of diverting a minimum of 70 percent of the building materials from landfills.

The building was first constructed in 1907 as a YMCA, and served as the home of the Elks Lodge for more than 70 years.

DAILY IN REVIEW

Weld County United Way sets donor goals

United Way of Weld County announced an ambitious campaign to solicit contributions from nearly 9,300 donors.

The nonprofit reported that only 2 percent of the county's population makes donations to it, while its services support 25 percent of the population. United Way hopes to improve those figures.

"We have to face the fact that we are woefully short on educating the total community and reaching the residents in our community who chose for one reason or another not to support United Way," said Gary Burton, chairman of the 2012-2013 Community Giving Campaign.

Innosphere chair hired by CSU

Mark Wdowik has joined the Office of the Vice President for Research at CSU as an assistant vice president for Research and Industry Partnerships, the university said last week.

Wdowik, who has served with CSU Ventures since 2006, will help CSU expand its sources of research support and collaboration at a time when federal research dollars remain scarce, according to CSU.

Wdowik has held administrative roles for CSU Ventures associated with industry relations, business development and investments, economic development, technology commercialization and new venture creation.

Before joining CSU, Wdowik functioned as executive director of the Office of Technology Transfer at the University of North Carolina at Charlotte and the University of Kansas Information and Telecommunication Technology Center. In addition, Wdowik serves as chairman of the Rocky Mountain Innosphere board.

Loveland's new tourism brand: 'Everything You Love'

LOVELAND - The City of Loveland officially unveiled its new tagline aimed at luring more tourists: "Everything You Love."

City officials also took part in a rib-

bon-cutting ceremony on the recently renovated Visitors' Center, located in the Centerra development near the intersection of I-25 and Highway 34. A new billboard featuring the tagline can be seen between Exits 254 and 257 along I-25.

The City of Loveland and the Community Marketing Commission together created the new brand. A new logo was created, using red and purple to signify the theme of "love" that comes with the name "Sweetheart City," and also to add a bit of a regal touch.

Colorado among top 10 for construction jobs

Construction jobs in Colorado increased by 6.1 percent year-over-year in June, ranking Colorado at No. 9 in the country for construction employment growth.

New figures from the Associated General Contractors of America show that the number of construction jobs statewide increased from 110,400 in June 2011 to 117,100 in June of this year.

Construction employment has increased slowly but steadily in recent months as builders get back to work on both residential and commercial projects. Across Colorado, more construction jobs are expected to be created as homeowners rebuild after losing property in recent wildfires.



EMPOWERING EMPLOYEE POTENTIAL

Your business's most valuable asset is the people that drive it. Their potential is creative, dynamic and boundless. Kennedy and Coe LLC offers People Growth Strategists to help grow your employee investment, and therefore your results, to the fullest capability. An arsenal of consulting tools and proven growth strategies including executive coaching, incentive compensation plans, performance management and talent recruitment means no employee's potential will remain unrealized on our watch.

Inspire greatness at www.kcoe.com or call 800.303.3241.



Cities hope to boost tourism post-fires

BY MOLLY ARMBRISTER
marmbrister@ncbr.com

Northern Colorado's meeting and hospitality organizations are ratcheting up their marketing campaigns to counteract the effects of the High Park and Woodland Heights fires on tourism hotspots.

The Estes Park Convention and Visitor's Bureau has approved an additional \$75,000 to spend on a series of advertisements in varying media

to bring Coloradans and out-of-state residents alike to Estes and to Rocky Mountain National Park.

Estes Park had already budgeted to spend \$400,000 on marketing this summer, according to Suzy Blackhurst, communications manager at the Estes CVB. The additional funds were taken out of a reserve fund.

The Fort Collins CVB will also be spending more than anticipated in its effort to bring tourists to town, increasing its marketing spending

from \$40,000 to \$100,000, according to Jim Clark, executive director of the Fort Collins CVB.

Both fires broke out in June, during what should have been a period of high tourism traffic, but evacuations, closed roads and thick smoke all worked to deter visitors from coming to either destination.

National media coverage spread the news that the fires had broken out, and soon reservations were being canceled and CVBs were fielding

phone calls from confused would-be tourists, especially those from other parts of the country.

One caller to the Estes CVB called to ask whether the Waldo Canyon Fire, burning in Colorado Springs, was a threat to Estes Park, some 130 miles away.

"People from out of state don't understand our geography. They don't understand the distances between these areas, so they got ideas that the

► See **Tourism, 25**

NCEDC CEO: \$620,000 funding goal attainable

BY MOLLY ARMBRISTER
marmbrister@ncbr.com

More than halfway through its fiscal year, the Northern Colorado Economic Development Corp. is less than halfway to its fundraising goal for the year.

NCEDC CEO Walt Elish, however, is confident that the jobs-hunting organization will hit its 2012 revenue goal of \$620,200.

As of this past week, it had collected \$290,000. Whether it gets to the finish line depends in large part on whether the companies that support it continue sending in their checks.

According to a Business Report review of the NCEDC budget, revenues in 2011 came to \$742,052, so even if gets to \$620,000, the NCEDC this year will still have far less money to do its job.

► See **NCEDC, 4**

Trouble strikes oil boomtown in N. Dakota

One oil boomtown is definitely not like the next. Or, at least that's what The Eye hopes.

The murder of a schoolteacher by oil field job-seekers, an increased crime rate and roughnecks on drugs are among the tragedies an oil boom in the Bakken formation has brought

NCBR EYE

to Williston, N.D.

In the July issue of Men's Journal, Stephen Rodrick describes the dire situation in "Greetings from

► See **Eye, 20**



JONATHAN CASTNER

Salus Natural Body Care found a rare vacancy in Old Town and opened its store on Walnut Street in May.

Vacancies down, rents up in Old Town

A boom in the retail scene helps erase signs of recession

BY MOLLY ARMBRISTER
marmbrister@ncbr.com

While the economy is still regaining its post-recession footing, the retail scene in Old Town has made nothing short of a full-blown comeback.

Real estate agents, retailers and downtown advocates like the Downtown Business Association all have stories to tell about the vim and vigor of Old Town.

But, first the numbers: Net taxable sales in June topped \$197 million, compared with \$185.4 million in June 2011. The increase has been good for city coffers, which collected \$7.2 million in sales tax receipts in June, compared with \$6.7 million in June 2011.

By comparison, the City of Greeley collected \$3.8 million in sales tax in June, while Loveland collected \$2.7 million.

Back in Fort Collins, retail vacancy rates in downtown have fallen into the low single-digits, and those spaces considered most desirable are virtually impossible to find.

Retail is a big part of the city's economy, comprising 21.8 percent of the commercial space downtown, with 973,401 square feet, according to a 2010 survey conducted by the city.

Ideally, a given market's vacancy rate will hover around 5 percent to allow some "room to move," according to Patty Spencer of Realtac Commercial Real Estate. During the recession, downtown Fort Collins had a retail vacancy rate of about 8 percent. Today, that number is below 2 percent.

Of course, a vacancy rate that

low sends rents higher, which is good news for landlords, especially those who had trouble leasing out their properties just a couple of years ago.

The negative? Tenants today are paying 20 percent to 30 percent more for space than just a year ago, Spencer said.

Rents are highest on College Avenue, she said, while restaurants tend to pay more in rent than retail shops. There, new businesses can expect to pay about \$20 per square foot, but average rent for all of downtown is difficult to nail down.

"It really does depend on the building, size of space and location. What makes downtown retail so unique is how eclectic it is. This characteristic also translates to lease rates," Spencer said.

Spencer also anticipates that the Mason Street corridor project, along with the MAX bus rapid transit

► See **Retail, 23**

NCEDC from 3

Contributions from companies are budgeted to come in at \$560,000, a few thousand dollars more than last year but nearly \$30,000 less than the organization had originally planned for 2011. Also, event income, in-kind revenues and pass-through incentives were all expected to be off this year.

This year's budget was his first since moving from Maine to take the CEO position last fall, so Elish said he budgeted "conservatively."

The NCEDC is supported by a group of 135 "investors," private companies, organizations and municipalities. Fifteen percent of its budget comes from taxpayers.

The organization's focus is generally on attracting and retaining

primary employers, companies that create jobs here but whose products or services are typically sold nationally and internationally.

As of fall 2010, Larimer County was home to 34 primary employers, providing 60 percent of the jobs. Some of these employers, such as Eldon James, have left the region, and others, like Abound Solar, have fallen victim to changing economic times, making the NCEDC's job tougher.

Although at this moment the organization is working with as many as eight prospects, the economy continues to be a challenge, Elish said. That number of prospects would have been low in the pre-recession years, but considering the economic climate,

Elish said that having eight to work with is actually "pretty good."

Elish said he is confident that activity will pick before the end of the year.

Here's a closer look at the NCEDC's budget:

REVENUES

The organization is expecting \$560,000 in investor income this year, its largest source of revenue. This projection is an increase of just \$4,000 over what the NCEDC brought in during 2011.

Elish said the NCEDC, like everyone else, took a hit in the recession, with its total budget reduced from the \$800,000 to \$900,000 level in 2006 and 2007 to where it is now. The losses suffered by the construction industry were particularly damaging to the organization, as construction and development companies were among some of its larger investors.

Elish hopes to find enough new blood in the next few years to bring the NCEDC back to its former levels of income, he said.

Income from events was expected to total \$15,000, down from the \$34,325 events brought in during 2011. NCEDC's annual meeting is the organization's largest event, attracting hundreds of business leaders from across Larimer County to a luncheon held every fall.

Event revenue fluctuates every year, according to Elish, so the budget reflects conservative estimates.

In-kind revenues were expected to drop dramatically, from \$98,783 to \$45,000.

EXPENSES

Salaries and benefits

Salaries and benefits account for some of the largest increases in expenses in 2012.

The total spent on salaries at the NCEDC in 2011 was \$260,243, compared with a projected \$310,000 for 2012. The expenditure for benefits is

GET IT ONLINE

Go to www.ncbr.com for a copy of the NCEDC's 2012 budget.

more than double what was spent in 2011, growing from \$24,860 to \$62,000.

In 2011, the NCEDC welcomed two new staff members. Kelly Peters, director of business retention and expansion, joined in June, and Elish arrived in October. Prior to that, the organization was operating with two staff members and an interim CEO, Don Churchwell, who was a "loaned executive" from Home State Bank. Churchwell received no compensation for his work from the NCEDC. The organization now has four staffers.

Consultants

The NCEDC expected to spend significantly less on consultants or contractors this year, budgeting \$26,000 compared with \$88,467 in 2011.

Enterprise Zone administration fees

The organization also planned to spend more money on fees for an enterprise zone administrator. That amount increased from \$7,133 to \$12,000.

The Larimer County Workforce Center is responsible for administering enterprise zones. A controversial issue, enterprise zones incentivize businesses to locate within them by offering tax credits.

Other expenditures

Other expenses listed in the budget cover a variety of everyday needs for a business, such as office equipment. The NCEDC planned to pay much less to lease office equipment in 2012, just \$150, compared with \$9,692 in the previous year. Why that was the case could not be ascertained.

The budget for meals, food and entertainment also was cut, from slightly more than \$18,000 to \$10,000.

Northern Colorado Technology Transfer Fair

Creating an Innovation Economy through Industry-Government Partnerships



Register NOW

AUGUST 7, 2012

9am - 4:30pm

DRAKE CENTRE

802 West Drake Road, Fort Collins

Register For This FREE Event

www.aphis.usda.gov/2012TechTransferFair or 970-266-6007

Federal labs invest significantly in research and development each year
— how can you tap this resource?

This free, one-day event will showcase Federal research to encourage new partnerships and collaborations and create opportunities for economic growth and innovation. Learn how to transform opportunities into economic possibilities in:

- 💧 Agriculture
- 💧 Bioscience
- 💧 Clean energy
- 💧 Natural resources fields

LEARN HOW TO

- Cut through government red tape
- Apply for grants
- Establish development agreements and cooperative research to unlock a wealth of Federal expertise
- Obtain licensing agreements for Federally produced technologies and products

Hosted By:








In Partnership With:












CORRECTIONS

The Business Report will correct any errors that appear in its pages. To suggest a correction or clarification, please contact editor Allen Greenberg at 970-232-3142, or email him at agreenberg@ncbr.com.

Northern Colorado BUSINESS REPORT

Volume 17 : Issue 23
July 27 - Aug. 9, 2012

Copyright 2012. BizWest Media LLC.

Reproduction or use of editorial or graphic content without written permission is prohibited.

The Northern Colorado Business Report (ISSN 1094-8198) is published biweekly, with an extra issue in December, by BizWest Media LLC, a Colorado limited liability company. 1550 E. Harmony Road, 2nd Floor, Fort Collins, CO 80525. Periodical postage paid at Fort Collins and additional offices. Subscriptions are \$49.97. International subscriptions are \$175.00.

POSTMASTER: Send change-of-address notices to:

Northern Colorado Business Report, PO Box 270810 • Fort Collins, CO 80527

970-221-5400 • 800-440-3506 • Fax: 970-221-5432

E-mail: frontdesk@ncbr.com • www.ncbr.com

Local brokers launch 'agent-centric' tool

After surviving one of the more difficult real estate climates in decades, Fort Collins real estate agents Eric Sachs and Nathan Froelich have launched a website aimed at helping fellow professionals make it through tough times.

BreakthroughBroker.com, launched in February, contains information about local markets, as well as markets in other parts of the country. The site was borne of a desire to provide brokers with all the resources they need to effectively sell homes in one place, for free.

The same sort of market-level information is available from a variety of sources, but, as Sachs points out, brokers must typically visit a multitude of sites to find it. Moreover, they're typically "nickel and dimed" paying for access to different sites, he said.

In addition, existing sites are not "agent-centric," in Sachs' opinion.

A former Fort Collins police officer, Sachs founded a brokerage, called Infinity Group Realty, with Froelich in 2005. At first, he thought that the issues with existing sites were a problem only for small brokerages that didn't have the manpower to conduct research of their own.

In 2010, their brokerage was

purchased by a larger real estate company, ERA. Sachs and Froelich discovered that even at larger brokerages, there were still gaps in the information.

The business partners left the brokerage and set to work developing their site, working with designers and programmers to create a destination that supports video and a selection of interactive tools.



REAL ESTATE
Molly Armbrister

Since the site launched, it has been visited more than 13,700 times, with 3,200 of those visits coming from residents of Northern Colorado, and 7,215 coming from people within Colorado.

Those are still small numbers, but they indicate potential, Sachs said.

Agents who visit the site can access four different portals that allow them to Create, Succeed, Learn or Share.

Brokerages of all kinds have been using the site, Sachs said, from smaller firms to real estate giants like Keller Williams and Re/Max.

Mortgage brokers have also start-

ed using the site, and there is information that can be used by anybody embarking upon a home search.

The site features video interviews with some of Northern Colorado's biggest real estate players, like Chalice Springfield, CEO of Sears Real Estate, based in Greeley. Another feature allows agents to create letters and other necessary documents for quick dissemination to clients.

As the market continues to improve, newer agents can use the site to learn how to adapt to trends they may not have experienced before, according to Sachs.

For example, one recent trend in residential real estate is the return of multiple offers on homes and, in some cases, bidding wars. Brokers who have been in the business for just a few years haven't experienced that situation before, and Breakthrough Broker helps new agents learn what to do.

The site can also help more experienced brokers get their businesses back up and running as they emerge from the recession.

"It's still a hard business to be in," Sachs said. "Agents need to be at the top of their game, and people with all skill levels can find what they need on our site."

In order to keep the site free,

Breakthrough Broker features advertisements. Geocoding on the site allows the site to display those ads that pertain to users in a specific geographic area.

This same geocoding technology also allows the site to display content that is relevant to users based upon their location.


On Aug. 1-3, Sachs and Froelich will be in San Francisco, promoting Breakthrough Broker at the Inman Real Estate conference, the very same place where Zillow.com got its start.


Only 12 other companies from across the country will be featured at the conference, which is often considered "Startup Alley" for real estate-related businesses.


Once the entrepreneurs return from San Francisco, they have a new product launch to occupy their time.

In the next few weeks, the company will launch its mobile app, to be called The Spark, designed to help motivate brokers and agents to meet their goals by sending them daily email reminders with "actionable items," Sachs said.

Molly Armbrister covers real estate for the Northern Colorado Business Report. She can be reached at marmbrister@ncbr.com or at 970-232-3139.








Dan Mills
Commercial Insurance Advisor

Engaged Top to Bottom in Your Business




We're your long-term business partner, helping you:

- lower overall risk
- boost operational efficiency & safety
- maximize profits

Commercial Insurance • Employee Benefits
Personal Insurance • Surety Bonds • Corporate 401(k)

www.floodandpeterson.com



970-356-0123
800-356-2295

Working Together to Reach a Better Future.

Trebuchet Group

Trebuchet Group works hard each day to help its clients reach their business needs and goals. A ClimateWise partner since 2007, they also work hard to use natural resources wisely. Biking to meetings is just one example of the various projects they report annually to ClimateWise. In 2011, the team biked, carpooled and walked over 2,500 miles, saving money, energy and improving employees' commuting experience.



CHRIS HUTCHINSON
CLIMATEWISE PLATINUM PARTNER
PHOTO BY CAMBON STUDIOS



Business Smart.

Join ClimateWise. It's easy. It's fun.
fcgov.com/climatewise
 (970) 221-6700 • TDD (970) 224-6003



PARKING from 1

the city's Parking Plan, said metered parking would be given serious consideration again only after a series of "triggers" were pulled including pronounced parking shortages.

Among other advantages, meters would have helped the city raise money for more parking.

City planners began their study of the issue last year in response to growing concerns about parking.

At least 1,000 new spaces are needed in the next decade to 15 years, according to their study.

An advisory panel cited by planners in their report to the City Council said the city's parking program and management are "currently very good" but not ready for the future.

"While parking is an aggravation today, it could become a real pain with more and more parkers seeking fewer and fewer spaces," the panel said.

The leading concern: that a surge in employment will place a burden on the system, prompting more aggressive enforcement of parking laws and turning downtown into an "enforcement zone."

That, of course, might give people an excuse to stay away from downtown.

As it now stands, the city brings in revenue from a variety of parking-related sources, all of which it invests back into parking infrastructure and services. In 2011, parking generated \$1.94 million, according to data provided by Parking Services manager

ISSUES from 1

THE ECONOMIC IMPACT

Parking issues are more than a hassle; they're costing downtown merchants money. As the city's draft pointed out:

- There are approximately 1,200 heavily used on-street parking spaces in the Downtown core ...
- If 20 percent of those spaces were used by workers, 240 spaces would be unavailable to shoppers ...
- If each space turned over six times per day, they would accommodate 1,440 shopper-trips ...
- If each car carried 1.5 customers, there would be 2,160 customers ...
- If a quarter of those customers went elsewhere to shop and each customer spent \$10, the total loss per day would be \$5,400 ...
- Annualized at six shopping days each week, the total loss would amount to over \$1.6 million in downtown revenue.

THE FIX

The notion of adding parking meters wasn't included in the draft, but here are some of the "preferred alternatives" that made it in.

- Establish a neighborhood permit-parking program, to discourage people from parking on residential streets adjacent to downtown.
- Provide a pay-by-cell phone option to allow customers to extend parking time beyond the two-hour limit.
- Establish public-private partnerships to encourage smaller parking garages around downtown.
- Promote the conversion of surface parking lots to multi-floor parking structures over time.
- Implement a Parking Impact Fee for new development linked to the amount of new parking required vs. parking provided.
- Encourage employers to provide workers with subsidies to encourage use of mass transit, incentives to ride bicycles to the office, establish car-sharing and telecommuting programs, raise the cost of parking.

The parking supply

A breakdown of on-street and off-street parking in the area studied by the city, more than 350 acres that encompasses downtown and contain 11,000 spaces.

Parking Type	Spaces	Percent
On-Street	3,591	33%
Off-Street (total)	7,410	67%
Public Off-Street	1,982	18%
Private Off-Street	5,428	49%
Total	11,001	100%

Source: City of Fort Collins

WHAT'S NEXT

The City will hold an open house Aug. 23. Council will discuss the issue Oct. 2.

Randy Hensley.

There are 11,001 spaces in the area surveyed by city planners for the plan. Of those, 3,591 are on-street public parking. Another 1,982 are off-street public parking, located in garages and surface lots. The rest are private spaces owned by downtown businesses such as Safeway and Sports Authority, Hensley said.

In addition to hourly paid parking in garages, enforcement and permits are the other two main sources of income for parking services.

The City Council had planned to consider its options June 26 but is now scheduled to try to tackle the issue Oct. 2. An open house for the public is set for Aug. 23.

One of the leading ideas in the plan would allow users to extend their time in two-hour spots by paying via their cell phones. This idea is receiving support from the business community, Wilder said, and shows "a lot of promise."

Engaging with private companies to create public-private partnerships

to build new parking infrastructure is also being considered, according to a draft of the parking plan obtained by the Business Report.

These partnerships would work to construct smaller parking garages around downtown and might lead to converting surface parking lots into structured parking over time.

While such public-private partnerships would save the city money, some public dollars would have to be spent. These dollars could come from a variety of sources, according to Wilder.

One possibility is to use Keep Fort Collins Great dollars, which the plan refers to as "the most viable, short-term source of parking funding." Keep Fort Collins Great is a .85 percent sales tax, 17 percent of which is dedicated to transportation needs, including parking. It is the only possible revenue source that would not hinge upon the results of an election.

Assuming an eight-year fund generation estimate, the tax could fund a future public parking need estimated at \$33 million, according to the plan.

Other revenue sources, which would be subject to an election, include using the Building on Basics quarter-cent sales tax, which could fund the city's projected parking needs in 10 years.

Another possibility: the formation of a Business Improvement District. These districts are formed by a petition of property owners, and would increase the tax burden on downtown property owners – so long as they agree.

This option could also fully fund future public parking needs over 10 years, assuming a special assessment of 20 cents per square foot on land and building area, which the city plan calls "fairly high."

Other ideas include establishing minimum parking requirements for new office or retail developments downtown.

Also, a parking impact fee could be applied to those developments that do not include parking with their plans. The fees would be used to support new and existing parking infrastructure.

REALTEC
COMMERCIAL REAL ESTATE SERVICES

*Northern Colorado's Trusted Source
for Commercial Real Estate
Since 1989*

INDUSTRIAL AVAILABLE



LOVELAND INDUSTRIAL
2,000-40,000 SF AVAILABLE
For Sale or Lease
Flexible Terms
PATRICK O'DONNELL & LARRY MELTON



**105 SMOKEY ST. (3,119 SF)
109 SMOKEY ST. (4,000 SF)**
FORT COLLINS
Each: \$235,000
JIM MOKLER & MICHAEL EHLER



1830 W. LAPORTE AVE.
FORT COLLINS
Three Parcels w/Buildings
\$400,000 - \$1,400,000
DAN ECKLES & MATT PATYK



4301 INDUSTRIAL PKWY.
EVANS
\$850,000
13,120 SF on 78,726 SF Lot
MARK BRADLEY



1409 E. OLIVE CT., BLDG B
FORT COLLINS
3 Leased Units = 8,220 SF
Sale Price: \$369,900 (\$45/SF)
PETE KELLY & ERIK BROMAN



241 RACQUETTE DR.
FORT COLLINS
1,816 - 14,126 SF
\$1,270,000 or \$5-8/SF NNN
PATTY SPENCER & DAN ECKLES

**More Listings. More Deals.
More Experience.**

Fort Collins:
970.229.9900

Loveland:
970.593.9900

Fort Collins Downtown:
970.407.9900

Greeley:
970.346.9900

www.realtec.com

TECHNOLOGY

8 | Steve Lynn on local 3-D printers
9 | Bioscience companies list

FOCUS: THE ENVIRONMENT



COURTESY OF CFI GLOBAL FISHERIES MANAGEMENT

Shannon Skelton, CFI Global Fisheries Management founder and president, fishes a privately owned stretch of the Poudre River that the company restored last year.

Profits flow into river rehabilitation firm

BY STEVE LYNN
slynn@ncbr.com

FORT COLLINS – CFI Global Fisheries Management went from an idea rooted in recreation, preservation and science to a multimillion-dollar business that caters to celebrities and customers worldwide.

Aquatic biologist Shannon Skelton started his fish habitat rehab company in 1997 in Fort Collins with a \$1,500 computer he bought from his brother. Today, CFI Global employs seven people, including engineers, wetland scientists and ecologists.

All also happen to be devout fly anglers.

CFI Global restores streams, ponds and wetlands so that they can be healthy again. It has done this across the Rocky Mountains as well as in such far-flung locations as Patagonia, Ecuador and Dubai.

Its clients have included ranchers and farmers, celebrities and moguls, including professional golfer Greg Norman, businessman and philanthropist John Malone and Under Armour co-

founder Ryan Wood.

It was Norman who liked CFI Global's work on his ranch near Meeker so much that he invited the team to Dubai for another project.

Skelton's team specializes in turning a stream damaged by livestock overgrazing to an A+ fishery.

Cattle that spend a great deal of time near streams can strip grass from banks and cause erosion and poor water quality.

"Grandpa back in the 1940s used to be able to pull stringers of fish out of that," he said. "You'd be hard-pressed to do that nowadays."

After CFI Global finishes restoring damaged streams, fish tend to return to the waters. Trout move in search of quality habitat, and when they find a section that CFI Global has built, they tend to stay.

"For me, the world's perfect when that happens," Skelton said.

Brian Smith, a partner for ranch brokerage firm Hall and Hall in Steamboat Springs, said CFI Global rehabilitated a two-mile section of the Elk River on land owned by a member of his family.



COURTESY OF CFI GLOBAL FISHERIES MANAGEMENT

A CFI Global bulldozer moves rock in a stretch of the Elk River near Steamboat Springs that the company restored in 2008.

CFI Global "took it from an average stretch of river to one that actually fishes extremely well," Smith said. "One of the things I like about CFI is that the

end product is not something that looks really contrived."

"They tend to make it look like

► See **Fisheries**, 22

Loveland printer company's success is self-replicating

Jeff Moe and Michael Fitts of Loveland-based startup Aleph Objects Inc. want to share their 3-D printing technology with the world.

No really, they do.

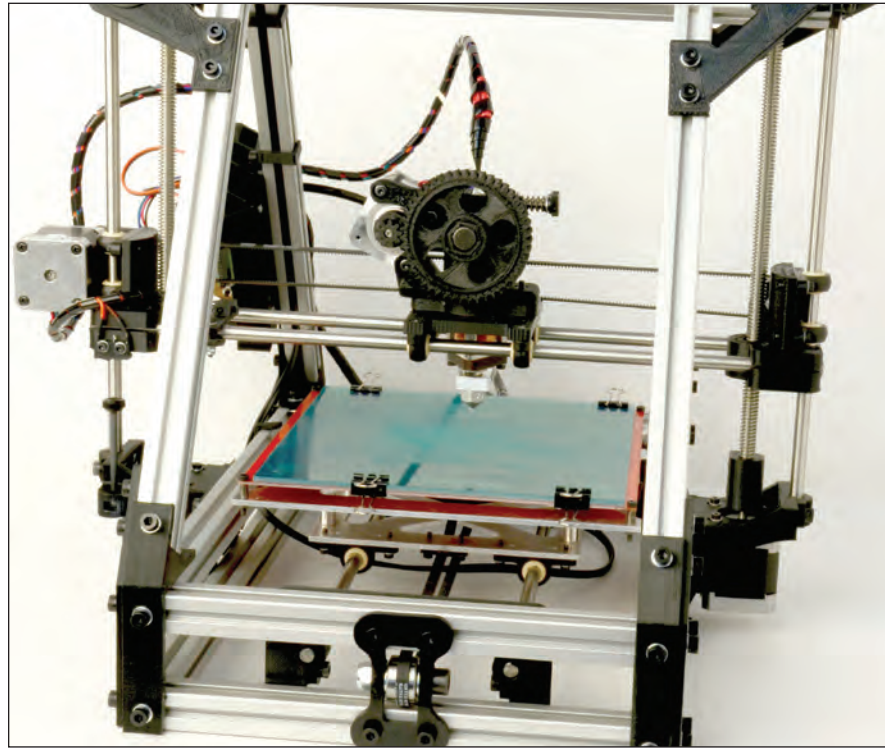
Instead of actually buying one from them, anyone can visit LulzBot.com, download the plans and buy parts to build their own 3-D machine.

Doing that isn't easy, of course, so the partners are counting on selling many more printers than are ever built by do-it-yourselfers.

Still, the information-sharing aspect of their business has led to suggestions from the tech community that have helped Fitts and Moe improve their products. It's another open-source platform that has made technology like Linux computer operating systems so successful – with a twist.

"We're seeing that develop for the first time in the hardware world," Moe said.

Moe, Aleph Objects president, and Fitts, business development manager, got into the tech business despite their liberal-arts degrees. Moe has now worked in the industry for years; Fitts



COURTESY OF ALEPH OBJECTS

Aleph Object's 3-D printer sells for \$2,500.

is applying his marketing skills to promote the product.

Drawing on technology developed by Adrian Bowyer of England's University of Bath through his RepRap Project, the men founded Aleph in 2010 based on printers that could make parts for additional 3-D printers.

The so-called LulzBot 3-D printers can print plastic objects from a coil of filament attached to a spool. The pro-

cess begins with a digital 3-D model using computer software.

The model is communicated to the printer, which heats the plastic at 233 degrees Celsius. It can print the 42 plastic parts for another printer in 24 hours.

The company has hired Vergent Technologies, another tech company located next door, to manufacture its printers. Aleph executives also hope to open multiple shipping centers nationwide.

The printers make a lot more than just parts to replicate themselves. People have uploaded thousands of models for 3-D printing on Thingiverse.com, including everything from plastic clamps and racks to toys and art.

Actually, some of it borders on useless junk.

The LulzBot, however, is capable of producing high-quality parts for small and custom production runs for businesses. Some of those parts might be difficult to make through the common injection-molding process commonly used to manufacture plastic parts.

It's also more efficient to make pro-

totypes using a 3-D printer, Moe said.

Industry has caught on to the phenomenon. Medical device companies, for example, have bought printers from Aleph Objects to make cases for their products.

"Instead of spending hundreds of dollars to get something built and take days, they can have the printer sitting right there and get it done in a few hours," Fitts said. "It speeds up that whole cycle."

Aleph Objects sells the printers for \$2,500, which it claims does just as well as printers that cost much more. (The average 3-D printer costs \$70,000.)

They aren't worried about open-sourcing cutting into their revenue. Manufacturing a 3-D printer does take some skill, so they don't expect too much do-it-yourself competition.

That said, the company has competitors, but Aleph Objects executives say they have an edge: Their printers ship immediately while other companies have backlogs of several weeks.

In the future, the company's ambitions include printing parts for drones that could fly over wildfires to take photos or detect smoke.

Instead of sending a person into such hazardous areas, the drones could take measurements of activity themselves.

"There are just a ton of uses people are looking at for drones," Fitts said.

Cell Phone Repair gets new ownership

Cell Phone Repair, which has locations in Fort Collins and Loveland, has come under new ownership.

The Northern Colorado franchise also now employs more people, which gives it a broader knowledge base and additional expertise, operations manager Carl Anderson said.

Fixing phones with liquid damage is one of the most common repairs that employees perform, he said.

"We can usually work on just about everything," he said.

Steve Lynn covers technology for the Northern Colorado Business Report. He can be reached at 970-232-3147 or slynn@ncbr.com.



TECHNOLOGY

Steve Lynn



No Other Company Sells More Luxury Homes in Colorado!

LOCAL LUXURY MARKET SHARE		DOM - Days On Market		SPLP - Sale Price vs. List Price	
Units Sold	#1	Share	Share	Share	Share
8.2%	126	9.1%	7.6%	94.7%	6.8%
156	DOM	94.7%	SPLP	132	DOM
91.5%	SPLP	93.5%	SPLP	123	DOM
				94.8%	SPLP
Kentwood	Coldwell Banker	Sotheby's	Re/Max Alliance		

When buying or selling luxury real estate visit
PreviewsMembersOnly.com



©2012 Coldwell Banker Real Estate LLC. Coldwell Banker®, Previews® and Previews International® are registered trademarks licensed to Coldwell Banker Real Estate LLC. An Equal Opportunity Company. Equal Housing Opportunity. Owned and Operated by NRT LLC. *Data based on closed and recorded transaction sides of homes sold for \$1 million or more as reported by the U.S. Coldwell Banker® franchise system for calendar year 2011. SUSD. **Ultimate Homes Lists Most Expensive Homes in U.S., July 2011 ***Forbes.com - January 14, 2011. Market Comparison Data filter: Sales Price: \$500,000-\$100,000 Prop. Types: Condo/TownHm Areas: Adams (579), Arapahoe (6387), Boulder - (175), Denver (6588), Douglas (244), Larimer - (4848), Weld - (155), Jefferson (7032), Days on Market (DOM), Sale Price to Sales Price (LSPS).

There's a reason two of the three largest manufacturers in Northern Colorado are powered by Poudre Valley REA*

As a cooperative, our business model is based on a set of principles, not profits. That means we work hard to help our consumers use less and save more. One way is by conducting energy audits to identify ways to reduce energy use. In 2011 our Commercial Energy Audit program identified significant savings for four local businesses. In 2012 we have expanded the program and invested in additional training and certifications for our in-house auditors. Call us at 970-282-6445 to find out how we can help your company save energy. After all, the most affordable electricity is the electricity you save.

Safe, reliable, affordable power. That's what Poudre Valley REA is focused on. So you can focus on your business.

*Source: NCBR 2012 Book of Lists



www.pvrea.com

Your Touchstone Energy® Cooperative

BUSINESS REPORT LIST Largest Bioscience Companies

Ranked by number of local employees

RANK Prev. rank	Company	Employees 2012 Employees 2011	Products and Services	E-mail Website Phone/Office fax	Person in Charge, Title Year Founded
1 2011 Rank: NR	HACH CO. 5600 Lindbergh Drive Loveland, CO 80539	800 N/A	Water-analysis systems and hydro lab instruments.	umueller@hach.com www.hach.com 970-669-3050/970-669-2932	Lance Reisman, President 1947
2 2011 Rank: 1	TOLMAR INC. 701 Centre Ave. Fort Collins, CO 80526	352 290	Fully integrated pharmaceutical company. Product development, clinical trial expertise and manufacturing.	N/A www.tolmar.com 970-212-4500/N/A	Michael Duncan, CEO 2006
3 2011 Rank: NR	HESKA CORP. 3760 Rocky Mountain Ave. Loveland, CO 80538	110 110	Advanced veterinary diagnostic and other specialty veterinary products; diagnostic blood analyzers, point-of-care diagnostic tests, vaccines, and other pharmaceuticals.	elisha.stewart@heska.com www.heska.com 970-493-7272/970-619-3005	Robert Burton Grieve, Ph.D., CEO 1988
4 2011 Rank: NR	IN-SITU INC. 221 E. Lincoln Ave. Fort Collins, CO 80524	80 N/A	Manufacturer of environmental water monitoring instruments.	sales@in-situ.com www.in-situ.com 970-498-1500/970-498-1598	John Pawlikowski, CFO 1976
5 2011 Rank: 3	SOLIX BIOSYSTEMS 430 N. College Ave. Fort Collins, CO 80524	40 40	Integrated solutions and services that enable large-scale cultivation of algae.	inquiries@solixbiosystems.com www.solixbiosystems.com 970-692-5600/N/A	Joel Butler, CEO 2006
6 2011 Rank: 5	INVIRAGEN INC. 1613 Prospect Parkway, Suite 100 Fort Collins, CO 80525	33 27	Vaccines for emerging infectious diseases worldwide. The company is working to develop vaccines for dengue fever, hand, foot and mouth disease, Japanese encephalitis, chikungunya, plague, etc.	info@inviragen.com www.inviragen.com 970-672-4918/970-372-0693	Dan T. Stinchcomb, CEO 2005
7 2011 Rank: 12	PUREVISION TECHNOLOGY 511 McKinley Ave. Fort Lupton, CO 80621	14 12	Develop bio-refineries that produce products and energy from diverse bio-materials while reducing hydrocarbon use, greenhouse gas emissions and air pollution.	info@purevisiontechnology.com www.purevisiontechnology.com 303-857-4530/N/A	Ed Lehrburger, President and CEO 1992
8 2011 Rank: NR	PROPEL LABS 131 E. Lincoln Ave., Suite 200 Fort Collins, CO 80524	13 N/A	Bio-instrumentation tools.	N/A www.propel-labs.com 970-295-4570/970-372-5664	Tidhar Sadeh, President and CEO 2008
9 2011 Rank: 11	COLORADO HISTO-PREP 702 W. Drake Road, G101 Fort Collins, CO 80527	10 10	Prepares microscopic histology slides, conducts hematology/clinical chemistries and complete pathology services.	rbawa@histoprep.com www.histoprep.com 970-493-2660/970-493-8834	Rajan Bawa, Ph. D., President 1983
10 2011 Rank: 4	CHATA BIOSYSTEMS INC. 2649 E. Mulberry St., Unit 8 Fort Collins, CO 80524	10 N/A	Manufactures custom blended chemistry for use in quality control, research and development, analysis, etc. with shipment in patented flexible film bag.	sales@chatasolutions.com www.chatasolutions.com 970-221-4919/970-221-9488	Cody Yarborough, President 1997
11 2011 Rank: 10	MACLEOD PHARMACEUTICALS INC. 2600 Canton Court, Unit C Fort Collins, CO 80525	9 10	Pharmaceuticals for veterinarians.	sales@macleodpharma.com www.macleodpharma.com 970-482-7254/970-482-7454	Michael G. Pay, President 1989
12 2011 Rank: NR	ADVANCED REGENERATIVE THERAPIES 320 E. Vine Drive, Suite 122 Fort Collins, CO 80524	3 3	Uses stem cells derived from the bone marrow of adult horses to treat equine athlete joint injuries.	N/A www.art4dvm.com 970-222-9831/N/A	Cristin Keohan, Lab manager 2007

Region surveyed is Larimer and Weld counties and the city of Brighton.

Researched by Mariah Gant

CHANGES AHEAD

If you commute on Highway 402, here's information you should know.

We're making our natural gas system even more reliable and safe for you. That's why we've started replacing sections of our West Main natural gas pipeline. You may see us at work on Colorado Highway 402 between South Boise Avenue and Weld County Road 17.

We'll use flaggers to maintain two-way traffic in the areas where we're working, but sometimes travel may have to be restricted to one lane. You can expect to see us at work from 7 a.m. to 5 p.m., Monday through Friday.

Please watch for our crews as you drive by these areas. We'll work as quickly and safely as we can to finish. Thanks in advance for your patience.

For complete information, weekly project updates or to contact us about the West Main project, please call **1-855-875-7633** or visit **XcelEnergyWestMainPipeline.com**.

© 2012 XCEL ENERGY INC.

Together is how my small business grows stronger.

I'm a fifth generation native of Colorado.

I'm also a small business owner and now, more than ever, it's important to keep our money right here where it will benefit the local economy.

That's why I'm a member at Public Service Credit Union. They have money to help small businesses like mine grow and prosper and they're making loans now.

Come, tap into the power of small business loans.

(970) 416-5000 | pscu.org
Federally Insured by NCUA

Tom Fernández
Member



Changing the world takes the world.

Join fellow community members, businesses, government and political leaders across Colorado and the globe to learn, share, and advance a real-world path that Northern Colorado and the rest of the world can take to attain net-zero energy, carbon and waste communities.

Agenda

Net Zero Cities will incorporate an in-depth systems thinking approach to the advancement of a net-zero path. Each segment of the symposium will include an array of international, national, and regional speakers, and conclude with audience participation to help define the path forward.

Day 1 - October 16

Policy, Cultural Engagement and Value Technologies and Innovations

Day 2 - October 17

Real-World Applications Education and Mentorship

Current Speakers

- Jørgen Abildgaard**, Copenhagen, Denmark
- Michael Austin**, BYD America
- Dr. Gary Caille**, CSU
- Steve Catanach**, City of Fort Collins
- Dr. Sunil Cherian**, Spirae
- Judy Dorsey**, Brendle Group
- Antonio Reberto de Godoi**, Sao Paulo, Brazil
- Bert Haskell**, Pecan Street Project, Austin TX
- Bruce Hendee**, City of Fort Collins
- Bret A. Lessman**, United Launch Alliance
- Jeff Meyers**, Telvent Miner and Miner
- Dr. Wallace J. Nichols**, The Blue Marble Project
- Dr. Prasad Ram**, Gooru
- Former Governor Bill Ritter**, CSU
- Lee Slezak**, U.S. Department of Energy
- Cynthia Smeraski**, CSU
- Dr. Kazuyuki Toji**, Tohoku University, Japan
- Dr. Bryan Willson**, EECL, CSU



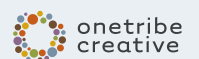
Net Zero Cities 2012

Creating the Path Forward

October 16 and 17 | The Hilton Hotel | Fort Collins

To learn about sponsorship and exhibitor opportunities contact:
De Dahlgren, NCBR Marketing and Event Director
ddahlgren@ncbr.com 970-232-3132

Presented by:



Speaker Sponsors:



Spirae



Rocky Mountain Innosphere

BUSINESS REPORT LIST Largest Agribusinesses

Ranked by local employees

RANK	Company	Employees 2012 Employees 2011	Primary Customers	Products	E-mail Website	Person in Charge, Title Year Founded
1	CROP PRODUCTION SERVICES 3005 Rocky Mountain Ave. Loveland, CO 80538 970-685-3300	350 350	Retailers of crop production inputs and growers.	Agricultural crop-protection chemicals and nutritionals.	N/A www.cpsagu.com	Richard Gearheard CEO 1978
1	GRANT FAMILY FARMS INC. 1020 W. Larimer County Road 72 Wellington, CO 80549 970-568-7654	350 350	Produce: grocery supermarkets, specialty markets. Nursery stock: homeowners and landscape contractors.	Certified organic fresh-market vegetables, wheat, dry beans, nursery stock; trees and shrubs, Certified Organic Colorado Dept. of Agriculture, Tri Sulom Kosher.	info@grantfarms.com www.grantfarms.com	Andy Grant Lew O. Grant President Founder 1974
3	PETROCCO FARMS INC. 14110 Brighton Road Brighton, CO 80601 303-659-6498	250 100	Chain stores, grocery stores, foodservice and other produce distributors.	Wholesale grower and shipper for leaf lettuce, cabbage, leafy greens, onions and green beans.	julie@petroccofarms.com www.petroccofarms.com	David Petrocco Sr. President 1916
4	AURORA ORGANIC DAIRY 7388 Colorado Highway 66 Platteville, CO 80651 720-564-6296	225 195	Private-label organic milk and butter for regional and national customers in the grocery, club and natural-food channels.	Certified organic milk and butter.	info@auroraorganic.com www.auroraorganic.com	Marc Peperzak Founder and CEO 2003
5	CSU - COLLEGE OF AGRICULTURAL SCIENCES Shepardson Building, Room 121 Fort Collins, CO 80523 970-491-6274	200 N/A	N/A	Includes departments of agricultural and resource economics, animal sciences, bioagricultural sciences and pest management, horticulture and landscape architecture and soil and crop sciences.	dean@agsci.colostate.edu www.agsci.colostate.edu	Craig Beyrouthy Dean N/A
6	DOUBLE J MEAT PACKING INC. 726 W. Main St. Pierce, CO 80650 970-834-1388	108 103	N/A	Custom butchering and processing of beef, bison and lamb.	kelli@doublejinc.com N/A	Jay Hasbrouck President 2002
7	HARSH INTERNATIONAL INC. 600 Oak Ave. Eaton, CO 80615 970-454-2291	86 85	Agricultural and truck equipment.	Cattle-feed mixers, hydraulic dumping equipment, contract laser and water-jet cutting and environmental solutions.	harsh@harshenviro.com www.harshenviro.com	Robert E. Brown President 1948
8	CENTENNIAL AG. SUPPLY CO. 24330 U.S. Highway 34 Greeley, CO 80631 970-353-2567	70 70	Colorado, Wyoming and Nebraska farmers.	Agricultural fertilizers and chemicals.	lindah@centag.com www.entag.com	James Klein President 1976
9	RANCH-WAY FEEDS P.O. Box 2026 Fort Collins, CO 80522 970-482-1662	62 55	Feed retailers, independent livestock producers.	Livestock feed and pet food.	info@ranch-way.com www.ranch-way.com	Kim Szidon General manager 1868
9	RANCH-WAY FEED MILLS INC. 416 Linden St. Fort Collins, CO 80524 970-482-1662	62 N/A	Farmers, ranchers, animal and pet owners.	Animal and livestock feeds.	info@ranch-way.com www.ranch-way.com	Kim Szidon General manager 1968
11	DAIRY SPECIALISTS LLC 3309 Empire St. Evans, CO 80620 970-330-1870	47 42	Dairy farms and producers with agriculture waste-management needs.	Design, installation, equipment, services and supplies for dairies, feed yards and waste-management systems.	bbrown@dairyspecialists.com www.dairyspecialists.com	Randy Sorensen CEO 1991
12	ANHEUSER-BUSCH RESEARCH CENTER 3515 Richards Lake Road Fort Collins, CO 80524 970-221-5622	25 N/A	Anheuser-Busch Inc.	Develop and test varieties of malting barley for brewing beers.	elda.hopkins@anheuser-busch.com www.anheuser-busch.com	Gary Hanning 1983
12	INNOVATIVE FOODS LLC 4320 Industrial Parkway Evans, CO 80620 970-330-8400	25 22	Custom processing, retail and wholesale.	USDA slaughter and processing of beef, pork, lambs, goats and buffalo. Retail and wholesale sales.	ifoods@what-wire.com N/A	Dave and Tami Ellicott Owners 2007
14	BURROWS ENTERPRISES INC. 2024 E. Eighth St. Greeley, CO 80631 970-353-3769	24 19	Farm equipment dealers worldwide.	Roto-grind tub grinder, Roto-grind grain grinders, custom fabrication and machining, livestock feeding equipment.	royal@rotogrind.com www.rotogrind.com	Royal Burrows President 1977
15	AGPROFESSIONALS LLC 4350 State Highway 66 Longmont, CO 80504 970-535-9318	18 16	Agri-business, dairies, beef, bison and sheep feedlots, poultry and pork facilities, processors, ag-related energy projects.	Developers of agriculture; engineering, land use planning, real estate, surveying, environmental management, public relations exclusively for agriculture.	tharen@agpros.com www.agpros.com	Thomas Haren Owner 1996
16	COLORADO DAIRY SERVICE LLC 619 N. Denver Ave. Loveland, CO 80537 970-593-9704	14 N/A	N/A	Dairy milking equipment and parts, goat and sheep milking equipment, milking parlors, chemicals, teat dips, feed products, dairy equipment installations and maintenance.	info@codairyservice.com www.codairyservice.com	Joel Ledermann Managing member 2003
17	HUDSON LOCKER P.O. Box 448 Hudson, CO 80642 303-536-4777	12 12	Farm and ranch for custom slaughtering and processing. General public for retail meat sales.	Custom meat processing, fresh and smoked retail meats.	jerry@hudsonlockers.com www.hudsonlockers.com	Jerry Sydow President 1976
18	RON'S EQUIPMENT CO. INC. 906 N. U.S. Highway 287 Fort Collins, CO 80524 970-221-5296	11 10	Agriculture and construction, large and small.	Tractor sales, parts and service with New Holland, JCB and Massey Ferguson brands. Skidsteer loaders, backhoes and attachments.	ronl@ronsequipment.com www.ronsequipment.com	Ron Lonneman President 1985
18	WELD COUNTY BI-PRODUCTS INC. 1138 N. 11th Ave. Greeley, CO 80631 970-352-1788	11 10	DLM petfoods, Southwest Hide, Darling Int'l.	Frozen meat for pet food, hides and calf skins.	lulrich862@aol.com N/A	Elmer Ulrich President 1965
20	GOLDEN PRAIRIE INC. 430 W. Fifth St. Nunn, CO 80648 970-897-2505	3 3	United Natural Foods, Jamba Juice.	Organic Millet, organic wheat berries for sprouting wheatgrass, organic gluten free oats.	gpog@frii.com www.goldenprairie.com	Jean Hediger President 1994

Region surveyed includes the city of Brighton and Larimer and Weld counties.

N/A-Not available

Agland did not respond in time to be included on this list.

Researched by Mariah Gant

Largest Agricultural Equipment Companies

Ranked by number of employees

RANK	Company Address	Employees 2012 Employees 2011	Products/Services	Office phone/Office fax E-mail Website	Person in Charge, Title Year Founded
1	HARSH INTERNATIONAL INC. 600 Oak Ave. Eaton, CO 80615	86 85	Cattle-feed mixers, hydraulic dumping equipment, contract laser and water-jet cutting and environmental solutions.	970-454-2291/970-454-3491 harsh@harshenviro.com www.harshenviro.com	Robert E. Brown, President 1948
2	AMERICAN PRIDE CO-OP 55 W. Bromley Lane Brighton, CO 80601	77 90	Farm supplies, lawn and garden products, Ace Hardware and convenience store.	303-659-1230/303-659-8719 N/A www.americanpridecoop.com	Larry Ehrman, CEO 1936
3	BIG R OF GREELEY 310 Eighth St. Greeley, CO 80631	73 68	Farm, ranch, home supplies, automotive, tack, feed, plumbing/electrical, guns/ ammo, paint, oil/grease, tire service center.	970-352-0544/970-356-2024 bigr@bigrofgreeley.com www.bigrofgreeley.com	Rocky Francis, Owner 1960
4	W-W LIVESTOCK SYSTEMS 235 Welch St. Berthoud, CO 80513	60 N/A	Cattle-handling equipment, horse stalls, barns and all types of livestock equipment.	970-532-2506/970-532-5863 kminor@fairpoint.net www.wmanufacturing.com	Mike Dick, CFO 1946
5	OBERMEYER HYDRO INC. 303 W. County Road 74 Wellington, CO 80549	57 N/A	Large scale water-control gates for water storage, flood control, river diversion, environmental flow release, irrigation and hydro-power.	970-568-9844/970-568-9845 hko@obermeyerhydro.com www.obermeyerhydro.com	Henry Obermeyer, President 1987
6	DAIRY SPECIALISTS LLC 3309 Empire St. Evans, CO 80620	47 43	Design, installation, equipment, services and supplies for dairies, feed yards and waste-management systems.	970-330-1870/970-330-1872 bbrown@dairyspecialists.com www.dairyspecialists.com	Randy Sorensen, CEO 1991
7	WAGNER EQUIPMENT CO. 7260 E. Crossroads Blvd. Windsor, CO 80550	40 N/A	Authorized Caterpillar dealer for Challenger ag products including the sale and service of tractors, combines and hay tools.	970-278-1750/970-622-1239 jchavez@wagnerequipment.com www.wagnerequipment.com	Ray Weyerman, Ag sales manager 1976
8	MAXEY COS. INC. 2101 Airway Ave. Fort Collins, CO 80524	34 35	Equipment trailers, truck beds; sales and service of truck and trailer equipment.	970-484-8660/970-484-8620 info@maxeymfg.com www.maxeymfg.com	Carl Robert Maxey, President, General manager 1969
9	LONGS PEAK EQUIPMENT INC. 4322 Colorado Highway 66 Longmont, CO 80504	24 22	Agricultural equipment sales, parts and service.	970-535-4474/970-535-4556 longspk1@aol.com www.longspeakequipment.com	Jay Knutson, General manager 1922
10	G & M IMPLEMENT INC. 1717 Second Ave. Greeley, CO 80631	19 N/A	Sales and repair of farm equipment.	970-378-1202/970-378-1396 gnmimplement@aol.com www.gnmimplement.com	Glenn Pfeif, Owner 2002
11	DIESEL SERVICES OF NORTHERN COLORADO 1828 E. Mulberry St., Unit D Fort Collins, CO 80524	15 14	Repair and service for all trucks, tractors, trailers, fleets, forklifts, earth movers, compressors, generators, cranes, booms and mobile repair service.	970-221-9280/970-221-9286 diesel1@frii.com www.dsnc.biz	Marybeth Snyder, Owner 1998
12	BOBCAT OF THE ROCKIES 1015 Champion Drive Windsor, CO 80550	14 11	Equipment dealer.	970-356-8800/970-356-6323 rhaug@bobcatoftherockies.com www.bobcatoftherockies.com	Robert Haug, Branch manager 1966

Region surveyed includes the city of Brighton and Larimer and Weld counties.
N/A-Not Available

Researched by Mariah Gant

STATEWIDE RESOURCES REQUIRE STATE-LEVEL OVERSIGHT.

Colorado takes the safe and responsible development of our natural gas resources seriously.

We have in place a comprehensive set of statewide development regulations that is based on forty years of experience, oversight, and enforcement. This statewide system protects our air and water and our local communities, by ensuring that every community has access to the same technological resources, scientific expertise, and environmental protections.

Colorado is a leading example of how safe and responsible natural gas development can bring us this clean, affordable, domestic fuel, while protecting Colorado's communities.

Visit www.anga.us to learn more about how Colorado is effectively balancing natural gas development with community protection.

AMERICA'S NATURAL GAS smarter power today.

**BUSINESS
REPORT LIST**

Largest Weld County Agricultural Subsidy Recipients

Ranked by total benefits received through Weld County 2009-2011

RANK	Company Name of Recipient	Total USDA Subsidies			Total Conservation Subsidies			Total Disaster Subsidies			Total Commodity Subsidies		
		2009	2010	2011	2009	2010	2011	2009	2010	2011	2009	2010	2011
1	KONIG FARMS Konig Farms Grover, CO 80729	\$1,288,462			\$703,950			\$185,602			\$398,910		
		\$417,871			\$274,977			\$0			\$142,894		
		\$531,729			\$200,561			\$185,602			\$145,566		
		\$338,862			\$228,412			\$0			\$110,450		
2	LOYD FARMS Lloyd Farms Grover, CO 80729	\$670,520			\$350,924			\$0			\$319,596		
		\$226,706			\$117,575			\$0			\$109,131		
		\$222,654			\$116,747			\$0			\$105,907		
		\$221,160			\$116,602			\$0			\$104,558		
3	TRIPLE K Lauri, George, Damian, Charles, Connie and Anita Klausner Roggen, CO 80652	\$606,833			\$95,827			\$232,208			\$278,798		
		\$125,256			\$34,831			\$0			\$90,425		
		\$224,282			\$27,855			\$104,812			\$91,615		
		\$257,295			\$33,141			\$127,396			\$96,758		
4	WESTBERG & ROSLING FARMS Kenneth, Michael and Nathan Rosling Roggen, CO 80652	\$602,763			\$12,518			\$387,415			\$202,830		
		\$71,623			\$3,951			\$0			\$67,672		
		\$281,267			\$3,943			\$209,745			\$67,579		
		\$249,873			\$4,624			\$177,670			\$67,579		
5	KLAUSNER BROS. Klausner Bros. Roggen, CO 80652	\$591,548			\$90,526			\$159,556			\$341,466		
		\$148,653			\$34,831			\$0			\$113,822		
		\$301,233			\$27,855			\$159,556			\$113,822		
		\$141,662			\$27,840			\$0			\$113,822		
6	HARPER LIVESTOCK CO. Judy C. and Harold Harper Eaton, CO 80615	\$434,094			\$0			\$0			\$434,094		
		\$174,036			\$0			\$0			\$174,036		
		\$222,443			\$0			\$0			\$222,443		
		\$37,615			\$0			\$0			\$37,615		
7	BCK HEALTH PROPERTY LLC Burton C. Kross Fort Collins, CO 80525	\$332,871			\$142,125			\$80,148			\$110,598		
		\$83,353			\$46,487			\$0			\$36,866		
		\$163,494			\$46,480			\$80,148			\$36,866		
		\$86,024			\$49,158			\$0			\$36,866		
8	COOKSEY FARMS James, Jeffrey, Jerrold and Vernon Cooksey Roggen, CO 80652	\$331,477			\$59,003			\$59,450			\$213,024		
		\$130,633			\$59,003			\$802			\$70,828		
		\$129,848			\$0			\$58,648			\$71,200		
		\$70,996			\$0			\$0			\$70,996		
9	REID RANCHES CO. John and Doris T. Reid Roggen, CO 80652	\$279,875			\$34,021			\$148,340			\$97,514		
		\$43,867			\$11,363			\$0			\$32,504		
		\$107,665			\$11,340			\$63,821			\$32,504		
		\$128,343			\$11,318			\$84,519			\$32,506		
10	MIKE HARPER LIVESTOCK Mary Ann and Michael H. Harper Eaton, CO 80615	\$251,956			\$0			\$0			\$251,956		
		\$77,328			\$0			\$0			\$77,328		
		\$138,963			\$0			\$0			\$138,963		
		\$35,665			\$0			\$0			\$35,665		

Source: Environmental Working Group
www.ewg.org

Researched by Mariah Gant

**BUSINESS
REPORT LIST**

Largest Larimer County Agricultural Subsidy Recipients

Ranked by total benefits received through Larimer County 2009-2011

RANK	Company name Name of Recipient	Total USDA Subsidies			Total Conservation Subsidies			Total Disaster Subsidies			Total Commodity Subsidies		
		2009	2010	2011	2009	2010	2011	2009	2010	2011	2009	2010	2011
1	MARK E. REIFENRATH Mark E. Reifenrath Fort Collins, CO 80524	\$190,331			\$10,671			\$59,641			\$120,019		
		\$43,576			\$3,557			\$0			\$40,019		
		\$103,198			\$3,557			\$59,641			\$40,000		
		\$43,557			\$3,557			\$0			\$40,000		
2	SCHNORR FARMS INC. A. Dale and Christopher Schnorr Fort Collins, CO 80524	\$114,751			\$2,771			\$59,765			\$52,215		
		\$17,612			\$2,771			\$0			\$14,841		
		\$18,816			\$0			\$0			\$18,816		
		\$78,323			\$0			\$59,765			\$18,558		
3	J&W FARMS LLC Terry Justin, Mike and Patricia Wilcox Greeley, CO 80634	\$102,303			\$0			\$0			\$102,303		
		\$34,453			\$0			\$0			\$34,453		
		\$37,831			\$0			\$0			\$37,831		
		\$30,019			\$0			\$0			\$30,019		
4	HARRY E. SAUER Harry E. Sauer Loveland, CO 80538	\$81,938			\$0			\$0			\$81,938		
		\$22,168			\$0			\$0			\$22,168		
		\$29,723			\$0			\$0			\$29,723		
		\$30,047			\$0			\$0			\$30,047		
5	DALE SIPES Dale Sipes Fort Collins, CO 80524	\$67,558			\$0			\$48,845			\$18,713		
		\$6,971			\$0			\$0			\$6,971		
		\$55,751			\$0			\$48,845			\$6,906		
		\$4,836			\$0			\$0			\$4,836		
6	TOM HERRING Tom Herring Wellington, CO 80549	\$67,098			\$51,522			\$0			\$15,576		
		\$22,366			\$17,174			\$0			\$5,192		
		\$22,366			\$17,174			\$0			\$5,192		
		\$22,366			\$17,174			\$0			\$5,192		
7	KERBS BROTHERS FARMS INC. Brad J. and Timothy A. Kerbs Fort Collins, CO 80524	\$66,563			\$9,959			\$0			\$56,604		
		\$18,858			\$0			\$0			\$18,858		
		\$28,841			\$9,959			\$0			\$18,882		
		\$18,864			\$0			\$0			\$18,864		
8	JOHNSON AND SONS LLP Rick D. and Rodney D. Johnson Loveland, CO 80537	\$65,625			\$0			\$25,318			\$40,307		
		\$16,392			\$0			\$0			\$16,392		
		\$12,122			\$0			\$0			\$12,122		
		\$37,111			\$0			\$25,318			\$11,793		
9	JOHNNY L. WHITMAN Johnny L. Whitman Wellington, CO 80549	\$62,433			\$0			\$0			\$62,433		
		\$50,179			\$0			\$0			\$50,179		
		\$7,130			\$0			\$0			\$7,130		
		\$5,124			\$0			\$0			\$5,124		
10	ACKERMAN FARMS INC. Trulie and Eldon Ackerman Wellington, CO 80549	\$50,018			\$0			\$0			\$50,018		
		\$17,864			\$0			\$0			\$17,864		
		\$22,762			\$0			\$0			\$22,762		
		\$9,392			\$0			\$0			\$9,392		

Source: Environmental Working Group
www.ewg.org

Researched by Mariah Gant



Business starts and grows at FirstBank.

Banks love talking about helping small business, but here's what you can hold us to: Automatic holds on small business deposits are ridiculous. Having to explain what your business does every time you come in is unacceptable. Your checking should be free if you're doing less than 150 items a month.

Member FDIC

877-249-9980



StartAndGrowToday.com

FOCUS: THE ECONOMY

When a car show is more than a car show

BY JOHN GREEN

Sometimes, hobbies can be great generators of economic activity. Take, for example, the 33rd Annual GTO Association of America International Meet, which was held in early July at The Ranch and Embassy Suites.

ON THE ECONOMY

It was a busy week and several busy months of preparation for the Northern Colorado GTO Association – of which I'm a member – and the Classic GTO Association of Denver, joint non-profit sponsors of this show. This show, and others like it, is significant boosters to the economy of Northern Colorado.

Our show generated 856 room-nights at the Embassy Suites, well over \$100,000 of revenue. Total direct spending by our clubs to sponsor the

show was approximately \$60,000.

We had 204 Pontiacs registered for this event, 46 GTOs in concours judging and the rest in popular voting classes. The xXx GTO was on display and there were seminars describing the making of the Vin Diesel xXx movie, touring Route 66 in GTOs and several other topics of interest to GTO and Pontiac owners and restorers. For the first time, the GTO show was open to all Pontiacs. There were 259 persons registered for the show and there was a steady stream of spectators viewing the many Pontiacs on display, especially on Saturday, when an all-models car show was held alongside the many Pontiacs on display.

A very rare GTO won Best-of-Show, a fresh restoration of a 1970 Orbit Orange, four-speed, RamAir IV convertible. This car is conservatively valued at more than \$300,000 and will now go into a private collection. It may never be seen again in a public show.



JOHN GREEN

The author and one of the loves of his life.

This car easily cost \$200,000 to restore to factory originality, a significant boost to some local economy.

There were 37 states represented by the registrations. There were also registrations from Canada and Australia.

About one-third of the concours cars were local; cars from Northern Colorado, Denver and Wyoming. I know from experience that it costs at

least \$75,000 to restore one of these cars for points-judging. Such a restoration is only performed on rarer cars, cars that are worth the investment and will increase in value over time. Using a multiplier of 2.0, the restoration of each of these cars probably creates \$200,000 of economic activity in a region. If 15 of the 46 concours cars

► See **Economy, 22**

Get the right apps to simplify, bring order to your life

Dropbox, Evernote help you stay organized

Last time in this column, I shared with you a little tip for keeping yourself from being buried under a mountain of mail. It was a simple, little process that I call "scan and shred." To recap: take your incoming mail, scan it into a folder structure that lives on a cloud drive, and shred the original. The net result is that your hardcopy life is on its way to becoming digitized.

I want to expound on my system a little and take it on the road.

The smartphones that many of us carry around nowadays probably have more computing power than the systems that carried the astronauts to the moon. With the right apps installed on them, they can carry your organized life to infinity and beyond.

If you are applying my "scan and shred" method then there are two apps you need to make this a really

robust system: Dropbox and Evernote.



GEEK CHIC
Michael Wailes

Dropbox for your phone works just like Dropbox for your desktop — it is cloud-based storage, i.e., you can open and edit your documents wherever you have an Internet connection to sync the folder. Believe me, having this functionality can be a real lifesaver. Because you've followed my advice and will already have

been scanning documents into your Dropbox account, those documents are ready and waiting for you when you step away from your desktop. So waste no time, download Dropbox on all your mobile devices and sync up your folders.

I briefly spoke about Evernote in my last column but didn't go into any detail. Put simply, Evernote is Dropbox for your notes — it is a cloud-based note taking and organizing application. But it is so much more than that. Evernote integrates with numerous other applications that you are currently using: a number of email clients, web browsers and a host of third-party mobile and desktop applications.

The web browser integration is another clutter-reducer for me and helps me to keep all things web in their proper place. I read tons of blog

postings everyday on a plethora of subjects — some work-related, some personal and some for reasons I still haven't figured out. In fact, I could almost make a full-time job reading work-related posts, but since no one is paying me to do that, I needed a way to archive the postings that I wanted to come back to later or use for reference.

Before Evernote, I would jot down a quick note on scratch paper and put it into a little pile on my desk. That got out of hand quickly as my little pile grew to be a large stack and I had to leave additional little notes for the janitor telling him not to throw out what appeared to be a pile of trash. So I attempted to go paperless. My solution was to copy the URL of the posting and paste it into an email and send it to myself,

► See **GEEK, 21**



The Summer of Audi Event

2012 Audi A4 2.0T

Premium

\$399mo

39 month lease plus tax

Stk #40079, \$2750 cash down or trade plus \$399 and Audi Loyalty payment of \$750, must qualify and own a 2001 or newer Audi. Based on MSRP of \$39,380. 10k miles/year. Security deposit waived by AFS. w.a.c. exp. 9/4/12



(970) 226-3000
www.audi.usa.com/ed-carroll
3003 SOUTH COLLEGE AVE. FT. COLLINS, CO

Remaining 2012's
Rates As Low as 1.9% apr
Up To 60 Months
w.a.c. expiration 9/4/12

Truth in Engineering 

15 Certified pre-owned Audi models to choose from

Rates As Low as 1.9% APR
Up to 60 Months, w.a.c.



2010 A4 2.0T quattro

Premium

\$23,990 \$399mo

Stk. #1910, \$1500 cash down, First payment of \$399 paid by Audi of America does not include sales tax. w.a.c.

ON THE JOB

BOARDS

The Poudre Valley Fire Protection District Board appointed **Ron Anthony** to the position formerly held by Jerry McMorris. Anthony had been a volunteer firefighter with PFA for 18 years at Fire Station 11 in Redstone Canyon before he resigned in June to run for the board position, which will start Aug. 6.

CONSTRUCTION



Adams

Alliance Construction Solutions LLC announced the addition of **Becky Adams** to the company. Her role will be to cultivate new business relationships and provide leadership and management in the areas of business development

and marketing. She has more than 20 years of business development and strategic marketing experience with an emphasis in real estate.

ENGINEERING

Petroleum engineering and well-site supervision firm Peterson Energy Management announced the hiring of **John William Minnett** as drilling manager. He will be tasked with overseeing and managing all drilling projects, and directing and managing the company's drilling engineers. He will also review all plans and work generated by Peterson's engineers prior to CEO Andy Peterson's approval. Minnett joins Peterson's Loveland office with 35 years of oil and natural-gas industry experience, including field operations, sales and support and management.

FINANCE

First Western Trust announced the appointment of **Renata Dolz** as the firm's vice president



Dolz

director of marketing. Dolz is a marketing professional who has helped elevate national brands such as Pepsi and Keebler. She will spearhead the development of marketing and public relations strategies, and help guide First Western's community involvement.

GOVERNMENT

The U.S. Small Business Administration has appointed **Bryson Patterson** to be regional trade finance specialist for the Rocky Mountain West. Patterson covers Utah, Wyoming and Colorado out of the U.S. Export Assistance Center in Denver.

HEALTH CARE

Dr. Revelyn Arrogante and **Dr. Rebecca Bierden** have joined Northern Colorado Rehabilitation Hospital. Arrogante is an associate medical director, and is board-certified in physical medicine and rehabilitation. She has a special interest in stroke, spinal cord injury, traumatic brain injury, spasticity management and musculoskeletal/senior sports medicine. Bierden is an associate medical director, and specializes in physical medicine and rehabilitation. Her medical training was centered on neuro-rehabilitation and she specializes in traumatic brain injury, stroke and spinal cord injury.



Williams-Wuch

Banner Health announced the hiring of **Dr. Kerry J. Williams-Wuch** as a new medical oncologist at Banner Health Clinic. Williams-Wuch began seeing patients in July at the Cancer Institute at North Colorado Medical Center in Greeley. She also will provide care for patients through the David Walsh Cancer Center in Sterling and the McKee Cancer Center in Loveland.

LAW



Scott

Otis, Coan & Peters LLC announced the addition of **Peter B. Scott** to its team, to practice in the Northern Colorado-based firm's new Denver office. Scott has more than 39 years of experience advising individuals, families and business owners on tax law matters with a focus on estate, business and tax planning. He is a speaker, author and educator, and has taught classes at Metropolitan State University, Front Range Community College, the Estate and Wealth Strategies Institute at Michigan State University and other schools.

REAL ESTATE

The Group Inc. announced that **Jon Holsten** and **Barb Ateshzar** have joined as broker associates/partners. Holsten recently retired from the City of Fort Collins Police Services



Holsten

after 17 years of service. During his tenure he was awarded the Police Chief's Commendation for Commitment to Excellence in 2001 and 2008 and received the Police Services Distinguished Service Medal in 2011. Ateshzar has extensive experience in real estate and property management, community relations, lobbying and advocacy, land use planning, affordable housing initiatives, and leadership of volunteer organizations. Prior to her career in real estate,



Ateshzar

she was the director of Federal Governmental Affairs for Black Hills Corporation for 19 years.

If you have an item to share about a promotion, job change or career news of note, e-mail it to Maggie Shafer at mshafer@ncbr.com, or mail it to On The Job at NCBR, 1550 E. Harmony Road, Fort Collins, CO 80525.

THE 2012 SUITCASE PARTY

Destination
DEPARTING
24 AUG 2012
Unknown

PACK YOUR BAGS AND GET READY. IN A FUN TWIST, THIS YEAR'S LUCKY WINNERS WILL BE WHISKED AWAY BY PRIVATE JET TO A SPECTACULAR LOCATION. BUT WHERE?! WELCOME TO DESTINATION UNKNOWN!

Join us for the 6th Annual NoCo Active 20/30 Suitcase Party. Simply pack your suitcase and show up (we'll tell you what weather to pack for). If you are the lucky raffle winner, you'll be on a private jet that night to your Destination Unknown.

All-inclusive event includes:
Food: Chimney Park Bistro, Jax Fish House, The Next Door
Entertainment: Drinks, dancing, live music, silent and live auction, and a few new surprises this year!

The Raffle: Come prepared to jump on a private jet that night for a 2-day trip returning Sunday night.

An Event of the Northern Colorado Active 20/30 Children's Foundation benefiting at-risk and disadvantaged children's charities.

AUGUST 24, 2012 6:00PM - 11:00PM
OTTERBOX HANGAR - FT. COLLINS/LOVELAND AIRPORT

NoCo Active 20/30 CHILDREN'S FOUNDATION



VISIT WWW.SUITCASEPARTY.COM FOR MORE INFORMATION

SPONSORS:

Campaign finance 2012

Here are the top 5 campaign contributors to Northern Colorado congressional candidates in June and for the 2012 election cycle:

4th District

Gardner, R

Contributors	June	2012
1. Dealers Election Action Committee	\$5,000	\$10,000
2. The Home Depot PAC	\$5,000	\$10,000
3. The National Federation of Independent Business	\$5,000	\$10,000
4. Spectra Energy Corp.	\$5,000	\$9,000
5. National Association of Home Builders PAC	\$5,000	\$5,000



Shaffer, D

Contributors	June	2012
1. ActBlue	\$26,846	\$40,685
2. United Food and Commercial Workers International	\$5,000	\$10,000
3. Laborers' International Union of North America	\$5,000	\$5,000
4. Democratic Congressional Campaign Committee	\$5,000	\$5,000
5. International Brotherhood of Boilermakers	\$2,500	\$2,500

2nd District

Polis, D

Contributors	June	2012
1. Jared Polis	\$25,076	\$561,676
2. ActBlue	\$5,000	\$20,409
3. Bradford Burnham, Union Square Ventures	\$2,500	\$5,000
4. James Q. Crowe, Level 3 Communications	\$2,500	\$2,500
5. Theodore T. Metier, attorney	\$2,500	\$2,500



Lundberg, R

Contributors	June	2012
1. Robert Ashley, retired	\$1,100	\$1,400
2. Michael Grimm, engineer	\$1,000	\$1,100
3. Republican National Coalition for Life	\$1,000	\$1,000
4. Regina Bossle, retired	\$500	\$700
5. Terry Scheffter, Future Business Enterprises	\$500	\$500

Source: Federal Election Commission

CAMPAIGN from 1

half, or \$16,400, according to documents Gardner's campaign submitted to the Federal Election Commission earlier this month.

Gardner, who was elected to the post in 2010, faces state Senate President Brandon Shaffer, D-Longmont, in the November election.

Altogether, Gardner raised \$184,272 last month and reported having \$1,024,763 on hand.

One of his largest contributions came from employees of DCP Midstream, headquartered in Denver, who gave Gardner \$3,000.

DCP owns seven natural-gas processing plants in Weld County. It's building its eighth natural-gas processing plant and is planning a ninth plant in Weld.

"That's an area where we have a strong base of operation," DCP spokeswoman Lisa Newkirk said. "If you're talking to other companies in the industry, I think you would find that they would say the same thing about activity in Weld."

The contributions come as the oil boom in the Denver-Julesburg Basin, an area that includes Weld County, shows no sign of abating.

Companies like Noble Energy Inc., whose CEO Charles Davidson gave \$2,500 to Gardner in June, have pledged to invest billions in Northern Colorado in the years ahead.

Robert Duffy, chair of CSU's political science department, wasn't surprised by the contributions, considering Gardner serves on the House Committee on Energy and Commerce.

Business political action committees tend to contribute to incumbents on committees that affect their business, Duffy said.

"They're contributing to get access to the people who are actually making the policy," he said. "They want to be able to get their phone calls returned."

Gardner, according to spokeswoman Rachel Boxer, will meet with anyone who has a legitimate policy issue to discuss or who needs help from the federal government.

"He's got an open door and he meets with lots of different groups," she said.

Other oil and gas companies that

have contributed to Gardner include Rex Oil Co., which has given \$500 this year, A-B Petroleum (\$400 this year) and Spectra Energy Corp. (\$5,000 in June, \$9,000 this election cycle).

Energy contributions to Gardner also have come from utilities such as Xcel Energy, which gave \$1,000 in June for a total of \$7,000 this election cycle.

Renewable-energy contributions to Gardner amounted to \$1,000 in June. That money came from NRG Energy Inc.'s political action committee. NRG is in the renewables business.

But traditional energy companies

“They’re contributing to get access to the people who are actually making the policy.”

Robert Duffy

CHAIR, POLITICAL SCIENCE DEPARTMENT
COLORADO STATE UNIVERSITY

were, by far, the biggest contributors among energy players.

Oil and gas, for example, was the No. 1 industry that gave to Gardner's campaign in this election cycle, according to the Center for Responsive Politics. The industry has given \$135,300 to Gardner so far.

One of the largest oil and gas producers in Weld County, Anadarko Petroleum Corp. gave Gardner \$1,000 during the reporting period and \$3,000 during the cycle.

Anadarko's political action committee, which consists of individual donations from employees, backs "a number of candidates from various parties," spokesman Brian Cain wrote in an email.

Most of the company's Colorado operations fall within Gardner's district.

"The congressman has been a strong advocate for Colorado business development since his days in the state legislature," Cain said. "We have also supported, and plan to support, other members of the Colorado delegation during the 2012

election cycle."

Shaffer reported raising \$79,786 in the latest period and had \$270,699 on hand.

Duffy explained that challengers have more difficulty raising money, especially from business political action committees.

Shaffer's business contributions in June came mostly from technology companies as well as law and real estate firms.

Shaffer's largest business contributions came from Andrea Pollack, president of Aviva Inc., a Denver company that manages oil and gas partnerships, and Mary Zinn, a mediator for Zinn Mediation Associates, a Denver-based conflict-resolution firm. They gave \$1,000 apiece.

Shaffer said his contact with voters will make up for lower campaign contributions. He criticized Gardner for "supporting special interests."

"It's no surprise that the agenda that he is supporting and advancing in Washington, D.C., through legislation goes directly to the bottom line of the oil and gas industry and companies that are donating to his campaign," Shaffer said.

Boxer, Gardner's spokeswoman, said the congressman has not focused only on oil and gas interests and that he seeks to promote an "all of the above" energy policy.

Gardner, for example, amended legislation to allow the private sector to help public buildings become more energy-efficient and create jobs, she said. He also has supported an extension of the wind tax credit.

Elsewhere, Jared Polis, D-Boulder, seeking re-election to the 2nd District, which includes Larimer County, raised \$59,503. He reported having \$347,425 on hand.

His largest business contributions amounted to \$2,500 individually from several businesspeople at legal, technology and public relations companies. At \$99,200, people in the securities and investment industry have contributed the most of any group to his campaign, according to the Center for Responsive Politics.

Polis serves on the House Committee on the Judiciary, whose members have received more donations from the financial industry than any other sector this election cycle.

Still, Polis has funded nearly half of the \$1.2 million he has received.

"His district has not attracted a lot of money," Duffy said.

Polis' opponent, Kevin Lundberg, R-Berthoud, raised \$10,886 in June. He had \$14,296 on hand. Lundberg's biggest business contribution, \$1,000, came from a self-employed engineer.

A health system with many choices!

REHABILITATION
INDEPENDENT LIVING
ASSISTED LIVING
SKILLED NURSING
HEALTH SERVICES

columbinehealth.com

970-488-3777
Call today to learn more about your choices!

BRIEF CASE

DEADLINES

The Fort Collins Area Chamber of Commerce is now accepting applications for the 2012-2013 Leadership Fort Collins class, beginning in September. Participants meet on the second Thursday of the month for a day-long session to learn about growth, environment and community planning; local government; public safety and community assistance; economic development and small business assistance; and more. The tuition for the program is \$550 and includes all meals, session materials and graduation recognition. Applications are available at the chamber or online at www.FortCollinsChamber.com. The deadline is Aug. 8.

EVENTS

The Greeley Downtown Development Authority is hosting the fourth annual Cruisin' for Cancer Car Show on the Eighth Street Plaza in downtown Greeley on Aug. 10. Entry fee is \$15

and all proceeds go to the American Cancer Society. The car show will be held from 5 to 9 p.m. Car show entries, which include classic cars and bikes (hot rods, muscle cars and customs), can be obtained by contacting the Downtown Development Authority at 970-356-6775, or by registering the day of the event.

Green in Action, a **Fort Collins Chamber of Commerce** class series with a focus on making businesses "go green," is being held on the first Wednesday of every month. The next program will be a trip to the Waste Management Materials Recovery Facility in Denver from 7:30 a.m. to 12 p.m. on Aug. 1. The trip will provide attendees with the opportunity to see how Waste Management receives, separates and prepares recyclable materials for re-use in recycled products. The chamber will be sponsoring a bus to the facility and the cost to attend is \$15. Registration is required at [\[linsChamber.com\]\(http://linsChamber.com\) or 970-482-3746 as only 45 spaces are available. This field trip is open to the business community and provides Climate Wise members with educational credit.](http://www.FortCol-</p>
</div>
<div data-bbox=)

Fort Collins' **Envision: Young Professionals** will be hosting a lunch workshop on body language communication 11:30 a.m. to 1 p.m. on Aug. 1 in the chamber board room at 225 S. Meldrum St. Registration for this event is \$15 and includes lunch and presentation materials. Preregister at www.FortCollinsChamber.com.

HIGH PARK FIRE

The Institute of Business & Medical Careers Inc.'s Therapeutic Massage Student Clinic in Fort Collins raised \$2,835 from client massages given in June for the American Red Cross of Northern Colorado's Fire Relief Fund for the victims of the High Park Fire.

Fort Collins-based general contractor and

construction management company **Drahota** donated more than \$2,000 to the Rist Canyon Volunteer Fire Department to aid in High Park Fire relief efforts and future firefighting efforts in the area. Drahota employees also made contributions to the cause.

Johnson's Corner has set up a donation hub for High Park Fire victims, with a promise to match up to \$10,000, at its store located off I-25 and Exit 254. Local sculptor Colette Pitcher donated a bronze piece to the restaurant for the next month to raise awareness of its donation program and to encourage community members to donate. Donations should be brought into Johnson's Corner directly. Visit www.johnsoncorner.com or call 970-667-2069 for more information.

MISCELLANEOUS

Big O Tires of Loveland announced it has recently completed construction of its new roof following the Feb. 24 wind storm that ripped a portion of it off. The business was temporarily closed as electricians, plumbers and demolition crews cleared the rubble from the site after the storm. The tire store's roof is now fully restored.

NEW PRODUCTS AND SERVICES

Harbor Business Services Inc. has opened for business in the Cafe Vino building at 1200 S. College Ave. in Fort Collins. The company's mission is to create "time freedom" for individuals and small-business owners. For more information, email harbourbusinessservices@gmail.com or call 970-443-5012.

NON PROFIT

The **Community Foundation of Greeley and Weld County** will be celebrating its 15th anniversary with a "Profiles" themed luncheon at UNC's University Center Ballroom. The event will feature speaker Renny Fagan from the Colorado Nonprofit Association, and run from 11:30 a.m. to 1 p.m. on Sept. 18. For information about attending the event or the different sponsorship levels, contact Judy Knapp at 970-304-9970 or Judy@cfsgwc.org.

HEALTHCARE

Poudre Valley Hospital Radiation Oncology has released a video of one of its first patients to be treated with the new TrueBeam STx — a technology that delivers external beam radiation to destroy cancer cells. The video allows the public to see first-hand what a patient sees during the cancer treatment. In the video (which is now on YouTube) the prostrate cancer patient wears his doctor's ski helmet with an attached Go Pro video camera. PVH has the only TrueBeam STx in Colorado. The video can be found at pvhs.org/truebeamstx.

If you have an item to share about name changes, new products or business news of note, e-mail it to Maggie Shafer at mshafer@ncbr.com, or mail it to Briefcase at NCBR, 1550 E. Harmony Road, Fort Collins, Colo. 80525.

Like Horseshoes, Only Cornier! It's the

Awesome Toss Em!

Saturday, August 18
11 a.m. - 3 p.m.
Odell Brewing Company,
880 E. Lincoln
in Fort Collins

Get Ice Cold Odell Brew While You Play!

Win: Beer for a Year!

Hosted by **Odell Brewing Company**

PROCEEDS BENEFIT **turningpoint**

Beer from Odell Brewing Co. Food from Nordy's. Absolutely no knowledge of the game necessary. What else could you want?

Mark your calendar for Northern Colorado's largest cornhole event.

Register Online at:
AwesomeTossEm.com

For more info call:
970.567.0885

 /AwesomeTossEmCornholeFestival

- **2-person teams/3 games** guaranteed
- **General Admission:** \$30 per person/\$50 two-person teams
- **VIP:** \$60 per person/\$100 two-person teams
- **"Like" us on Facebook** and sign up to win a team entry. Don't wait, sign up now and we will refund if you're a winner!

Upcoming Business Report Events

Northern Colorado Women of Distinction
August 8, 2012 Embassy Suites – Loveland

Bixpo — featuring Business Leaders Lunch, Northern Colorado CFO of the Year Awards and Bixpo Rocks After Hours
September 26, 2012 Embassy Suites – Loveland

For event information, contact De Dahlgren, NCBR marketing director, at 970-232-3132, or email ddahlgren@ncbr.com.

Sponsored By:



TIME OUT



DAVINCI SIGN SYSTEMS

Team Toadstar, sponsored by DaVinci Sign Systems of Windsor, on the 2012 MS-150 bike tour in late June. The team of seven raised more than \$10,000 for the cause.



KIM BARBOUR

State Rep. Dave Young and Kathy Van Soest of Hope Therapy Center chat at Greeley Chamber of Commerce's Business Before Hours.



GREELEY CHAMBER OF COMMERCE

Justin Howard of XSM Social Media and Adam Phillips of Morbid Nights share a table at the Greeley Young Professionals evening in July, hosted by the Northeast East Central Small Business Development Center.

Email your event photos to Maggie Shafer, mshafer@ncbr.com. Include complete identification of individuals.

Largest Sculpture Show in America in our own backyard...



21 years Loveland
Sculpture Invitational
2012 Show & Sale

FRIDAY, AUGUST 10

Show Open: 11 a.m. – 4 p.m.

Premiere Party: 6 -8 p.m.

SATURDAY, AUGUST 11

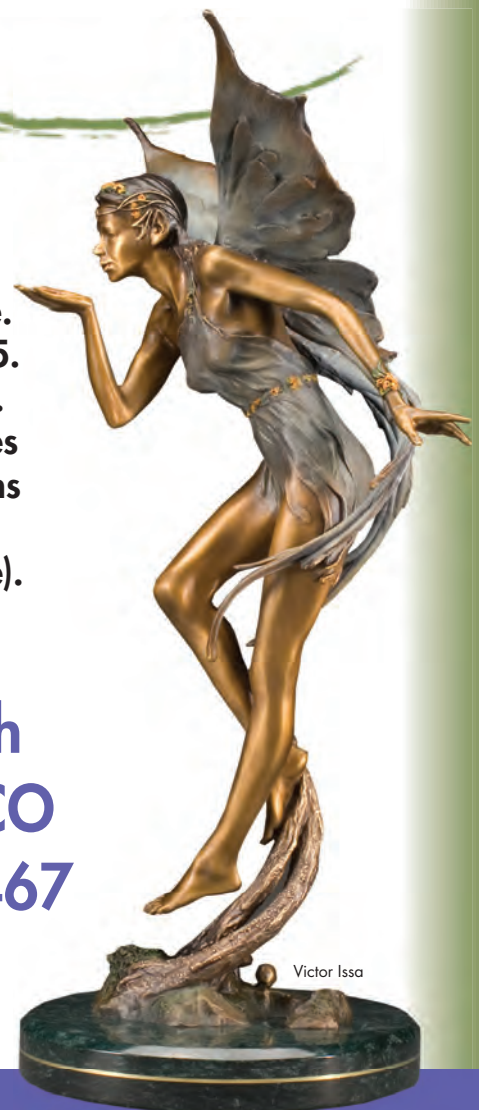
Show Open: 9:30 a.m. – 6 p.m.

SUNDAY, AUGUST 12

Show Open: 9:30 a.m. – 4:30 p.m.

Show \$7,
under age 14 Free.
Premiere Party \$25.
Service dogs only.
Free shuttle services
from select locations
in Loveland
(see website please).

**Taft & 29th
Loveland, CO
970-663-7467**



Victor Issa

www.lovelandsculpturegroup.org

Presented by The Loveland Sculpture Group, a non-profit corporation

EYE from 3

Boomtown, U.S.A.," a portrayal of what ensues "when you double a county's population with 10,000 drunk 27-year-old men thousands of miles away from their women and common sense."

Arrests in the town have shot up from 832 in 2008 to 1,886 in 2011. Most notable, school-teacher and mother of five Sherry Arnold, who lived in nearby Sidney, Mont., vanished after she went jogging one morning. Two Colorado men reportedly looking for work in the oil field, Lester Van Waters Jr. and Michael Keith Spell, were arrested in Arnold's disappearance.

Then there's the methamphetamine problem. One rig boss reported seeing two workers snorting something off a kitchen table right in his camp. Rodrick himself even heard "the unmistakable sound of something being snorted off an arm" in a restroom stall at a local breakfast joint.

Not surprisingly, the work itself doesn't always go smoothly. In one particularly chilling scene, oil field workers were ordered to remove joints of pipes filled with a chemical-laden fluid after a drilling operation went wrong. Sludge rained down on the crew when the first pipe was lifted high up

out of the ground.

"Happily, one member of Joe's crew is turning his frown upside down," Rodrick writes. "He frenetically licks the brown ooze as it nears his mouth."

Our own Niobrara formation, in Weld County, has attracted thousands of oil field workers, too, but so far, few reports of the issues Rodrick writes about.

Ready to sponsor a state park?

The Foundation for Colorado State Parks, in partnership with Colorado Parks and Wildlife, will hold a meeting in Fort Collins

July 31 to discuss a proposed corporate sponsorship program.

The whole idea is to boost funding for the Foundation for Colorado State Parks by creating public-private partnerships with the business and corporate sectors of Colorado.

"We believe this new outreach to the private sector will significantly strengthen the partnership between the public, private and philanthropic sectors, all of whom share a common love for Colorado's amazing system of state parks," said Jeff Shoemaker, executive director for the Foundation.

The Foundation has held meetings in Colorado Springs and Grand Junction, with another planned in Denver on Aug. 8.

The Fort Collins meeting will be held at the Fort Collins Area Chamber of Commerce, 225 S. Meldrum, from 7-9 p.m.

Running for hunger

Phil Purdy is running 400 miles in a grueling endeavor to raise \$15,000 for the Food Bank of Larimer County.

Purdy already ran the first leg of his effort during the 200-mile EPIC Rocky Mountain Relay, which was staged July 19-20. He now plans to run the 200-mile Wild West Relay from Aug. 3-4.

Ultrarunners like Purdy run distances greater than a marathon and 200-mile races are typically done in 24 hours by teams of three to 12 people alternating between running and resting. Instead, Purdy will run the races alone, though with support from a 10-member team.

Purdy aims to draw attention to the need of local and national food charities amid the weak economy.

"I cannot stand by in our current social, cultural and economic situation and do nothing," Purdy said. "This is my response."

The money he hopes to raise will provide enough for 60,000 meals.

"Phil's determination and dedication to our cause is phenomenal," said Amy Pezzani, the food bank's executive director. "We believe one person can make a real difference in the lives of others, and Phil is one of those extraordinary people doing just that."

Last year, Purdy ran the Wild West Relay solo and raised \$6,300, enough money for 15,000 meals.

REGIONAL ISSUES SUMMIT • CFO AWARDS LUNCH • CLEAN TRANSPORTATION & TECH JOBS FAIR • BIXPO AFTER HOURS

X SEPTEMBER 26, 2012

Opportunities!

abound at

biXpo

September 26, 2012
Embassy Suites
Loveland, CO
7:00 a.m. - 7:30 p.m.





"Bixpo provided us with an opportunity to meet hundreds of Northern Colorado businesses all in one place. This event is packed full of information and provides businesses a very fun and inviting way to get their name out there. Madwire will be at Bixpo for years to come." – Joe Kellogg, CEO

Sponsorships and exhibitor space available – Call De Dahlgren, 970-232-3132

Event Architect



Title Sponsor



Clean Tech & Transportation Jobs Symposium



Business After Hours Sponsor



CFO Awards Sponsor



NCBR.com

Your source for:

Business News • Directories • Events •
Special Publications • Book of Lists

GEEK from 15

but before long, my inbox was full of messages with cryptic subject lines that were nearly impossible to keep organized.

Evernote's Web Clipper now allows me to save those URLs into a topic relevant notebook and further organize the clipping by placing tags on it so that I can easily retrieve the note at a later date. The beauty of the Web Clipper is that I am not limited to saving just the URL. I can save the entire web page, the article I'm interested in, or a selection of text that serves as a quick summary.

And because Evernote allows me to create an unlimited number of notebooks, I can use the notebook itself as a broad, high-level organizing step and then refine the segregation of my notes using tags. It's kind of like the folder structure used for organizing my digitized documents.

So how does this work with my "scan and shred" method of organization? It works beautifully, that's how. Let me give you a real-life example:

I recently changed auto insurance companies and despite what the television commercials tell you, it is kind of a complex process. I basically ran into a situation where I had overlapping coverage — my new policy began before my old policy expired — great if I am in an accident, terrible when it comes to bookkeeping.

My former agent emailed me a notice of cancellation and told me that my old policy would be prorated for the balance of its term. Because I had already paid for the month in full, he told me that the balance due to me would be automatically deposited back into my checking account. No problems there, except that with the setting of the sun, so typically goes my memory of that conversation.

So, rather than let this important stuff disappear, I placed the notice he sent me into my folder structure (like I do with all digitized documents) and then opened up Evernote and, clickety-clack, clickety-clack, made a quick note of our conversation. I then added the notice to my note as an attachment, saved the note in my "Finances" notebook and tagged it "Auto Insurance." Now I have a quick and simple record of our conversation with some documentation to back it up and I can easily find it with a couple of mouse clicks. This will surely come in handy a month from now when I am trying to figure out who deposited money into my account and why.

This kind of functionality is great for bills and such, but awesome for work-related notes as well. Because Evernote integrates with my email client, I can make a notebook for a project and simply save email threads into that notebook. When we have team meetings or project updates, I don't look like a dummy anymore, because I can just pull out my phone, tablet or laptop and bam, I've got the email from the project

manager telling me he did want the documentation written in Comic Sans.

With these two easy-to-use additions to my "scan then shred" method, life is getting simpler. Although I've never had a problem with my looks, I look even smarter and a whole lot more organized than ever before.

Michael D. Wailes is an interactive developer at Burns Marketing Communications in Johnstown. If you have questions or would like to suggest a topic for a future Geek Chic column, email him at news@ncbr.com.

Every day is someone's special occasion.

Send flowers.



www.palmerflowers.com
3710 Mitchell Drive
226-0200
Family owned since 1912



100% GUARANTEED Satisfaction

Open and delivering flowers & gifts 7-days a week with extended hours to serve you.



EVENT ARCHITECT & PRODUCER
Northern Colorado BUSINESS REPORT

“What a powerful message the Woman of Distinction award provides our community about the impact women make in our business community. This award sheds a bright light on women for their professional and philanthropic contributions. I was tremendously humbled and honored to be recognized with this formidable group.”

—Deanna McCrery

Broker Associate/Partner: The Group Inc.
2011 Woman of Distinction in Real Estate



REGISTRATION IS OPEN
2012 WOMEN OF DISTINCTION
THE PREMIERE CELEBRATION RECOGNIZING FEMALE LEADERSHIP IN NORTHERN COLORADO

AUGUST 8, 2012 • 7:00-9:30AM • EMBASSY SUITES • LOVELAND

Join the celebration! More than 80 awesome women have been nominated for the 2012 Women of Distinction Awards. Whether business professionals or community leaders, philanthropists or educators, these women choose to extend their time and considerable talents in ways that strengthen not only their organization's interests but our entire community.

Don't miss your chance to join the NCBR regional breakfast gala honoring Northern Colorado women. Reserve your seat – or table, today!

Register online at www.NCBR.com. Click on Events under the Departments heading. To become a Women of Distinction sponsor contact: De Dahlgren, NCBR Marketing & Events Director ddahlgren@ncbr.com

TICKETS: \$39 • TABLE SPONSORSHIPS (8 SEATS): \$400



SCAN HERE TO REGISTER

TITLE SPONSOR	LEGACY SPONSOR	LEADING LADY SPONSOR	MARKETING SPONSOR	PRESENTING SPONSORS	HONOREE BREAKFAST SPONSOR

FISHERIES from 7

Mother Nature could have done it," he said.

The 37-year-old Skelton, a former fly fishing guide for years, started the company after spending time fishing clients' streams that he felt needed rehabilitation. He borrowed the money for the computer.

CFI Global has seen substantial growth since the recession. It completed four projects in 2010. Since then, revenue has grown about 40 percent. (Skelton won't share exact revenues, but he says the company generates more than \$2 million annually.)

CFI Global currently is working on seven projects nationwide, including four in Colorado. Two are in Gunnison

and the others are in Pagosa Springs and Steamboat. The company also manages fisheries for clients such as homeowners' associations.

The company charges an average of \$250,000 per mile to restore its streams. That's because a great deal of work goes into rehabilitation.

Before CFI Global begins changing the shape of a water body, employees intimately study its biological and hydrological characteristics for a year. Some competitors might study a stream only for one season, Skelton said.

Employees consider every bend in the stream, where to place rocks, what areas to dig pools and which kind of native plants and trees should live along

its banks. It also studies what kinds of insects live in a particular area and how they can create optimal conditions for those species to thrive.

CFI Global employs sophisticated technology in its operations, including tools used for scientific analyses and Global Information Systems software.

"The level of detail that our company goes through and the data collection and engineering is more than any other firm that I know of," he said. "Ultimately, we're trying to build something that's going to sustain long after we're gone."

Other growth opportunities for the company have come from farmers and ranchers who have turned to it as their

agricultural operations suffer from the drought. They want their streams upgraded to attract anglers, whom they could charge to fish.

The farmers still can let their cattle graze along the stream from time to time to prevent overgrowth.

Skelton expects additional business following the High Park Fire, which burned nearly 90,000 acres west of Fort Collins. Runoff from rains has sent ash into the river, blackening water and killing fish and the insects they eat.

"There's not much we can do about black water," he said. "(But) there's going to be a lot that's going to need to be done once that black water subsides and the fisheries are no longer there."

ECONOMY from 15

were local, that's \$3 million of economic impact. And all that economic activity happened before the show at The Ranch.

In addition, most of the concours cars and many of the popular vote cars were trailered to the show. A trailer and a pickup to pull it can easily cost \$100,000, another significant boost to the economy of the region.

Each owner/family of the registered cars spent approximately \$1,500 for their five- or six-day stay at the Embassy Suites and The Ranch. Multiplying the 259 registrations by this amount, and using a multiplier of 2.0, generates \$777,000 of economic activity.

It's not unreasonable to assume that the show added \$1 million dollars to our economy.

Several of my friends drove their GTOs to Colorado and spent several days before or after the show in Estes Park and at other tourist destinations along I-70 west of Denver, generating even more economic impact. A sponsored cruise over Trail Ridge Road to the Alpine Visitor Center was the feature attraction one day, including a tour-ending stop in Estes Park for shopping and dinner. There was also a movie night for the cars at the Holiday Twin drive-in in Southwest Fort Collins.

What a sight: GTOs lined up for a movie, many with their tops down.

Attendance at our GTO show was hurt by recent fires and all the national press coverage which they received. We had at least 14 cancellations because of smoke and fire issues related to health and visibility issues. These cancellations, assuming expenditures of \$1,500 per registration and a multiplier of 2, cost the Northern Colorado economy \$42,000, about \$8,000 per day. Not much in the larger scheme of things, but significant nonetheless.

In total, I estimate our show contributed about \$5 million to the economy of Northern Colorado over a six-month period.

Not bad for a bunch of hobbyists.

John W. Green is a regional economist who compiles the Northern Colorado Business Report's Index of Leading Economic Indicators. He can be reached at jwgreen@frii.com.

Centennial Celebration

We're turning 100 and throwing a party!

Join us in marking a century of advancing trust in the marketplace!

11 a.m. to 1 p.m. Friday, Aug. 17
Drake Centre, Fort Collins
802 West Drake Road
 \$45 individual tickets/\$400 corporate tables
 Information and Registration:
wynco.bbb.org/centennial or call 970-488-2037

Featuring:

Stephen M. R. Covey, best-selling author of "Smart Trust" and "The Speed of Trust"

Recognition of companies doing business for 100 or more years

Keynote Sponsor:

Corporate Sponsor:

Centennial Celebration Sponsors:

Media Sponsors:

The Centennial Celebration, a program of the BBB Foundation, is in conjunction with **A Matter of Trust: Business Ethics for Contemporary Leaders**, a two-day symposium at the CSU College of Business. Visit csubz.us/trust for more information.

RETAIL from 3

system, will further increase interest in the downtown area. Because vacancy rates already are so low, ideas are beginning to circulate about new development, though nothing concrete has emerged quite yet.

At the moment, the most sought-after retail space is about 1,500 square feet or smaller, Spencer said, and she has only one such property on the market.

The economy, of course, has a lot to do with Old Town's success. But so do events staged or supported by organizations like the DBA, according to Peggy Lyle, DBA events and marketing director.

A variety of programs continued to be held through the recession, though they saw smaller turnouts and people often had less money to spend at shops and restaurants.

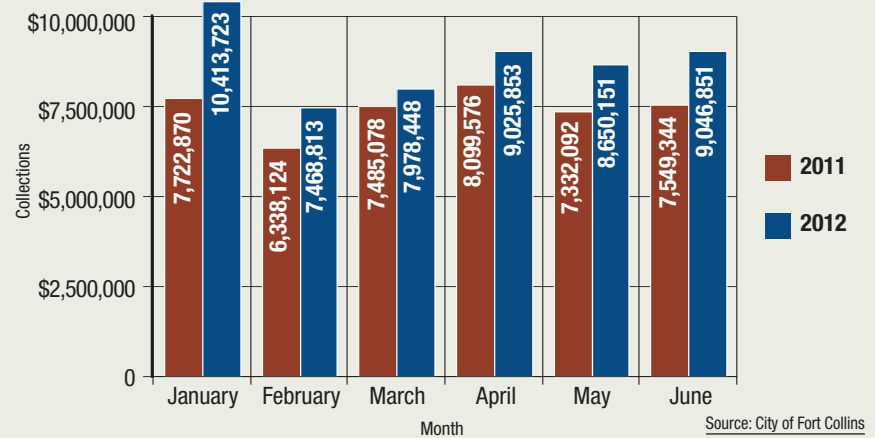
decrease in traffic at the shop, but business has picked back up in the weeks since the fire was brought under control. The shop's customers come from as far away as Longmont and Wyoming, Klaver said, and events downtown help draw in local patrons. Business overall has been better than baseline projections, according to Klaver.

"That's a great indicator of what's to come," he said.

The next big event expected to boost traffic in downtown Fort Collins is Bohemian Nights at New West Fest, an annual music festival featuring more than 90 bands beginning Aug. 10. The free festival draws thousands of people downtown every year.

Fort Collins Sales and Use-Tax Collections

City sales tax collections have increased year-over-year, partially as a result of an influx of activity at downtown retail spots.



“We really like the
ambiance of downtown,
and that customers can
get outside when they
come here.”

Jerell Klaver
CO-OWNER
SALUS NATURAL BODY CARE

Those days seem to have subsided, Lyle said. “People come for the festival, but then they wander around to shop and eat,” she said.

Businesses were encouraged to hold sidewalk sales during the festival to capitalize on the increased traffic. The organized sidewalk sales are also an annual event, but this year the DBA pushed the event back one weekend, at the behest of retailers.

“We try to work with businesses to time things right,” Lyle said. “We also want to invest in patrons by providing things they like, so they think of downtown all year.”

One good example: First Friday, a DBA-sponsored program that encourages the 22 galleries downtown to open their doors for free to patrons on the first Friday of every month.

“First Friday is a phenomenal boon to downtown businesses,” Lyle said. “It’s a showcase of the synergy that occurs when a sector of businesses come together.”

Capitalizing on the good times, Salus Natural Body Care was able to move into Old Town recently, into space on Walnut Street. The shop, specializing in organic body care products, opened its doors in late May.

Founders and owners Jerell and Elissa Klaver opened the first Salus in Manitou Springs in 2007. The CSU graduate chose Fort Collins when it came time for a second location.

“We really like the ambiance of downtown, and that customers can get outside when they come here,” Jerell Klaver said. “There’s a high density of retail without going to the mall.”

The High Park Fire caused a slight

The Northern Colorado Business Report and Kennedy and Coe are pleased to open nominations for the 2012 CFO of the Year Awards.

NORTHERN COLORADO CFO OF THE YEAR AWARDS

The Northern Colorado Business Report and Kennedy and Coe, LLC will recognize chief financial officers in our region whose efforts successfully navigate a company's financial future. Honorees will be recognized at the Bixpo 2012 CFO Awards Lunch, September 26, 2012.

Nominee Information

Nominee's first name _____ Last name _____

Nominee company's name _____

Nominee company address - Street _____

Nominee company address - City, state, zip code _____

Nominee email _____ Nominee telephone _____

Company CEO's or owner's name _____

Company CEO's or owner's email _____ Company CEO's or owner's telephone _____

Nominator Information

Nominator's first name _____ Nominator's last name _____

Nominator's email _____ Nominator's telephone _____

Nominator's company's name _____

Nominator's company address - Street _____

Nominator's company address - City, state, zip code _____

September 26, 2012 12:30-2:00 p.m.
Embassy Suites - Loveland

If your company would like to join us in sponsoring the Northern Colorado CFO of the Year Awards, contact De Dahlgren, NCBR Marketing Director at 970-232-3132.

Northern Colorado
**BUSINESS
REPORT**

KENNEDY AND COE, LLC
CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

2012 CFO of the Year Nomination
Nomination deadline: **August 1, 2012**

The Northern Colorado CFO Awards are presented to recognize chief financial officers in the Northern Colorado region whose efforts successfully guide a company's financial future.

Candidates for the Northern Colorado CFO Awards must meet the following three criteria:

1. Candidates for the Northern Colorado CFO Awards are the individuals responsible for the financial management of their companies. They may or may not carry the title of chief financial officer, but they carry the responsibilities of that office.
2. Candidates must work in Northern Colorado (Larimer and Weld counties).
3. The company for which the candidate works must be headquartered in Northern Colorado.

Award Categories:

The Northern Colorado CFO Awards will be presented to CFOs in the primary three industry segments below. The private sector, for-profit segment has three categories ranked by employee base. Private sector not-for-profit organizations are divided into two categories based on focus. The final segment is for all governmental and public education entities. The final two awards are for specific accomplishments.

PRIVATE SECTOR

For-profit companies

- 1 - 49 Employees
- 50 - 99 Employees
- 100 plus Employees

Not-for-profit companies

- Human services
- Creative industries

PUBLIC SECTOR

This category includes all governments, public agencies and public schools.

DISTINCTIVE ACCOMPLISHMENTS

- Growth Leader - This category includes those CFOs who have been at the financial forefront of companies that have significantly increased revenues and/or profits.
- Lifetime Achievement - This category includes those CFOs who have demonstrated significant achievements over a career spanning a minimum of 25 years.

Candidates for the Northern Colorado CFO Awards must demonstrate achievements in the following two areas:

- Advancing and contributing to the success of the company for which he or she works.
- Community involvement and leadership.

Please describe this candidate's achievements in these two areas in a narrative of not more than 200 words.

Mail completed nominations to:
Northern Colorado Business Report
CFO Nominations
P.O. Box 270810
Fort Collins CO 80527

Nominations may also be emailed to: Events@NCBR.com.

Largest Local Banks in Northern Colorado

Ranked by total assets

RANK	Bank	Assets (000s) March 31, 2012 Assets (000s) March 31, 2011	Deposits (000s) In Market June 30, 2011 Market Share June 30, 2011	E-mail Website	Person in Charge Title Year Founded
1	FIRSTBANK 10403 W. Colfax Ave. Lakewood, CO 80215 800-964-3444	\$12,063,538 \$10,720,606	\$498,970 6.41	banking@firstbank.com www.efirstbank.com	John Ikard President and CEO 1963
2	BANK OF COLORADO 1609 E. Harmony Road Fort Collins, CO 80525 970-206-1160	\$2,172,602 \$1,970,018	\$459,293 5.9%	customerservice@bankofcolorado.com www.bankofcolorado.com	Tom Goding President 1900
3	GUARANTY BANK & TRUST CO. 1331 17th St. Denver, CO 80202 303-298-6977	\$1,714,591 \$1,832,036	\$262,231 3.37	customercare@guarantybankco.com www.guarantybankco.com	Paul W. Taylor CEO 1955
4	MILE HIGH BANKS 1726 Hover St. Longmont, CO 80501 303-684-7350	\$912,653 \$1,120,703	\$51,867 .67	NA www.milehighbanks.com	Daniel Allen President 1919
5	COLORADO EAST BANK & TRUST 100 W. Pearl St. Lamar, CO 81052 719-336-5200	\$790,049 \$858,594	\$195,532 2.51	comments@coloeast.com www.coloeast.com	Steve Sherlock CEO 1905
6	FIRST WESTERN TRUST BANK 1200 17th St., Suite 2650 Denver, CO 80202 877-505-1281	\$690,776 \$491,003	\$49,003 .63	NA www.fwtb.com	Scott C. Wylie Chairman, CEO 2004
7	HOME STATE BANK 2695 W. Eisenhower Blvd. Loveland, CO 80537 970-203-6100	\$616,117 \$568,627	\$506,123 6.51%	bank@homestatebank.com www.homestatebank.com	Harry J. Devereaux President 1950
8	COLORADO COMMUNITY BANK 615 W. Eighth St. Yuma, CO 80759 970-848-3838	\$528,617 \$535,686	\$191,221 2.46	NA www.coloradocommunitybank.com	Jerry Bryant CEO 1982
9	ADVANTAGE BANK 1475 N. Denver Ave. Loveland, CO 80538 970-613-1982	\$340,375 \$351,566	\$241,306 3.1%	customerservice@advantagebanks.com www.advantagebanks.com	Tom Chinnock CEO 2000
10	ACADEMY BANK 2835 Briargate Blvd. Colorado Springs, CO 80920 719-472-1090	\$298,816 \$307,942	\$9,616 0.12	NA www.academybankco.com	John Carmichael President 1966
11	VERUS BANK OF COMMERCE 3700 S. College Ave., Unit 102 Fort Collins, CO 80525 970-204-1010	\$248,768 \$235,510	\$195,311 2.51%	gnalezny@verusboc.com www.verusboc.com	Mark Kross Gerard Nalezny CEOs 2005
12	VALLEY BANK & TRUST 4900 E. Bromley Lane Brighton, CO 80601 303-659-5450	\$247,094 \$236,432	\$39,183 .50%	contact@valleybankandtrust.com www.valleybankandtrust.com	James O' Dell Chairman 1978
13	FARMERS BANK 119 First St. Ault, CO 80610 970-834-2121	\$225,226 \$242,113	\$208,257 2.68%	info@farmersbank-weld.com www.farmersbank-weld.com	Fred J. Bauer President 2001
14	POINTS WEST COMMUNITY BANK 100 E. Third St. Julesburg, CO 80737 970-474-3341	\$198,511 \$140,064	\$25,103 0.32	customerserviceco@pwcbank.com www.pwcbank.com	Tom Olson Jr. CEO 1906
15	EQUITABLE SAVINGS & LOAN ASSOCIATION 221 N. Third St. Sterling, CO 80751 970-522-6522	\$183,220 NA	\$3,237 0.04	NA www.equitable-savings.com	Donald "Skip" Koenig Jr. President and CEO 1921
16	NEW WEST BANK 3459 W. 20th St., Suite 114 Greeley, CO 80634 970-378-1800	\$163,251 \$149,291	\$143,381 1.84%	customer_service@newwestbank.biz www.newwestbank.biz	Leroy Leavitt President 2003
17	CACHE BANK AND TRUST 4601 W. 20th St. Greeley, CO 80634 970-351-8600	\$161,626 \$159,648	\$139,642 1.8%	NA www.cachebankandtrust.com	Byron W. Bateman President 1996
18	BANK OF ESTES PARK 255 Park Lane Estes Park, CO 80517 970-586-4485	\$112,501 \$99,590	\$81,246 1.04%	dsutter@bankofestespark.com www.bankofestespark.com	David G. Taylor President and CEO 1965
19	SUMMIT BANK & TRUST 2002 E. Coalton Road Broomfield, CO 80027 303-460-4718	\$98,247 \$93,600	\$12,638 0.16	NA www.summitbt.com	Frank E. Walter President and CEO 2006
20	FIRST FARBANK 127 22nd St. Greeley, CO 80631 970-346-7900	\$76,210 \$74,842	\$61,896 0.8%	info@firstfarmbank.com www.firstfarmbank.com	Daniel Allen President and CEO 2007

This list includes all banks with a Colorado charter and a presence in Larimer and Weld counties and the city of Brighton.

Researched by Mariah Gant

Source: Federal Deposit Insurance Corp.

TOURISM from 3

situation here was much worse than it was," Blackhurst said.

In reality, while the Woodland Heights Fire did indeed burn 22 homes near the entrance to Rocky Mountain National Park – Estes Park's biggest draw, with 3 million visitors per year – the fire burned just 27.3 acres, a paltry figure compared to the nearly 90,000 acres destroyed by the High Park Fire. The Woodland Heights Fire also lasted less than a week.

Blackhurst didn't have specific numbers on how much the fires impacted the tourism business in Estes, but did say that "traffic is definitely down," and that the CVB is hoping for a turnaround before the end of visitation season, which can run through the beginning of October.

To combat the idea that Estes and RMNP had burned, the CVB, which is funded through a 2 percent lodging tax, cranked out a new marketing plan, including radio and television spots, advertisements in the online version of the Denver Post and other papers, and ads in national consumer publications.

Television ads are running in the Denver and Colorado Springs markets, with time slots purchased during the Olympic Games to maximize the number of viewers who see the ads, themed, "It's Time to Take Flight to Estes Park."

Also in Colorado, radio spots are being produced for the Colorado Springs and Front Range markets, themed "Escape to Estes Park."

Estes Park draws tourists from other states, especially those that are within a one-day drive, Blackhurst said. Television and Internet ads are being purchased in cities like Omaha and Lincoln, Neb., and Kansas City and Wichita, Kan.

Estes isn't using specific messages about the fires, but is instead focusing on Estes' role as a getaway 90 minutes from Denver.

"We're just working on reminding people that Estes is here, and it's the place to go when you just have to get out of town."

The Fort Collins CVB is operating on a smaller budget, but is still working to counteract the negative effects of the devastating High Park Fire on the tourism industry. The fire broke out June 9, and lasted weeks, burn-

ing more than 250 homes and forcing thousands from their homes.

While the fire did have some positive effects on the city's hotels, causing occupancy rates to shoot up as evacuees and firefighters looked for a place to stay, the closure of main roads into some of Fort Collins' most-visited areas hit other businesses hard.

Rafting companies were forced to close and the popular Mishawaka amphitheater shut down, postponing shows. Not only did the businesses lose money, but employees lost weeks of pay when they were not able to work.

Similar to the experience in Estes

Park, Fort Collins suffered from a bad case of incorrect assumptions on the part of would-be tourists. While the fire raged, Clark tried to get the word out that Fort Collins still had plenty to offer, even without the Poudre Canyon, but visitation still fell off.

Now that the fire is out, the CVB is working to let the rest of the state know that Fort Collins is open for business. In addition to radio and television spots, Clark and his team are using social media to get the word out that Fort Collins is back and ready for tourists.

The CVB's social media following has increased 20 percent since the

fire broke out, Clark said, and the organization has an intern working to produce Facebook posts and tweets multiple times a day that are further disseminated through the state tourism office.

The Fort Collins CVB had a bit of a leg up in its post-fire marketing. Because of the dry conditions, the CVB anticipated that a fire may impact tourism season and planned some extra radio spots just in case.

Fort Collins' marketing plans are mostly limited to Colorado, Clark said, because the CVB needs to get the "most bang for its buck," and spending the money on Colorado will do just that.

WHETHER YOU SPONSORED...

- 1310 KFKA
- Advantage Bank
- Agfinity
- Aims Community College
- Alphagraphics
- American Eagle Distributing/Budweiser
- Anderson & Whitney, PC
- Banner Health/ North Colorado Medical Center
- Bent Fork the Grill
- Cache Bank & Trust
- Cherry Creek Mortgage Company
- Colorado Health Medical Group
- Contemporary Cook

- Cornerstone Mortgage Company
- Fairacres Manor
- FASTSIGNS Greeley
- First FarmBank
- First National Bank
- FMS Bank
- Hampton Inn & Suites
- Home Team Lending
- John Elway Dodge Jeep Ram
- Lamp, Rynearson & Associates, Inc.
- Lidiak Photography
- Northern Colorado Business Report
- Northern Colorado Paper
- Old Chicago
- Pepsi Cola Bottling
- Pioneer Press
- Shirazi Benefits, LLC
- State Farm Insurance Companies
- The Buzz
- The Tavern at St. Michael's
- The Tribune
- Wells Fargo
- Unified Title Company

OR PLAYED...

More than 200 golfers from 50+ businesses enjoyed a great day golfing at the Greeley Country Club.

OR PLANNED...

- | | |
|---------------------|-----------------|
| • Joe Aschenbrenner | • Erin Mathews |
| • Jamie Bernu | • Ryan Mayeda |
| • Heidi Grogg | • Alison Pesce |
| • Kevin Kempema | • Justin Watada |



THANK YOU

for making the 16th Annual Prairie Dog Classic an event to remember. Can't wait 'til next year!

Greeley Chamber of Commerce • 902 7th Avenue • Greeley, CO 80631 • 970-352-3566 • www.greeleychamber.com



Subscribe today for only
\$49.97.

Call 970.221.5400.

Northern Colorado
**BUSINESS
REPORT**

FOR THE RECORD

DEBTOR: WILLIAM D NAIBAUEB, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$27944.8. CASE #C-12CV-000068. DATE: 6/19/2012

DEBTOR: MARK JOHNSTONE, CREDITOR: SPRINGLEAF FIN SERVICES INC. AMOUNT: \$3559.44. CASE #C-11C-010360. DATE: 6/19/2012

DEBTOR: RALPH C NATIONS, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$17590.99. CASE #C-12CV-000065. DATE: 6/19/2012

DEBTOR: RONALD L ANDERSON, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$7438.62. CASE #C-12C-004180. DATE: 6/20/2012

DEBTOR: CARROLL & GARRY W PATTON, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$6120.49. CASE #C-12C-003926. DATE: 6/20/2012

DEBTOR: WILLIAM T SUTHERLAND, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$1090.11. CASE #C-12C-001619. DATE: 6/20/2012

DEBTOR: NOEME & MOEME LOPEZ, CREDITOR: CACH LLC. AMOUNT: \$7742.22. CASE #C-12C-004668. DATE: 6/20/2012

DEBTOR: RYAN & RYAN K NATIVIDAD, CREDITOR: BELLARIO LLC. AMOUNT: \$71134.61. CASE #C-11CV-000652. DATE: 6/21/2012

DEBTOR: JENNIFER A & JENNIFER DAGGS, CREDITOR: MGM GRAND HOTEL LLC. AMOUNT: \$27890.57. CASE #C-11CV-001106. DATE: 6/21/2012

DEBTOR: DAVID G & DAVID GILBE DUNN, CREDITOR: MGM GRAND HOTEL LLC. AMOUNT: \$44991.27. CASE #C-09CV-000503. DATE: 6/21/2012

DEBTOR: STEVEN C & REGINA M TROUT, CREDITOR: COLO ST REVENUE. AMOUNT: \$1160.65. CASE #D-D622010CV803186. DATE: 6/22/2012

DEBTOR: JACK L & BARBARA L WHITESIDE, CREDITOR: COLO ST REVENUE. AMOUNT: \$831.34. CASE #D-D622011CV804975. DATE: 6/22/2012

DEBTOR: ALAN SARTIAGUIN, CREDITOR: COLO ST REVENUE. AMOUNT: \$2305.0. CASE #D-D622012CV802579. DATE: 6/22/2012

DEBTOR: ERIC W SHORT, CREDITOR: EQUABLE ASCENT FIN LLC. AMOUNT: \$3365.88. CASE #C-12C-003456. DATE: 6/28/2012

DEBTOR: KENDALL R GRAUBERGER, CREDITOR: COLO ST REVENUE. AMOUNT: \$11754.0. CASE #D-D622012CV800750. DATE: 6/28/2012

DEBTOR: KATHERINE E YATES, CREDITOR: ADVANTAGE GROUP. AMOUNT: \$3211.78. CASE #C-11C-006628. DATE: 6/29/2012

DEBTOR: BRIAN D HARRINGTON, CREDITOR: STATE FARM MUTUAL AUTOMOBILE I. AMOUNT: \$1275.05. CASE #C-06C-006514. DATE: 6/29/2012

DEBTOR: DAVID A HOLMGREN, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$3137.51. CASE #C-12C-004628. DATE: 7/2/2012

DEBTOR: JULIE SATTERFIELD, CREDITOR: MIDLAND FUNDING LLC. AMOUNT: \$1052.7. CASE #C-12C-004009. DATE: 7/2/2012

DEBTOR: TAMARA S & TAMARA SUE GREER, CREDITOR: MAIN STREET ACQUISITION CORP. AMOUNT: \$7381.03. CASE #C-12C-001770. DATE: 7/2/2012

DEBTOR: TRAVIS R LEMZ, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$3826.45. CASE #C-12C-003222. DATE: 7/2/2012

DEBTOR: ROBERT JOHN & ROBERT HUNT, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$4781.91. CASE #C-12C-003223. DATE: 7/2/2012

DEBTOR: BARBARA CROSBY, CREDITOR: EQUABLE ASCENT FIN LLC. AMOUNT: \$5323.58. CASE #C-12C-003471. DATE: 7/2/2012

DEBTOR: MARK N & KARLA S STEVENS, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$1055.09. CASE #C-12C-004802. DATE: 7/2/2012

DEBTOR: JAMES & DIANE C BLAND, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$2154.96. CASE #C-11C-010653. DATE: 7/2/2012

DEBTOR: JOHN P ROCHA, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$2277.55. CASE #C-05C-007691. DATE: 7/2/2012

DEBTOR: GILBERT OCHOA, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$3688.41. CASE #C-12C-004864. DATE: 7/2/2012

DEBTOR: VIRGINIA L BAKER, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$21133.0. CASE #C-12CV-000331. DATE: 7/3/2012

DEBTOR: MICHAEL J HENDRICKS, CREDITOR: EQUABLE ASCENT FIN LLC. AMOUNT: \$3308.41. CASE #C-12C-004837. DATE: 7/3/2012

DEBTOR: PETER DALY, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$4913.08. CASE #C-12C-003334. DATE: 7/3/2012

DEBTOR: PAUL M MCCURRY, CREDITOR: BARCLAYS BK DELAWARE. AMOUNT: \$8171.45. CASE #C-12C-003299. DATE: 7/3/2012

DEBTOR: APRIL & JOSHUA JOHNSON, CREDITOR: CAPITAL ONE AUTO FIN. AMOUNT: \$9966.65. CASE #C-12C-003789. DATE: 7/3/2012

DEBTOR: RHONDA BELLIPANNI, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$7947.42. CASE #C-12C-003195. DATE: 7/3/2012

DEBTOR: SCOTT SANDRIDGE, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$6258.5. CASE #C-12C-003204. DATE: 7/3/2012

DEBTOR: MONIKA M JONES, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$10913.16. CASE #C-12C-002270. DATE: 7/3/2012

DEBTOR: DANIEL CORONA ESTRADA, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$2987.37. CASE #C-12C-003297. DATE: 7/3/2012

DEBTOR: LEANN MOCK, CREDITOR: CITIBANK. AMOUNT: \$5913.11. CASE #C-12C-001953. DATE: 7/3/2012

DEBTOR: FRANCES TRUJILLO, CREDITOR: GEMINI CAPITAL GROUP LLC. AMOUNT: \$3924.54. CASE #C-11C-011231. DATE: 7/3/2012

DEBTOR: MICHELLE A RANGEL, CREDITOR: CITIBANK. AMOUNT: \$4718.48. CASE #C-12C-002160. DATE: 7/3/2012

DEBTOR: SARAH L HEATER, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$2177.55. CASE #C-12C-002329. DATE: 7/3/2012

DEBTOR: KATHERINE PROVINCE, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$1603.41. CASE #C-12C-002328. DATE: 7/3/2012

DEBTOR: KIMBERLY R BISHOP, CREDITOR: LHR. AMOUNT: \$1978.56. CASE #C-12C-001890. DATE: 7/3/2012

DEBTOR: ALLEN GOODNESS, CREDITOR: CITIBANK. AMOUNT: \$10086.78. CASE #C-11C-010205. DATE: 7/3/2012

DEBTOR: KATHLEEN PRATHER, CREDITOR: FIRST NATL BK OMAHA. AMOUNT: \$17917.07. CASE #C-12CV-000250. DATE: 7/3/2012

DEBTOR: FRANCISCO J CASTRO, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$10104.94. CASE #C-11C-010929. DATE: 7/3/2012

DEBTOR: NATHAN KINGSBURY, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$7018.22. CASE #C-11C-011185. DATE: 7/3/2012

DEBTOR: KAREN J MARTINEZ, CREDITOR: FIA CARD SERVICES. AMOUNT: \$7322.85. CASE #C-12C-001928. DATE: 7/3/2012

DEBTOR: TITO G MIRELES, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$7349.93. CASE #C-12C-001797. DATE: 7/3/2012

DEBTOR: JESSICA GOMEZ, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$1416.18. CASE #C-12C-002165. DATE: 7/3/2012

DEBTOR: DIANNE DURAN, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$1036.61. CASE #C-12C-002268. DATE: 7/3/2012

DEBTOR: MICHELLE NELSON, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$2914.72. CASE #C-12C-003323. DATE: 7/3/2012

DEBTOR: MEGAN S WOMMACK, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$2368.37. CASE #C-12C-002327. DATE: 7/3/2012

DEBTOR: DOROTHEA B REDENBAUGH, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$9160.35. CASE #C-12C-003336. DATE: 7/3/2012

DEBTOR: NACOLE VEJORSTEK, CREDITOR: PROGRESSIVE DIRECT INS CO. AMOUNT: \$8048.74. CASE #C-12C-002280. DATE: 7/3/2012

DEBTOR: CYNTHIA ELKINS, CREDITOR: AM FAMILY INS. AMOUNT: \$2762.12. CASE #C-12C-002801. DATE: 7/3/2012

DEBTOR: PETER & MARGARET A DALY, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$2349.38. CASE #C-12C-003333. DATE: 7/3/2012

DEBTOR: PETER KOONS, CREDITOR: COLUMBIA CREDIT SERVICES INC. AMOUNT: \$4121.12. CASE #C-06C-003846. DATE: 7/3/2012

DEBTOR: MANUEL J & MARIA S ORONA, CREDITOR: COYOTE CREEK MASTER ASSOC. AMOUNT: \$4705.02. CASE #C-11CV-000174. DATE: 7/3/2012

DEBTOR: RAUL AVILA, CREDITOR: CACH LLC. AMOUNT: \$1503.18. CASE #C-2012C4957. DATE: 7/3/2012

DEBTOR: KATHY GEDO, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: \$3655.71. CASE #C-2012C4083. DATE: 7/5/2012

DEBTOR: LINDA CORTEZ, CREDITOR: TARGET NATL BK. AMOUNT: \$3903.37. CASE #C-12C-004803. DATE: 7/5/2012

DEBTOR: CHARLES PRENTICE, CREDITOR: GE CAPITAL RETAIL BK. AMOUNT: \$1091.04. CASE #C-12C-004307. DATE: 7/5/2012

DEBTOR: DAVID A HOLMGREN, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$1469.75. CASE #C-12C-004901. DATE: 7/5/2012

DEBTOR: HECTOR MARTINEZ, CREDITOR: PINNACOL ASSURANCE. AMOUNT: \$2470.02. CASE #C-2009C70891. DATE: 7/5/2012

DEBTOR: LONGS PEAK PIPING INC, CREDITOR: PINNACOL ASSURANCE. AMOUNT: \$6553.28. CASE #C-2009C57184. DATE: 7/5/2012



OUR GOALS | YOUR CONTROL

NEED BETTER BLADDER CONTROL?

- Always looking for the bathroom?
- Feeling overtired from frequent nighttime trips to the bathroom?

We offer a non-surgical way to help treat incontinence in a private, comfortable setting.

Call Today and Gain Control!

(970) 223-1773

www.continencehealth.com

We accept most major medical insurances

1721 W. Harmony Road, Suite 102 • Fort Collins, CO 80526

PIXSUREPERFECT PHOTOGRAPHY

EVENT PHOTOGRAPHY · VIDEOGRAPHY · PORTRAITURE
PORTRAIT PHOTOGRAPHER FOR 2012 WOMEN OF DISTINCTION



JACK@PIXSUREPERFECT.COM
(970) 481-6295



SEE ALL 2012 EVENT PHOTOS AT:
FACEBOOK.COM/PIXSURES

Join us on the first Wednesday of every month,
11:30 am - 1 pm at the Ptarmigan Country Club!



CREW Northern Colorado

Advancing the Success of Women in
Commercial Real Estate

The CREW Network

is dedicated to helping women achieve their full professional and leadership potential in the commercial real estate industry. We do this by providing members with business tools and opportunities to showcase talents, gain professional recognition and **do deals together.**

The Value of CREW

- Superior business development opportunities
- Leadership training & mentoring opportunities
- Exclusive access to CREWbiz™
- Branding and promotion

Thank you to our sponsors!

- Northern Colorado Business Report
- 1St Bank
- Heritage Title Company
- Realtec Commercial Real Estate Services, Inc.
- Fidelity National Title Company
- FRII



CREW NORTHERN COLORADO

A chapter of CREW NETWORK™

www.CrewNorthernColorado.com

CONTACT

Joan Chase, CREW President
(970) 229-9900
Joan@realtec.com

Aurora shootings demand action on gun control

According to the Rocky Mountain Gun Owners, I'm about to use "the blood of ... innocents to advance (a) radical political agenda," which, in its view, "is disgusting."

To which I say, too bad. Same goes for anyone who jumps in to suggest I'm just dreaming or being naive.

My 14-year-old son and several of his friends were at a midnight showing of the new Batman film when the Aurora atrocity took place.

Thankfully, they were nowhere near Aurora.

Whether we knew any of the victims or not, this tragedy had a personal resonance for many.

"My daughters go to the movies — what if Malia and Sasha had been at the theater?" President Obama asked on the morning of the violence.

It was horrifying and sad. But was it shocking, despite a toll of 12 dead and 58 wounded?

I think for a lot of Americans, shock isn't really part of the reaction any longer. Not after Columbine, Virginia Tech, Fort Hood and so many others.

Guns, of course, are the primary weapon of choice in all of this mindless bloodshed.



EDITOR'S NOTEBOOK
Allen Greenberg

The psychopath in Aurora entered the theater with an AR-15 assault rifle, a Remington 12-gauge shotgun and a .40-caliber Glock handgun. A fourth gun, another Glock pistol, also was found in his possession.

It's a never-ending argument but I don't believe we can stop debating the point. That 12-gauge is a fine weapon to shoot skeet or hunt grouse and the like. It's a good home-security measure, too. But everything else in the killer's arsenal was designed for either warfare or in outgunning other bad guys or the police.

On the very morning of the attack, the Wall Street Journal pointed out that, two months after last year's shooting spree in Arizo-



LUCCOMICS.COM

na killed six people and wounded then-Rep. Gabrielle Giffords, President Obama called for "common sense" action on gun control.

Since then, he's done virtually nothing on the matter.

Mitt Romney is hardly better. Obama's presumptive GOP rival signed a permanent assault weapons ban into law as governor of Massachusetts in 2004. Unfor-

► See **Editor, 31**

Let's build storage before agriculture, economy dry up

The current drought throughout Northern Colorado has brought home a stark reality — we need more water storage and soon. Without it, our children and grandchildren's future will be at risk.

Today in Northern Colorado, we enjoy tens of thousands of acres of irrigated farm land that puts food on our table, provides open space between our growing towns and has made Weld County one of the most productive agricultural counties in the United States. These benefits were made possible by those who preceded us.

In the 1930s, visionaries such as W.D. Farr and others led the effort to build the Big Thompson Water Project at the height of the Dust Bowl. This project today provides an invaluable supply of water to our farmers, ranchers and our growing Northern Colorado communities.

This project has served us well, but we have been living on borrowed time.

Over the last 30 years the population of Northern Colorado has

more than doubled, yet no new significant water supply facility has been built. In addition, growing cities in the Denver metro-area are looking north to find the water supply their communities' needs, and they have their sights on thousands of acres of irrigated farmland in Northern Colorado.

A recent environmental study done by the U.S. Army Corps of Engineers showed that without a new significant water project, more than 100 square miles of currently irrigated productive farm land in Weld and Larimer counties will be dried up forever. The result of this dry-up would be an environmental and economic disaster for Northern Colorado.

The agricultural economy annually in Weld County alone is a \$1.5 billion industry. An "ag" dollar

turns over seven times, meaning an almost \$9 billion impact to the Colorado economy if we do nothing.

What can we do to save our valuable agricultural economy? Build the Northern Integrated Supply Project!

NISP is the water-storage project proposed by the Northern Colorado Water Conservancy District. NISP is a project almost three decades in the making, and involves building two reservoirs, one in Larimer County named Glade and the other in Weld County named Galeton.

The proposed Glade Reservoir location above Fort Collins would be an off-stream facility that draws water from the Poudre River during the high spring run-off. The project's location protects the Poudre River as a Wild and Sce-

nic River and ensures a minimum stream flow in the Poudre for fishing, rafting and other recreational activities year-round.

The Galeton Reservoir, which will get its water through a pipeline from the South Platte River, will allow delivery of water for agricultural use to two ditch companies. This part of the project is critical to the future of farmers and ranchers in Weld County.

If we are going to ensure that Northern Colorado remains one of the most agricultural productive areas in the United States, we must act.

We need to stand up and support our farmers and ranchers by supporting more water storage.

Sean Conway is a Weld County commissioner.



GUEST OPINION
Sean Conway

PUBLISHER
Jeff Nuttall.....jnutall@ncbr.com
Direct: 232-3131

EDITORIAL
Editor
Allen Greenbergagreenberg@ncbr.com
Direct: 232-3142

Reporters
Molly Ambrister.....mambrister@ncbr.com
Direct: 232-3139

Steve Lynn.....slynn@ncbr.com
Direct: 232-3147

Copy Editor
Maggie Shafer.....mshafer@ncbr.com
Direct: 232-3152

Chief Researcher
Mariah Gant.....mgant@ncbr.com
Direct: 232-3149

DIRECTOR OF MARKETING AND EVENTS
De Dahlgren ddahlgren@ncbr.com
Direct: 232-3132

Marketing & Events Intern
Eden Shulmaneshulman@ncbr.com
Direct: 232-3135

ADVERTISING
Advertising Director
Sandy Powellspowell@ncbr.com
Direct: 232-3144

Senior Account Executive
Lindsay Gilliland.....lgilliland@ncbr.com
Direct: 232-3133

Account Executive
Julie Constance.....jconstance@ncbr.com
Direct: 232-3148

PRODUCTION
Production Manager
Bernie Simon.....bsimon@ncbr.com
Direct: 232-3140

Art Director
Chad Collins.....ccollins@ncbr.com
Direct: 232-3141

ADMINISTRATION
Office Manager / Front Desk
Tiffany Moore.....frontdesk@ncbr.com
Direct: 232-3130

Circulation Manager
Janet Hathfield.....jhathfield@ncbr.com
Direct: 232-3146

To advertise or subscribe: 970-221-5400
Fax: 970-221-5432

Online edition: www.NCBBR.com

The entire contents of this newspaper are copyrighted by BizWest Media with all rights reserved. Reproduction or use, without permission, of editorial or graphic content in any manner is prohibited.

Northern Colorado
BUSINESS REPORT

VOLUME 17, ISSUE 23

OFFICE
1550 E. Harmony Road, 2nd floor
P.O. Box 270810, Fort Collins, CO 80527
800-440-3506 • 970-221-5400
Fax: 970-221-5432, www.ncbr.com



EDITOR from 30

unately, now that he's running for president, he's against any new gun laws.

Since Columbine, some changes have been made in Colorado's gun laws but they still remain too lax.

I don't have the answer to what might be "reasonable" legislation to address these miserable circumstances.

But I think we can start by looking at faster mandatory background checks. I also think we need to reinstate the federal ban on assault weapons, and we need to begin to regulate online ammunition sales.

Most of all, we need our elected officials to stop playing political calculus with our lives.

I think the gun lobby has had things pretty much its way for far too long. Gun advocates will counter than any new restrictions will interfere with their constitutional rights. But that's the "radical political agenda" we should be concerned about.

This isn't about anything more than what we all want for our children: to be able to go to a late-night movie without worrying about the scary-looking joker across the aisle.

Allen Greenberg is the editor of the Northern Colorado Business Report. He can be reached at 970-232-3142 or agreenberg@ncbr.com.

NCBR Opinion Poll

Our online question:

Should the plug be pulled on the Department of Energy's loan-guarantee program for solar companies?



These results reflect responses to the online poll at www.ncbr.com.

This poll is not scientific and reflects only the opinions of those Internet users who have chosen to participate. The results cannot be assumed to represent the opinions of Internet users in general, nor the public as a whole.

Next question:

Should Fort Collins impose a moratorium on the construction of apartments meant to house CSU students?

Answer now at www.ncbr.com. Responses will be accepted through Aug. 7.

Commercial Lighting Rebates.

Invest in Your Business Potential.



Get a 50% rebate bonus for new commercial lighting projects.

- Must be completed by December 31, 2012
- Applies to all current lighting rebates
- Change out T12s and upgrade to the latest technology in T8s or LEDs
- Lighting is one of the most cost-effective ways to reduce energy use

Contact Utilities today to learn more:
fcgov.com/businesssefficiency or (970) 221-6700



Fort Collins Conserves. A Year-Round Activity.

All Copy Products has a: Business Solutions Plethora



- Printers & Printer Service
- High Volume Printing Equipment
- IT Services
- Scanning Services
- Document Management
- Printer Toner Cartridges and Supplies
- Copiers and Multi-function Equipment
- Wide Format Printers

"Receive a Free Network Security Audit*"

if you go to www.allcopyproducts.com/NCBRNetwork

"Originals Make A Poor Substitute For A Copy"

*\$300 value



90 years. Hundreds of thrills.

Greeley Stampede
90 years
greeleystampede.org
970.356.7787

Thank you for your support.

2012 Sponsors

2012 Media Partners

2012 Spur Donors

Platinum

- Affordable Roofing & Restoration
- American Classifieds of Greeley
- B & G Equipment
- Balon Valves
- Bobcat of the Rockies
- Bob's Electric
- Bonnie Dean Associates
- Cimarron Energy, Inc.
- Classic Imaging & Publishing
- Cockroft Dairy
- Colorado Chevy Dealers
- Colorado Trapper's Association
- Constance, Rod and Julie
- Cool Care
- Countryside Large Animal Vet
- Crow Valley Panels
- Envirotech Services, Inc.
- Flatiron Steel
- Flood & Peterson Insurance, Inc.
- Front Range Grease Removal
- Greeley Hat Works
- Hillside Rental
- Jeff Bedingfield, Attorney at Law
- K & K Laser
- KH Electric
- LEC Construction
- Leed Fabrication
- M&M Excavation CO
- Miller, Curtis & Carrie
- Miller, Matt
- Murray Family
- MWS, LLC
- Park Place Interiors, Inc.
- Petersen Construction
- Poudre Valley Coop
- Quality Construction
- Rob's Repair
- Rohrig Plumbing and Heating
- Schulte Enterprises
- Sharp Services
- Simmons Electric

- Specialized Crane & Rigging
- Stonebraker Rocky Mtn. Fireworks
- Swope, Kevin
- The Fence Post
- The Ranch
- The Wrench
- Tri City Cycle
- Wagner Equipment
- Waste Chasers
- Weld County SD6
- Western Skies Construction
- Wild West Motor Sports
- Xcel Energy

Gold

- 5th St. Elevator
- 8th Ave Wing Shack
- A-1 Organics
- All American Rental to Own
- All Purpose Rental & Sales Inc
- Alphagraphics
- Atmos Energy
- Blue Collar Logistics
- Bratton's Office Supply
- Brighton Feed & Saddlery
- Britton, Brian and Shelly
- Brown Earth
- Cech, Jim
- Cementer's Well Service
- Colorado Horse Development Authority
- Country Creations
- Courtyard by Marriot Denver Stapleton
- Double J Meat Packing Co.
- Farm-Rite Equipment
- Fort Morgan Times
- Front Range Roofing Systems
- Glen-Dix Ubc
- Great Northern Properties
- Great Outdoors RV
- Great Western Railway
- Greeley Fairfield Inn
- Hampton Inn and Suites
- Harper Feed Lot

- Hearts & Trails Carriage Co.
- High Sierra Water Services, LLC
- Hoover, Harris & Co.
- Hoshiko, Jean
- Huston Graphics
- Jimmy John's Gourmet Subs
- Lidiak, Doug
- Martin Marietta Materials
- Martin Marietta Materials
- MHC Kenworth
- Miller Cattle Feeders
- Mineral Resources
- MJK Enterprises
- Mohrlang, Dennis
- Morrell & Associates
- Mr. Ice
- National Analytics
- Nu-Way Cleaners
- Parker & Co. Auctioneers
- Perkins
- Phelps-Tointon, Inc.
- Roper Apparel
- Russ Archibque Painting
- Select Stay
- Show Country Trailer
- Sodbuster Inn
- Steinmetz, Don and Michelle
- Sunstate Equipment
- TDS
- The Latigo Lariat
- TLM Constructors, Inc.
- Transport Refrigerated Services
- Triple S Party Rental
- UNI Design
- ValuAds Loveland
- Weiss Jewelers
- White, Bryan
- Wild West Cattle
- Windsor Performance

Silver

- A & W Water Services
- Accessories with a Flair...and Hair

- American Cowboy Magazine
- Aspen Photography
- B & B Fence
- B & B Real Estate
- Bittersweet Liquors
- Britton, Brian & Shelly
- Carol-Lynn's Flowers
- Carson Trailer
- Carter, Blake
- Dubnsky, Orest
- Eileen's Colossal Cookies
- Farr, Bill and Sharon
- Garcia, Bert
- Gibbs Construction
- Greeley Guest House
- Greenleaf Tree Service
- Guttersen Ranches
- Gutterson Ranches
- Hesse, Don
- Knotty Pine Liquor
- Leed Fabrications
- Martin Marietta Materials
- Mile High Sports Magazine
- Mountain Constructors, Inc.
- National Board of Chiropractic Examiners
- Newco Inc.
- Old Town Design
- PB Roche Solitions Co LLC
- Radios USA
- Sage Telecommunications
- Schick, Jerry and Linda
- Skillman Photography
- Smith Sign Sudio

Bronze

- A F Ray's
- Ancon Construction
- Anton, Collins, Mitchell
- Automotive Services of All Sorts, Inc/
- Bear's Car Wash
- Bensler, Bill and Kris
- Bert's Towing
- Bohlender, Mary

- Bouse, Stan & Barb
- Business Card Factory of Colorado
- Cartridge World
- Casseday, Lynn and Deb
- Cech, Jim
- Colorado Corn
- Cottonwood Florist
- Cozad, Jim
- Crestline Construction
- Crossroads Towing
- D & S Steam Cleaning
- Davis, Nathan
- Dr. Brad Edgren
- Duraclean Services
- El Charro
- Evans, Harold and Carol
- Evergreen Landscape
- Farmer's Bank
- Fastframe at St. Michaels
- Ferrel Trading Post
- FLEXX Productions
- Francis Energy
- George and Betty Hall
- Grant, Hoffman, and Kamada, P.C.
- Greeley Computer Services
- Greeley Producers
- Hall, Bill
- Herman Family
- Holdren, Steve
- Holiday Inn Express
- Justine's
- Kems, Tim
- Koenig Refrigeration
- KUNC
- Lee's Towing
- Lefever Building Systems
- Little, Scott
- Livingston Real Estate
- Livingston, Tom
- Martinez, Adolph & Elida
- Monarch
- Monfort, Kaye

- Moonlight Carriage Company
- Northern Armored Service
- One Twenty 5 Design Group
- Palmer Flowers
- Pope Farms Produce & Garden Center
- Portraits by Sheila
- Pro Rodeo Originals
- Rocky Mountain
- Shooters Supply
- Rodeo News
- Roo Jumps
- Roth Farms Angus
- Rutt, Edward & Norma
- Sandau, Robert
- Shamrock Foods
- Stitched in Stones
- Stockert, Bill
- Stoneworks of Colorado
- The Egg & I
- Valley Fire Extinguisher
- Wernsman Engineering
- West Point Interiors
- Western Plains
- Seed Provision/DBA
- Natural Pet Supplies

